



FY2025 Q1 Financial Results Presentation

Future Innovation Group, Inc.

May 14, 2025

Note : This document has been translated from a part of the Japanese original for reference purposes only.
In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.



- 01 | **Company Profile**
- 02 | **Financial Results for FY2025 Q1**
- 03 | **Appendixes**

01 | Company Profile



Future Innovation Group

Company Name	Future Innovation Group, Inc.
Established	July 2, 2018 (Mobile Create, predecessor of the Group, was established in 2002)
Representative	MURAI Yuji, President and CEO
Headquarters	2-5-60 Higashiomichi, Oita City, Oita Prefecture
Share Capital	2 Billion Yen
Employees	771 (As of December 2024, Consolidated)





Mobile Create Co., Ltd.

IoT & Payment

- ✓ IP Radio System
- ✓ Fleet Management System
- ✓ Vehicle Dispatch & Operation Management
- ✓ Payment Service



Realize Inc.

Equipment Manufacturing and Robotics

- ✓ Semiconductor & Automotive-Related Equipment
- ✓ Mold & Precision Processing
- ✓ Robotics

KTS Co., Ltd.

IoT & Smart Hotel

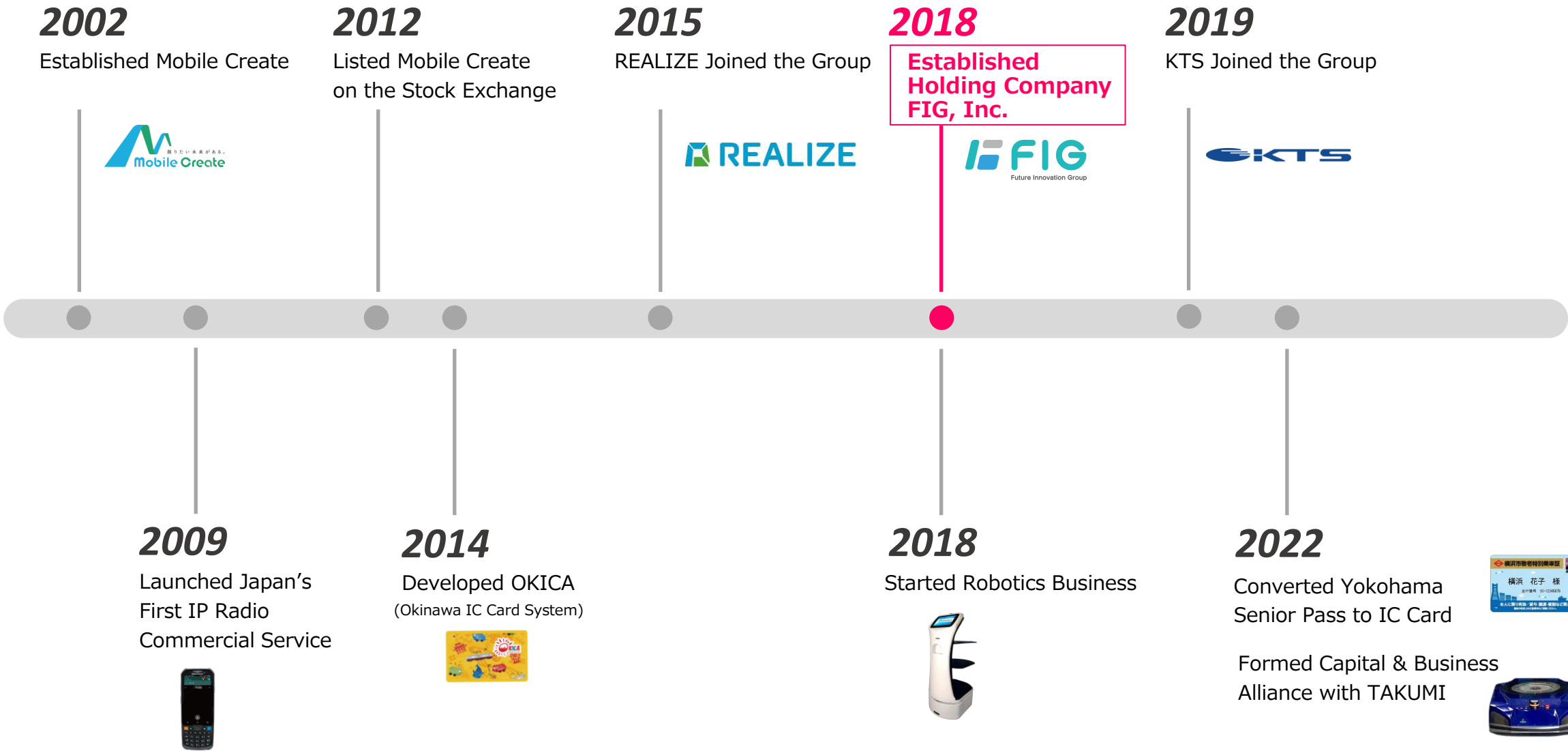
- ✓ Multimedia System
- ✓ IoT Circuit Board Manufacturing



