

**FY2025** (November 1, 2024 – October 31, 2025)

# Results of Operations

December 10, 2025

Tobila Systems Inc.

(Tokyo Stock Exchange Standard Market, Securities code: 4441)

# Executive Summary

## FY2025 Results

Net sales    ¥ **2,805** million  
116.6% YoY

Operating profit    ¥ **898** million  
108.1% YoY

- Security Business and Solution Business grew, with net sales increasing 16.6% YoY to ¥2,805 million and operating profit increasing 8.1% YoY to ¥898 million.
- Strengthened recruitment and released our new service, Sagitore, as investment to achieve Medium-Term Management Plan 2028.
- Organizational expansion efforts progress ahead of the schedule of our recruitment plan. The number of employees increased by 31 from the end of the previous fiscal year.

## FY2026 Forecast

Net sales    ¥ **3,366** million  
120.0% YoY

Operating profit    ¥ **785** million  
87.3% YoY

- In FY2026, the second year of the Medium-Term Management Plan period, we plan to reach top-line growth of 120% while continuing growth investment to achieve Medium-Term Management Plan 2028.
- We plan to hire 41 additional employees through continued active recruitment activities. We will also relocate both of our Tokyo and Nagoya Offices in preparation for personnel expansion.
- Operating profit is expected to decline in FY2026 due to the impact of recruitment and relocation-related expenses, etc.

Medium-Term Management Plan 2028 Targets

## Management Policy through FY2028

Net sales    ¥ **6,000** million

Operating profit    ¥ **1,700** million

- On December 10, 2024 we announced Medium-Term Management Plan 2028 for the four years ending FY2028.
- We have positioned the achievement of the plan as our highest priority issue and set the target of delivering net sales of ¥6.0 billion, operating profit of ¥1.7 billion, and profit of ¥1.1 billion or more in FY2028, the final fiscal year of the plan period.
- Seeing the period as four years of transformation for the future, we will invest in focus areas and advance new business development, striving to strengthen our management base.



# Index

- 1. FY2025 Highlights**
- 2. Overview of FY2025 Full-Year Financial Results**
- 3. FY2026 Forecast**
- 4. Appendix**

# 01

## 1. FY2025 Highlights



## FY2025 Results Highlights

- Both sales and profits exceeded the previous fiscal year and the forecast.

Unit: Millions of yen	FY2024 (Previous fiscal year)	FY2025 (Forecast)	FY2025 Results	YoY	vs. Forecast
Net sales	2,405	2,650	2,805	116.6%	105.9%
EBITDA*	1,031	1,015	1,080	104.8%	106.5%
Operating profit	831	832	898	108.1%	108.0%
Ordinary profit	829	831	907	109.4%	109.2%
Profit	601	554	625	104.0%	112.9%

\* EBITDA = Operating profit + Depreciation + Goodwill amortization.

## FY2025 Sales by Segment

- Security Business served as the base of the Company's earnings, acquiring stable earnings in line with projections.
- Increased sales of Solution Business was a major factor contributing to increased sales of the Company as a whole. TobilaPhone Biz saw stable sales growth throughout the year against the backdrop of demand for customer harassment prevention. TobilaPhone Cloud saw contract expansion through referral channels such as agent sales.

Unit: Millions of yen

	FY2024 (Previous fiscal year)	FY2025 (Forecast)	FY2025 Results	YoY	vs. Forecast
<b>Security Business</b>	1,843	<b>1,876</b>	<b>1,905</b>	103.3%	101.5%
Mobile phone services	1,623	<b>1,635</b>	<b>1,669</b>	102.8%	102.1%
Landline phone services	212	<b>216</b>	<b>217</b>	102.3%	100.3%
Other	8	<b>24</b>	<b>19</b>	236.5%	77.9%
<b>Solution Business</b>	562	<b>773</b>	<b>899</b>	160.1%	116.3%
TobilaPhone Biz	430	<b>532</b>	<b>650</b>	150.9%	122.1%
TobilaPhone Cloud	131	<b>240</b>	<b>249</b>	190.2%	103.5%

## 4Q FY2025 Topics: Launched New Service Sagitore\*

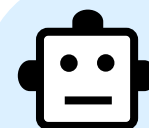
- Launched Sagitore, an email and SMS scam prevention training service for businesses, on October 29, 2025
- Operating the service as a stock-model business by offering continuous training, aiming to develop it into a medium- to long-term revenue driver

Sagitore, an email and SMS scam prevention training service for businesses



Sagitore is a training service to help businesses enhance security education and improve risk response capability. Simulated phishing messages that imitate real email and SMS scams are sent to employees for training, and the AI-aided system analyzes the results automatically.

Sagitore's features



### AI-aided system offers training automatically

Once initial settings are complete, the AI-aided system automatically manages training, from execution and analysis to program updating. Based on the analysis of risk tendencies of each division and individual, the content of the training program and the timing of sending simulated messages are continuously optimized. Sagitore helps businesses to provide highly effective security education while also minimizing the work it takes for the staff in charge to manage training.



### Security measures for business smartphones

Sagitore offers training to prevent not only email scams but also SMS phishing (smishing). By simulating attacks targeting both PCs and smartphones, it enables effective security education that addresses risk in the real world.



### Responding to the latest phishing practices

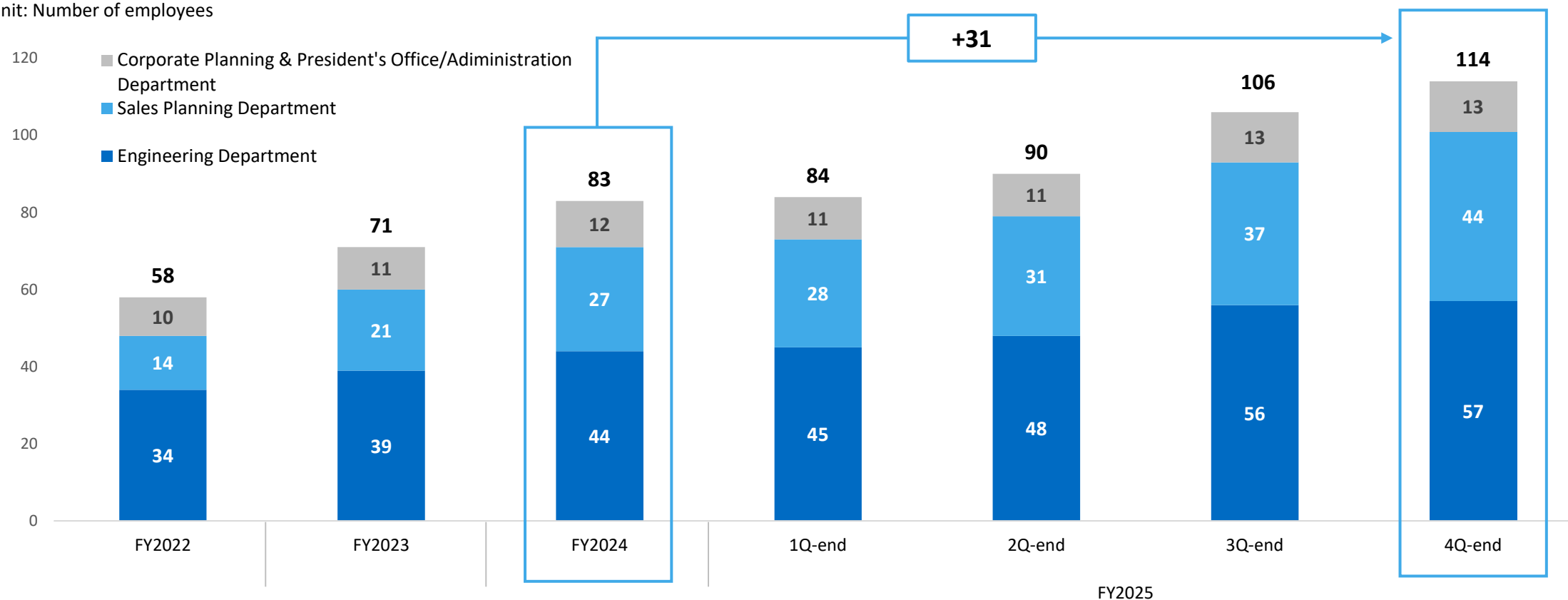
Sagitore leverages Tobila System's database, which detects approximately 5 billion scams a year. It keeps pace with quickly evolving security threats by registering the latest phishing practices in the database and incorporating them into training content.