Other Group Companies



- ✓ Drones
- ✓ Voice Solutions
- ✓ Logistics Systems



02 | Financial Results for FY2025 Q1

Strong Start in Q1, Led by Mobile Create

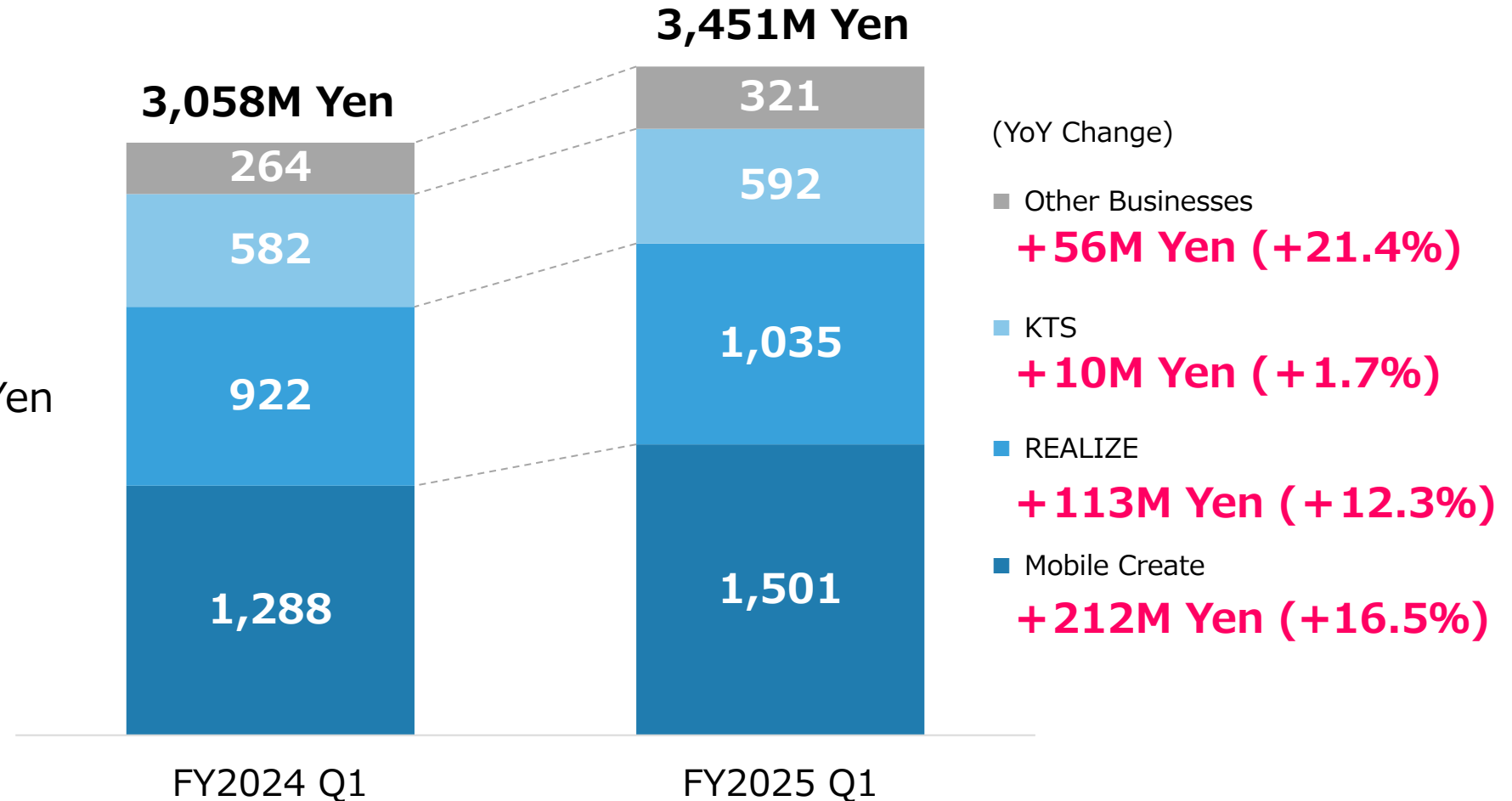
- **Mobile Create** saw steady performance across all IoT-related services, with **taxi dispatch and payment services especially strong in Q1**.
- **REALIZE** is currently facing challenges in performance, but continues to pursue **mid- to long-term growth opportunities such as expanding into the transport robot and automation markets, and responding to advanced semiconductor processes**. While the direct impact of the new U.S. tariff policy is limited, the company plans to closely monitor future policy developments, customer project progress, and capital investment decisions, and respond flexibly and promptly.
- **KTS** is actively promoting alliance enhancement, and **with a recovery trend in hotel IoT services, it expects a performance rebound from Q2 onward**.
- **Transport robots** have been delivered to Rapidus. While it may take some time before contributing significantly to earnings, brand recognition as a robot manufacturer is steadily growing. In addition to factory and warehouse applications, **the company has also received orders for service robots, expanding its business scope**. Leveraging the strength of domestically developed transport robots, it aims to become one of Japan's leading robot manufacturers.

Q1 YoY Net Sales Comparison

FY2025 Q1 Net Sales

3.4 Billion Yen

YoY Change:
+393M Yen (+12.9%)

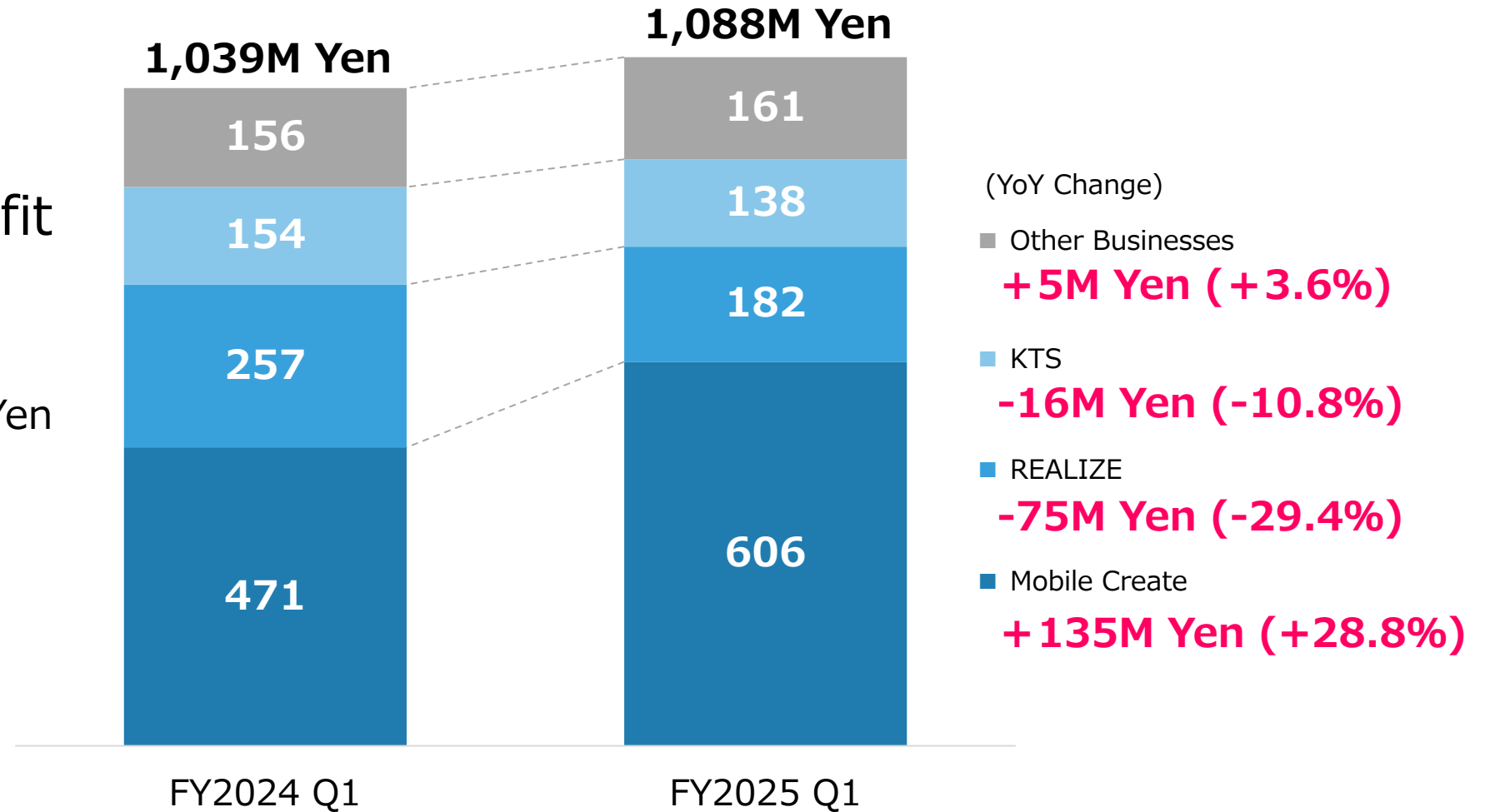


Q1 YoY Gross Profit Comparison

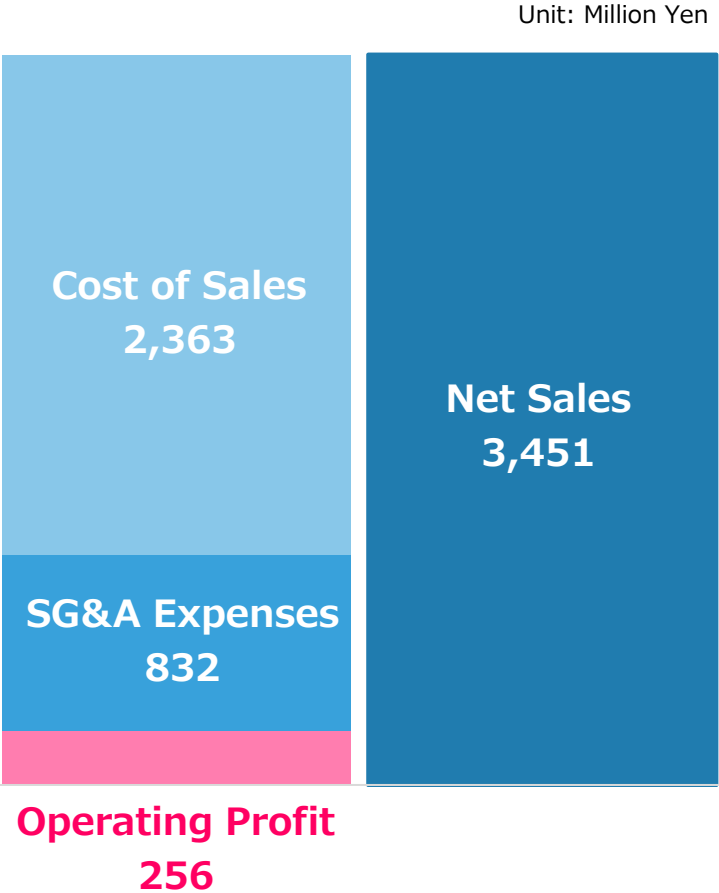
FY2025 Q1 Gross Profit

1.0 Billion Yen

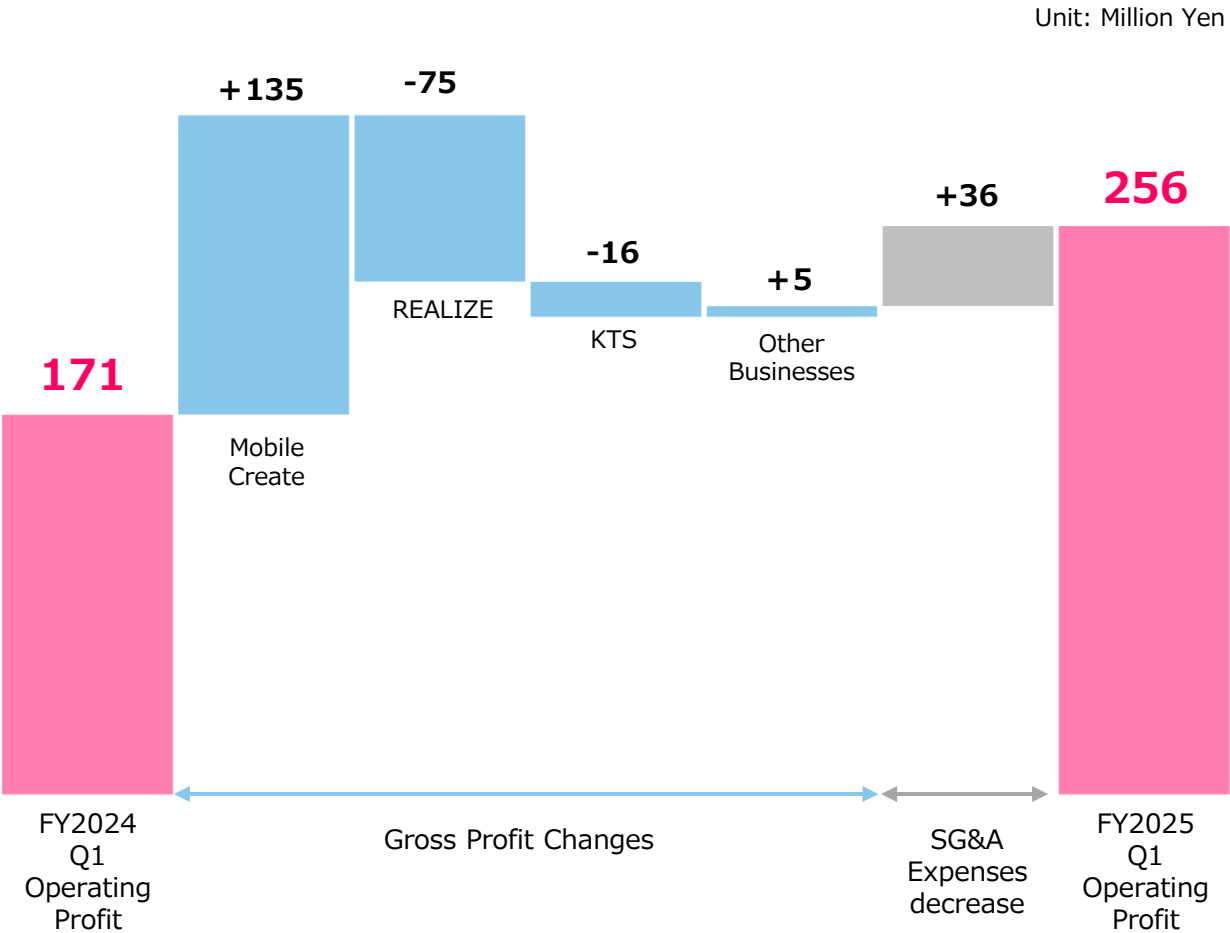
YoY Change:
+48M Yen (+4.7%)