\*Press release [[Tobila Systems Launches Sagitore, an Email and SMS Scam Prevention Training Service for Businesses—Simulated SMS Training and AI-Aided Analysis for Responding Instantly to Latest Phishing Practices with One of the Industry's Largest Databases](#)] (Japanese only)

## 4Q FY2025 Topics: Number of Full-Time Employees

- Strengthened efforts to recruit sales and engineering personnel, based on the growth strategy.
- In FY2025, the number of employees increased by 31 to 114.

Unit: Number of employees





# 02

## **2. Overview of FY2025 Full-Year Financial Results**



## 4Q FY2025 Financial Summary

- Net sales in 4Q FY2025 reached a new record high on a quarterly basis. Meanwhile, although profit at each stage declined due to inventory buildup associated with increased shipments of TobilaPhone Biz, increased labor costs and personnel expenses resulting from personnel expansion, and increased advertising expenses related to Sagitore, this was in line with projections.
- In 4Q, extraordinary losses were recorded due to recognizing impairment on assets related to TobilaPhone Cloud.

	FY2024 4Q (Previous year)	FY2025 3Q (Previous quarter)	FY2025 4Q Results	YoY	QoQ
Unit: Millions of yen					
Net sales	634	702	<b>730</b>	115.2%	104.0%
EBITDA*	222	279	<b>189</b>	85.1%	67.7%
Operating profit	162	233	<b>139</b>	85.7%	59.7%
Ordinary profit	162	236	<b>143</b>	88.1%	60.6%
Profit	136	162	<b>109</b>	80.5%	67.5%

\*: EBITDA= Operating profit + Depreciation + Goodwill amortization

## 4Q FY2025 Net Sales by Segment

- [Security Business] Sales were generally flat and remained stable. The number of users for each service is trending upward. Our relationship with telecommunication carriers remains positive, and we continue discussions with telecommunication carriers to expand the user base while deepening collaboration.
- [Solution Business] Expansion of the sales structure resulted in an increase in the number of projects implemented. Both TobilaPhone Biz and TobilaPhone Cloud saw stable sales growth, and net sales of this segment in 4Q FY2025 reached a new record high.