Profit Structure

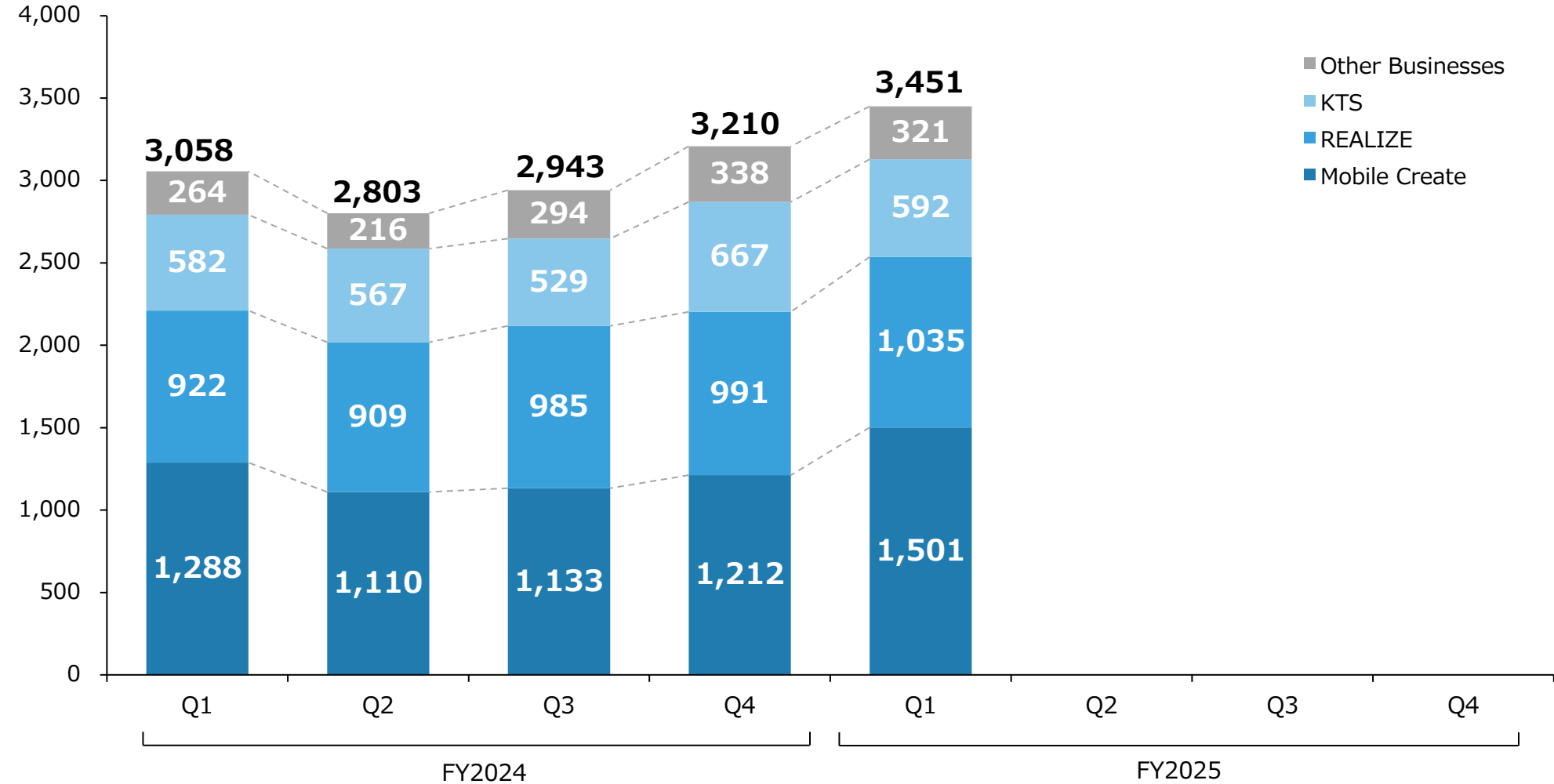


Operating Profit **250** Million Yen
YoY Change: + 85M Yen (+ 49.6%)

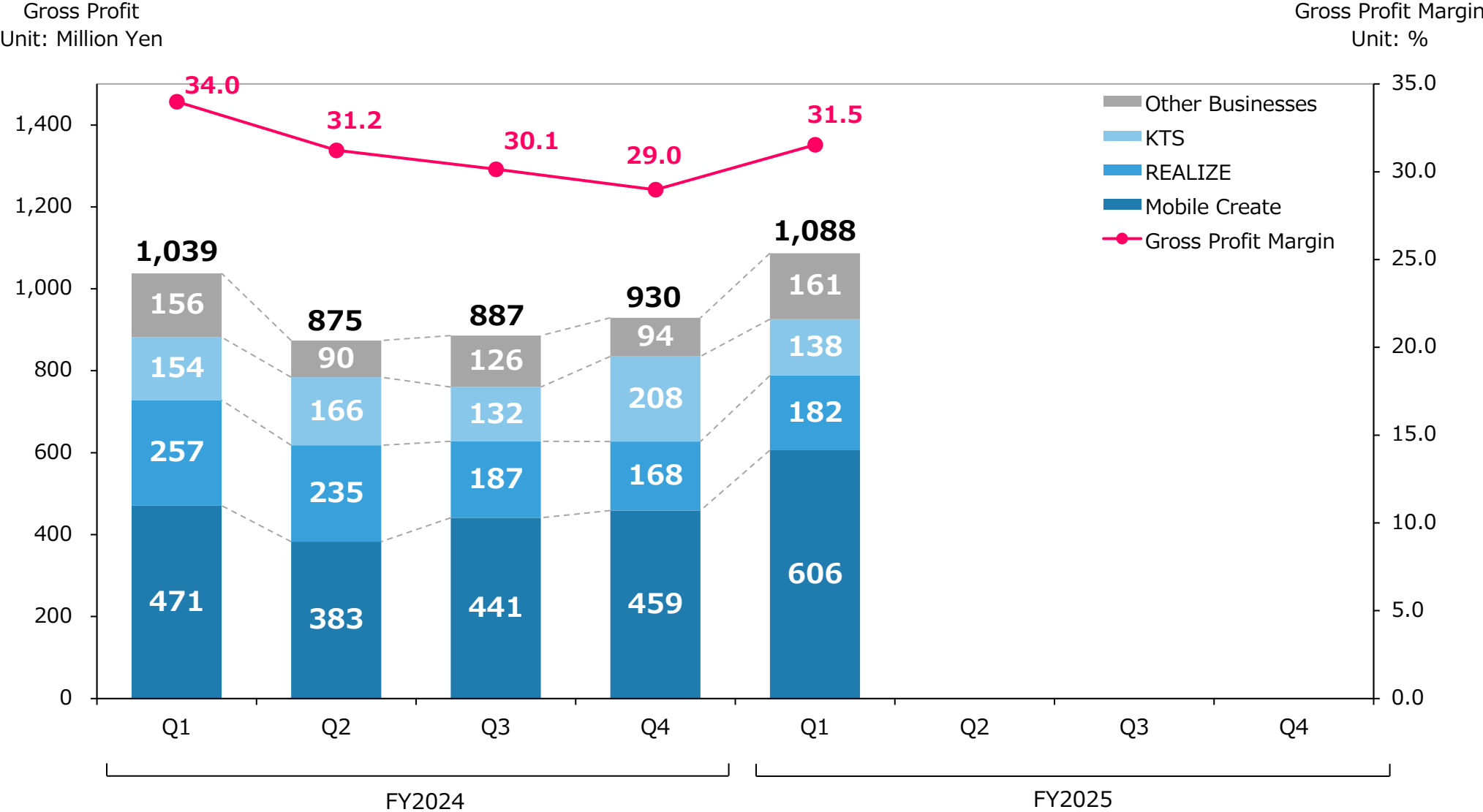


Quarterly Net Sales Trends by Major 3 Companies

Net Sales
Unit: Million Yen



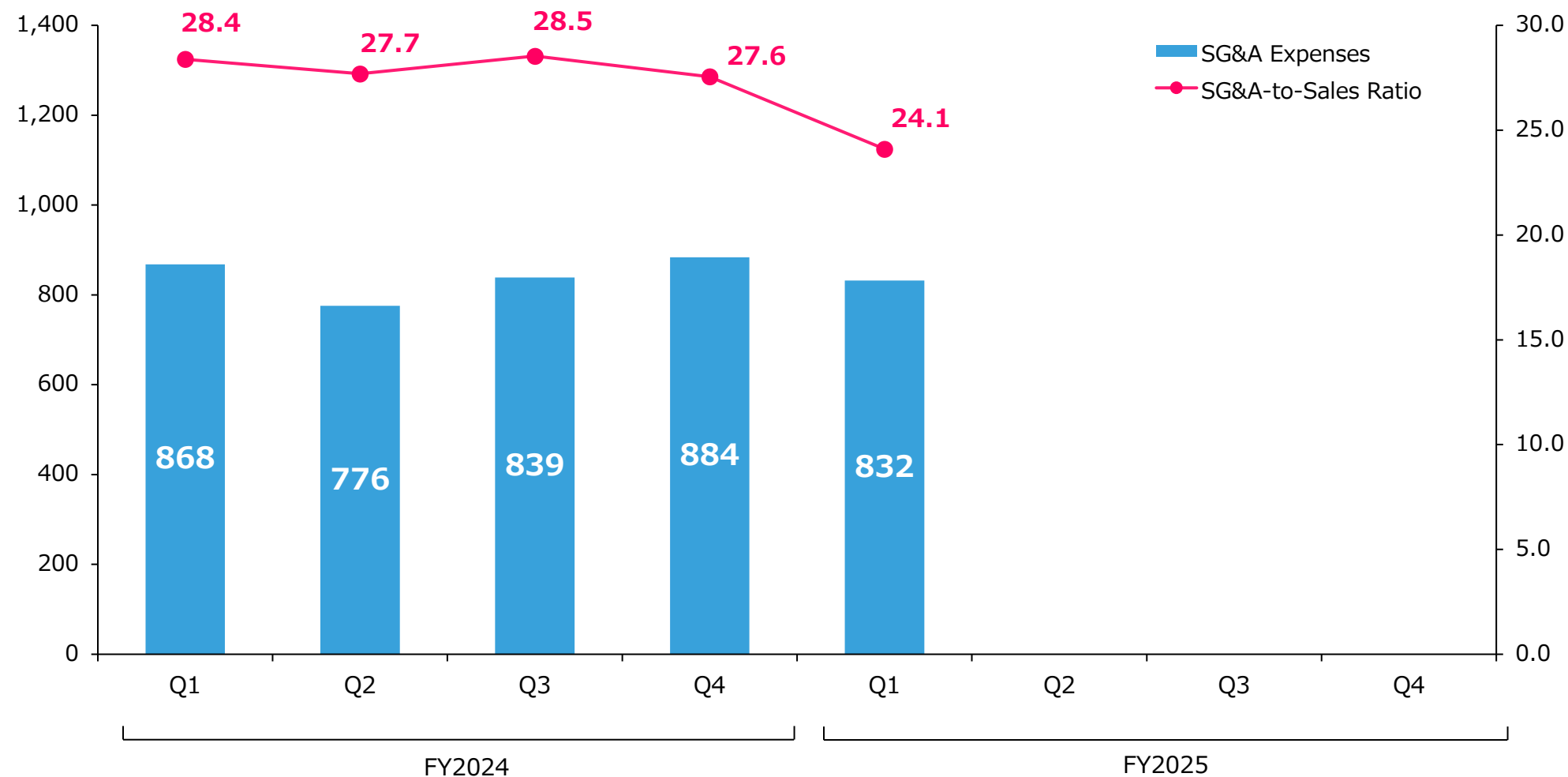
Quarterly Gross Profit Trends by Major 3 Companies