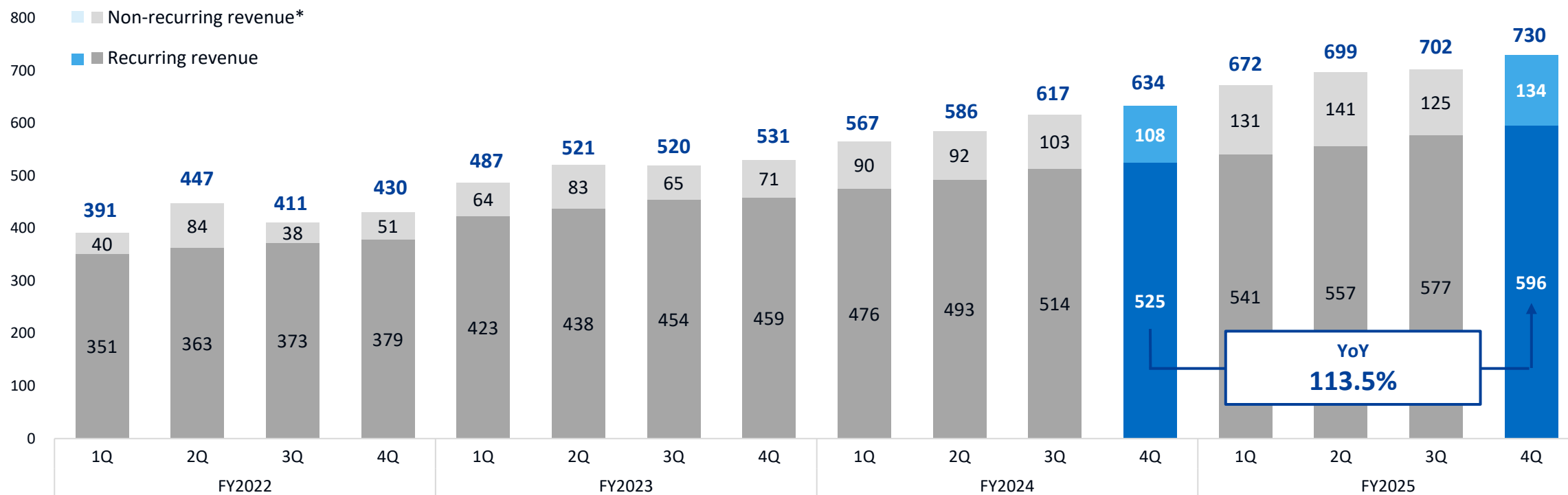
Unit: Millions of yen

	FY2024 4Q (Previous year)	FY2025 3Q (Previous quarter)	FY2025 4Q Results	YoY	QoQ
<b>Security Business</b>	469	468	<b>466</b>	99.5%	99.7%
Mobile phone services	414	413	<b>412</b>	99.6%	99.9%
Landline phone services	53	54	<b>53</b>	100.4%	98.3%
Other	1	0	<b>0</b>	15.0%	100.0%
<b>Solution Business</b>	164	234	<b>263</b>	160.3%	112.6%

## Quarterly Sales (Recurring Revenue and Non-recurring Revenue)

- Steady growth in recurring revenue, which is our earnings base, due to the Security Business remaining stable and expanded sales in the Solution Business.
- Non-recurring revenue increased due to a QoQ increase in the number of units sold of TobilaPhone Biz.

Unit: Millions of yen

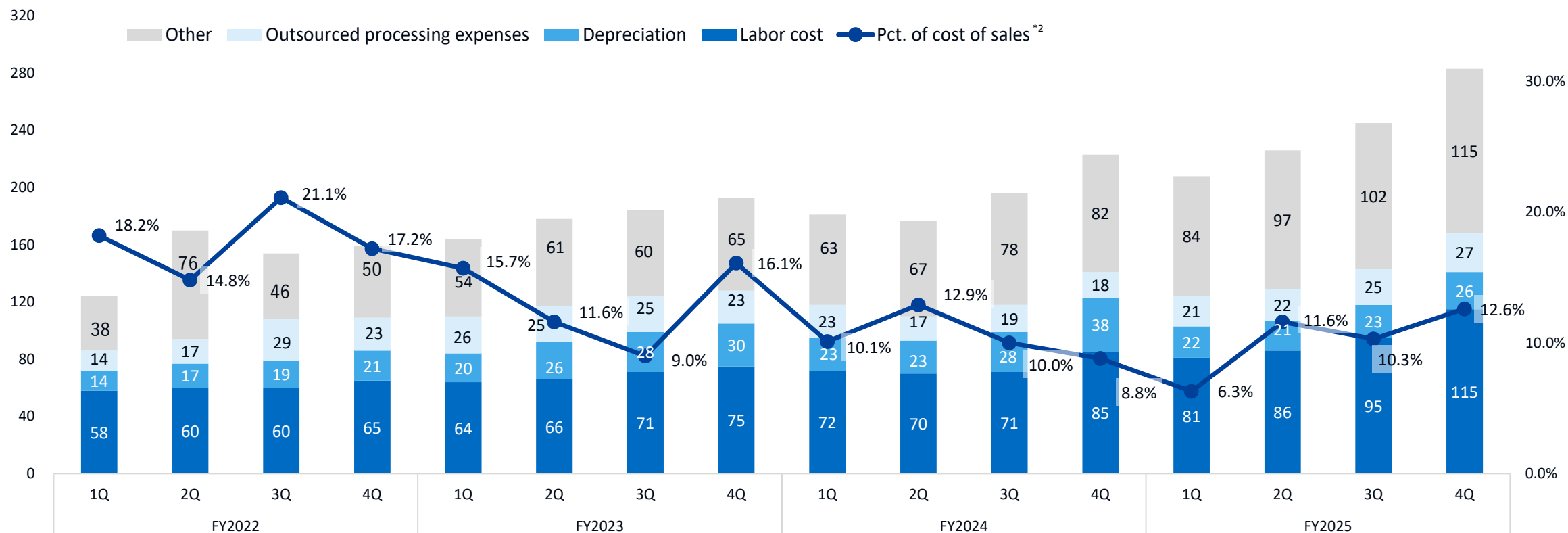


\*: Non-recurring revenue includes sales of [280blocker], hardware for [TobilaPhone] and [TobilaPhone Biz]

## Cost of Sales\*1

- Labor cost increased due to an increase in personnel to expand existing services and launch a new service.
- Other expenses are mainly due to an increase in inventories associated with increased shipments of TobilaPhone Biz.