Quarterly SG&A Expenses Trends

SG&A Expenses
Unit: Million Yen

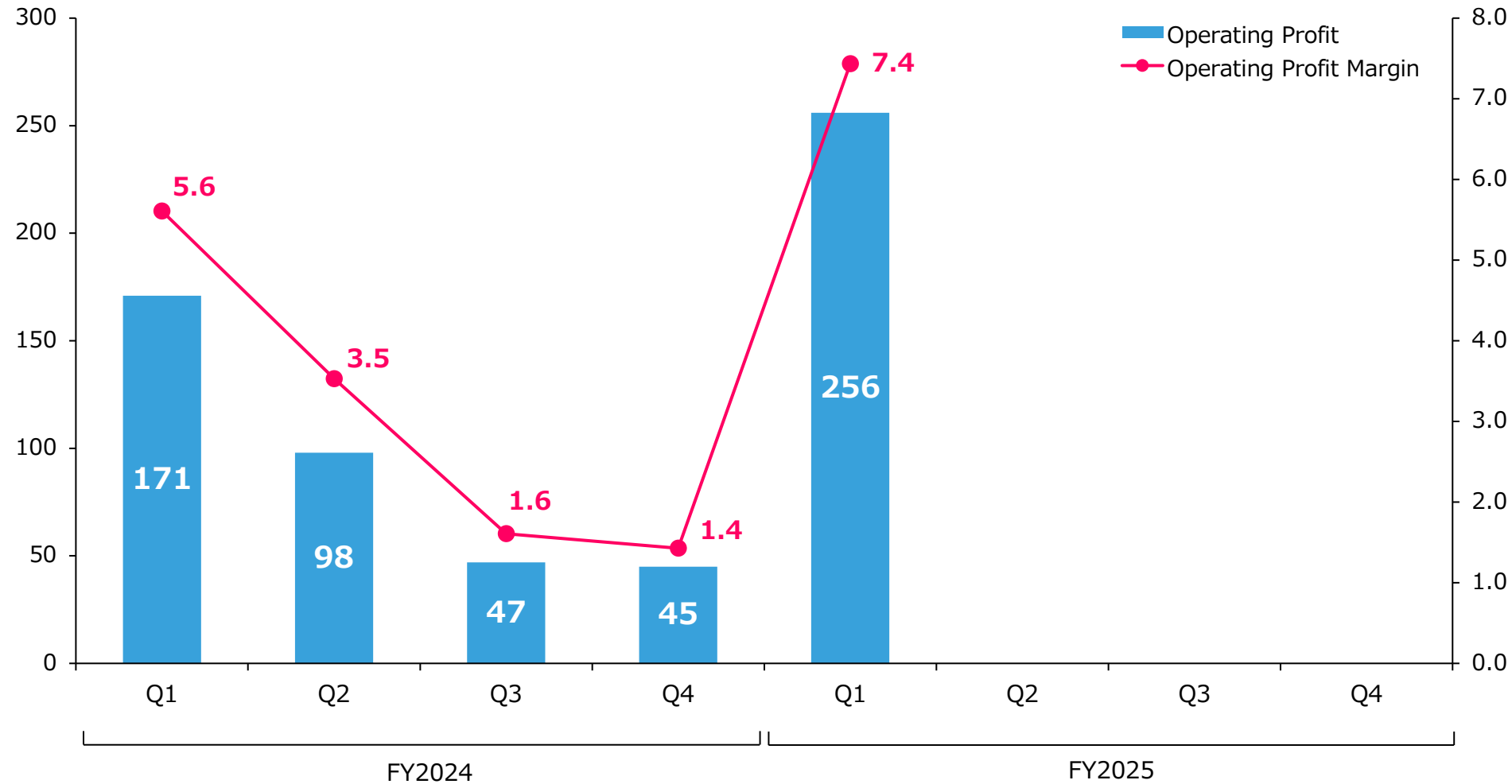
SG&A-to-Sales Ratio
Unit: %



Quarterly Operating Profit Trends

Operating Profit
Unit: Million Yen

Operating Profit Margin
Unit: %



Consolidated Statements of Income

Unit: Million Yen

	FY2024 Q1 Actual	FY2025 Q1 Actual	YoY Change	Full-Year Forecast	Achievement Rate
Net Sales	3,058	3,451	+ 12.9%	13,600 - 14,500	25.4 - 23.8%
Gross Profit	1,039	1,088	+ 4.7%	4,174 - 4,580	26.1 - 23.8%
SG&A Expenses	868	832	-4.2%	-	-
Operating Profit	171	256	+ 49.6%	800 - 1,100	32.1 - 23.3%
Ordinary Profit	171	244	+ 42.7%	800 - 1,100	30.6 - 22.3%
Final Profit	272	149	-45.3%	552 - 750	27.0 - 19.9%

Final Profit = Profit Attributable to Owners of Parent

✓ Final profit declined year-on-year, impacted by the absence of one-time gains recorded in the previous fiscal year.

Consolidated Balance Sheets

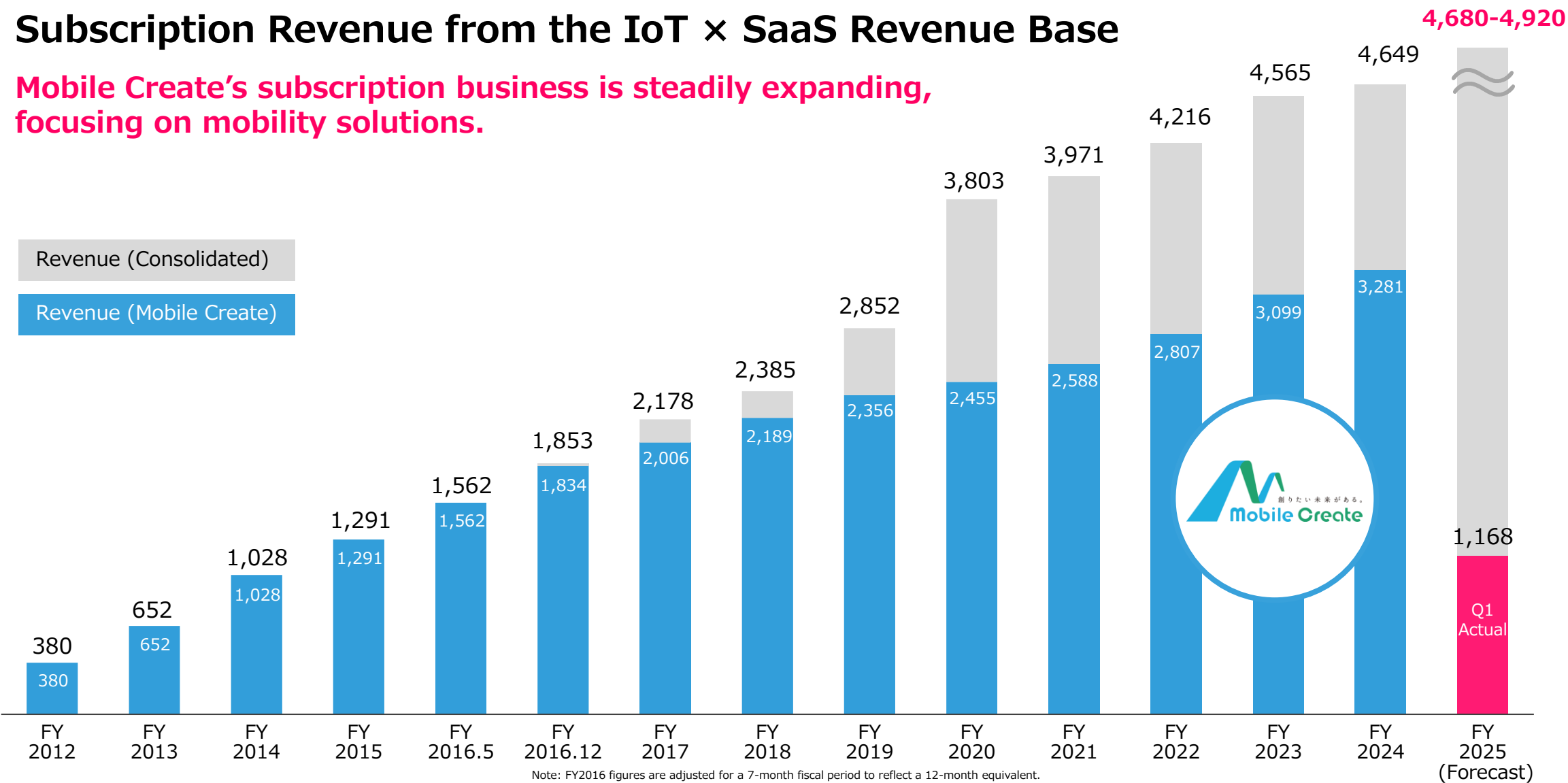
Unit: Million Yen

	As of December 31, 2024	As of March 31, 2025	Change
Cash & Deposits	2,614	1,929	-684
Other Current Assets	8,096	8,108	+ 11
Fixed Assets	5,184	5,186	+ 2
Total Assets	15,895	15,224	-670
Interest-Bearing Debt	4,264	3,912	-352
convertible-bond-type bonds with share acquisition rights	500	500	-
Other Liabilities	2,957	2,671	-286
Total Liabilities	7,722	7,083	-638
Net Assets	8,172	8,140	-32
Total Liabilities & Net Assets	15,895	15,224	-670
Equity Ratio	50.6%	52.6%	

Unit: Million Yen

Subscription Revenue from the IoT × SaaS Revenue Base

Mobile Create’s subscription business is steadily expanding, focusing on mobility solutions.



03 | Appendixes

**IoT + Manufacturing technology enhances safety, efficiency, and comfort in the movement of people and goods.
Additionally, FIG strengthens automation initiatives to address labor shortages.**

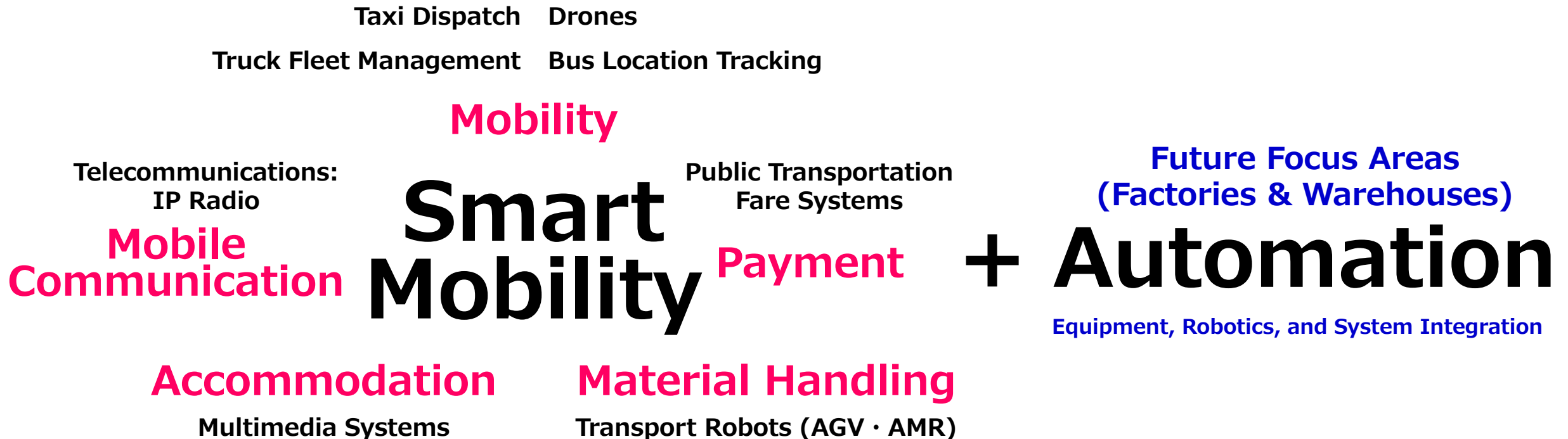


FIG excels in a combination of

Software × Hardware × Telecommunications technologies.

- ✓ **IP Radio:** A pioneer in IP radio technology, with **No.1 market share in in-vehicle deployment**, primarily used in **logistics**.
- ✓ **Strong in the Transportation Sector:**
Taxi dispatch, bus operation management, and **payment solutions**.

Taxi: 27,700 systems installed
(**14%** of approx. 200,000 taxis nationwide) (Corporate and Individual Taxis)

Bus: 17,400 systems installed
(**31%** of approx. 55,000 buses nationwide) (Public Transport Bus)

- ✓ **Subscription Revenue Growth:**
Mobile Create has expanded its subscription business to **over 150,000 contracts**.
- ✓ **Advanced Robotics Deployment:** FIG is expanding **fully domestic transport robots** through the information and communications industry (virtual) and the manufacturing industry (real).



- ✓ **Mobile Create is expected to surpass its past best performance** to strengthen its subscription business.
- ✓ **FY2025 performance forecast is set as a range, fluctuating based on the timing of improvements in external conditions**, including semiconductor inventory adjustments and automotive production trends.
- ✓ **REALIZE's growth is key to group expansion**, as it is actively developing the robotics and automation markets, among other key focus areas.

Unit: Million Yen

	Group Companies	FY2024	FY2025 Forecast	YoY Change
Net Sales	Total	12,016	13,600 - 14,500	+13.2% - +20.7%
	Mobile Create	4,746	5,000+	-
	REALIZE	3,808	4,800+	-
	KTS	2,347	2,700+	-
	Other	1,113	1,100	-
Gross Profit		3,733	4,174 - 4,580	+11.8% - +22.7%
Operating Profit		363	800 - 1,100	+119.9% - +202.4%
Final Profit		-1,412	552 - 750	-

Final Profit = Profit Attributable to Owners of Parent

Ensuring the Growth of the Three Core Companies

Continuously reviewing the business portfolio,
considering selection, focus, and potential group restructuring.

Mobile Create

Driving the group through
organic growth and AI utilization

IP Radio
Special Demand
Opportunity &
Subscription
Expansion

Expanding
Payment
Services in
Public
Transport &
New Markets

IoT & AI
New Service
Development

REALIZE

Expansion through
Change & Challenge

Strengthening
Robot
Development &
Entering the
Automated
Equipment
Market

Initiatives for
Overseas
Markets

Engagement
in Advanced
Semiconduct
or Processing

Enhancing
New
Products,
Molds, and
Processed
Components

KTS

Strengthening Alliances
through Cooperation,
Partnerships, and OEM/ODM

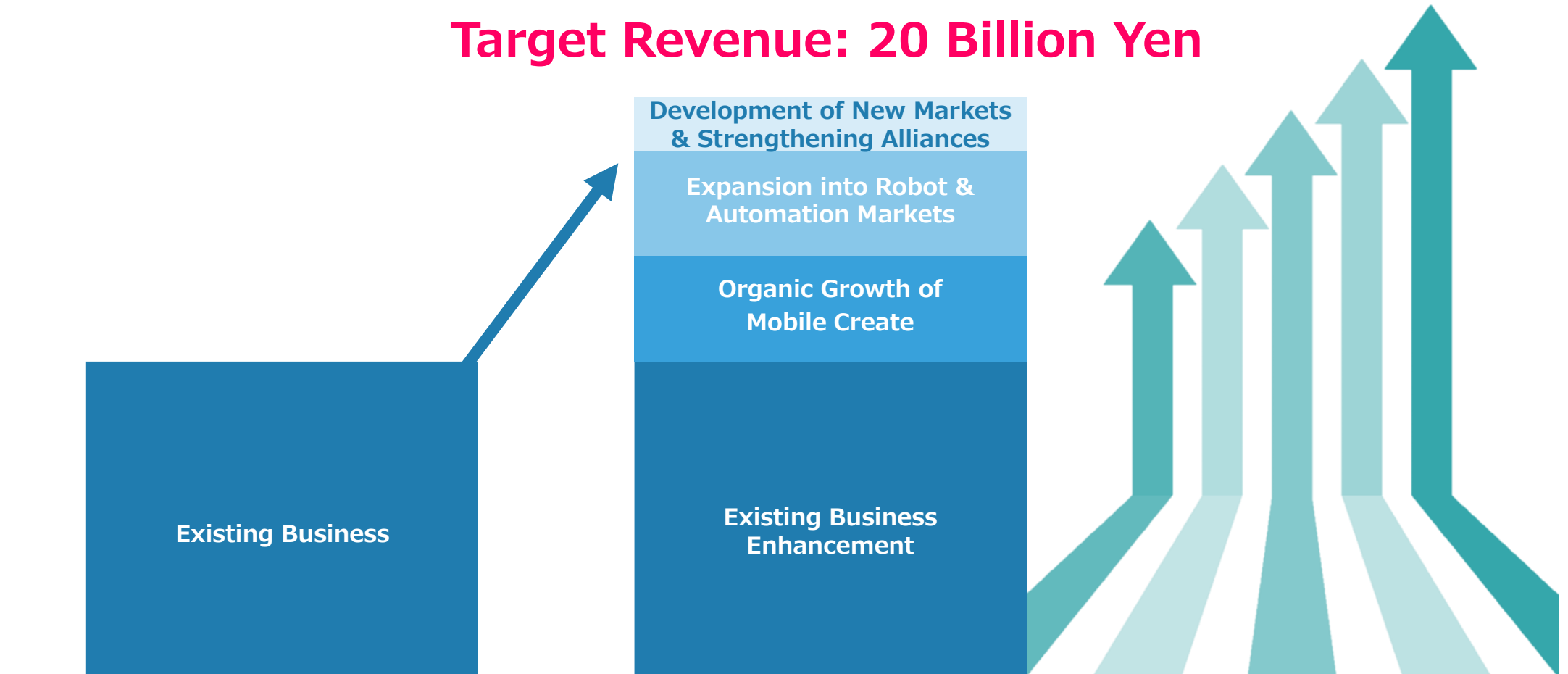
Enhancing SiTV
Implementation,
Expanding Chain
Hotels & New
Market Entry
(Strengthening
Alliances)

Expanding
Payment
Services in the
Hotel Sector
(Strengthening
Alliances)

Expanding
OEM/ODM for
IoT Circuit
Boards
(Strengthening
Alliances)

Mid-Term Management Plan (FY2022–FY2025) - Establishing a New Growth Foundation Growth Image for the Next Stage


Target Revenue: 20 Billion Yen





Customer Base (Monthly Subscription Contracts)


Total: **210,000**

As of December 2024

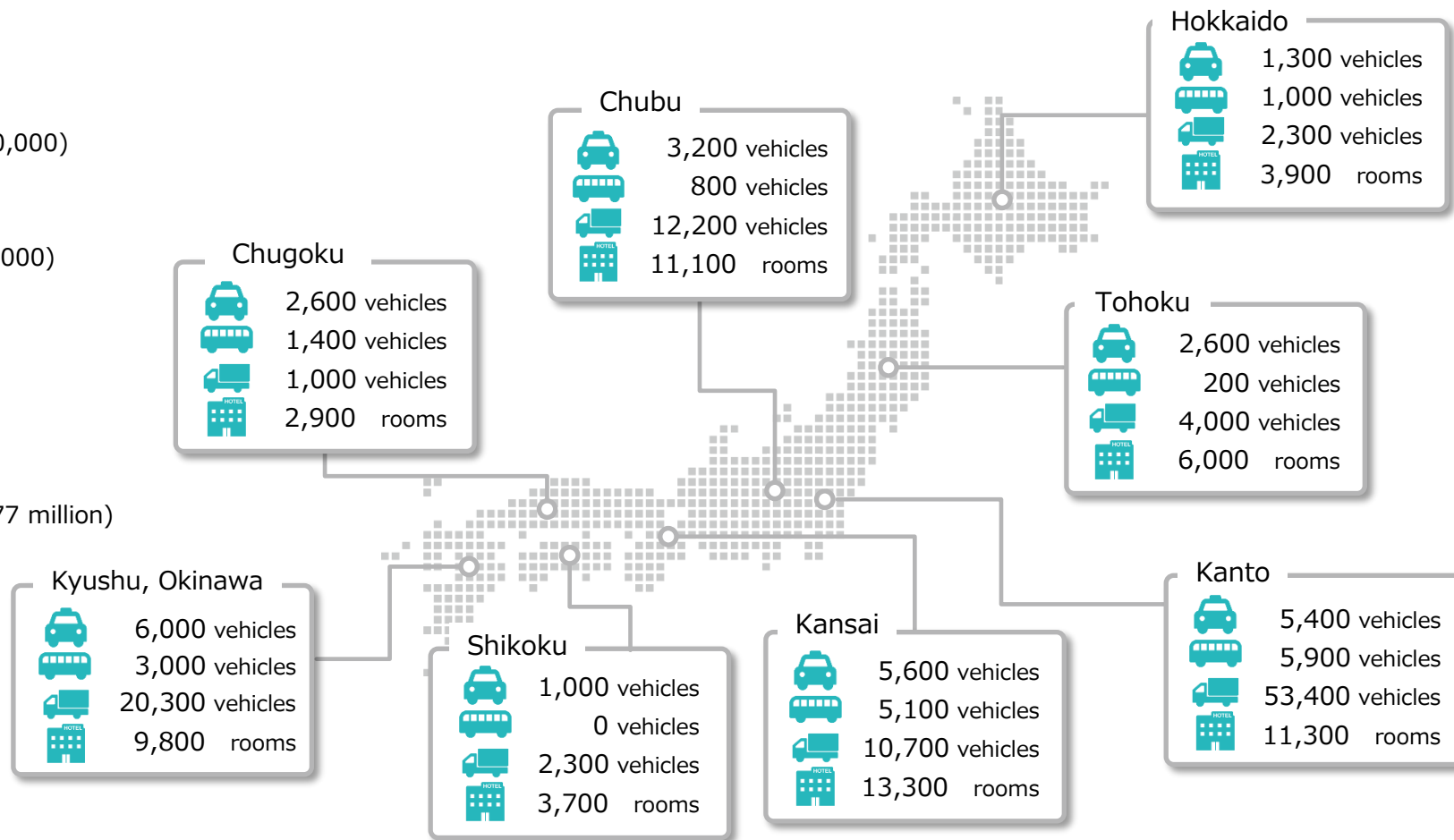
 **Taxis**
Approx. 27,700 vehicles
(14% market share, total taxi vehicles: approx. 200,000)

 **Buses**
Approx. 17,400 vehicles
(31% market share, total public buses: approx. 55,000)

 **Logistics & Others**
Approx. 106,200 vehicles
(No.1 market share in in-vehicle IP radio,
main truck fleet: approx. 7.7 million vehicles)

 **Hotels**
Approx. 62,000 rooms
(3.5% market share, total hotel rooms: approx. 1.77 million)

Note: Includes rooms in ryokan and hotels.





Contact: Office of the President, Future Innovation Group, Inc.
Address: 2-5-60 Higashiomichi, Oita City, Oita Prefecture
Phone: +81-97-576-8730

The materials and information provided in this presentation contain forward-looking statements. These statements are based on current expectations, forecasts, and assumptions, and involve risks and uncertainties that could cause actual results to differ materially from those described. These risks and uncertainties include general industry and market conditions, and general national and international economic conditions such as interest rate and currency exchange fluctuations.