Unit: Millions of yen



\*1: The sum of labor cost, depreciation, outsourced processing cost and others does not match the total cost of sales on the income statement because these figures are before adjustments for reclassified expenses and work in process transfers

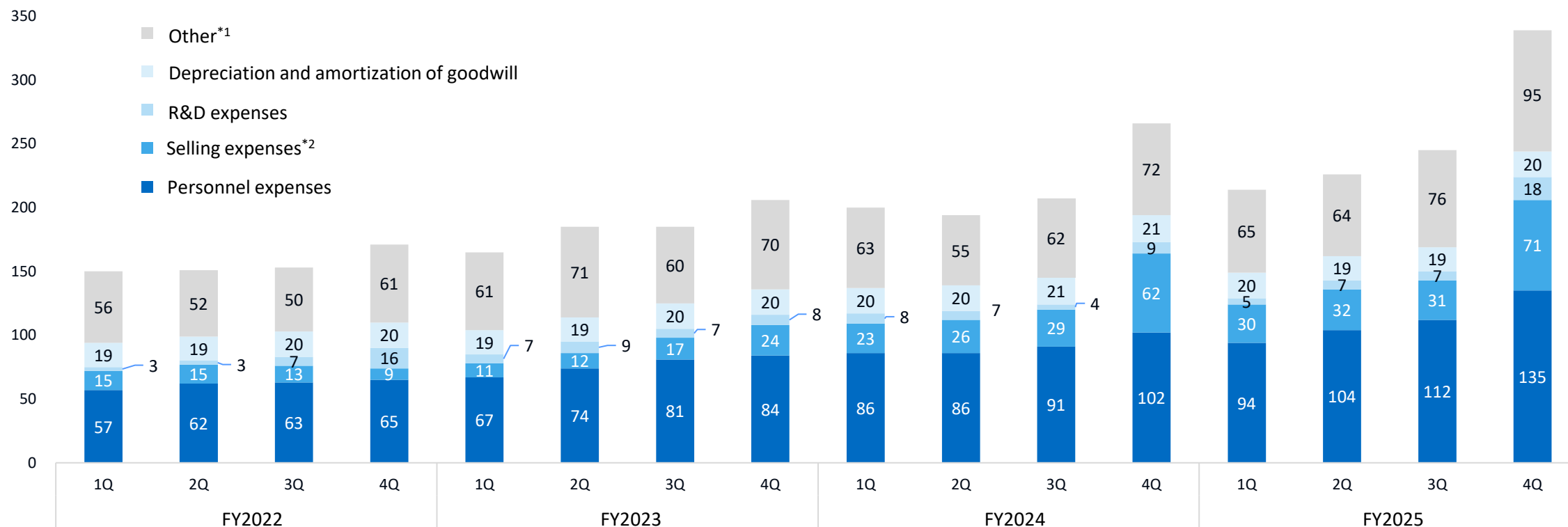
\*2: Pct. reclassified as other expense categories is the percentage of the cost of sales included in R&D expenses and assets due mainly to the characteristics of work performed by employees



## SG&A Expenses

- Personnel and recruiting expenses increased due to personnel expansion to expand sales in the Solution Business.
- Advertising expenses increased due to holding product announcement events, etc., in association with the launch of Sagitore.
- R&D expenses increased due to increased R&D investment for the future.

Unit: Millions of yen



\*1: Others include collection fees, outsourcing expenses, rent expenses on land and buildings.

\*2: Selling expenses is the sum of sales commissions, advertising expenses, and sales promotion expenses.

## Full-Year Expenses

Unit: Millions of yen	FY2024 (Previous fiscal year)	FY2025 Forecast	FY2025 Results	YoY	vs. Forecast
<b>Cost of sales<sup>*1</sup></b>	699	828	<b>870</b>	124.4%	105.1%
(Labor cost)	299	395	<b>379</b>	126.6%	96.0%
(Outsourced processing cost)	78	86	<b>94</b>	119.3%	108.9%
(Depreciation)	114	101	<b>97</b>	85.5%	96.6%
(Others)	291	358	<b>400</b>	137.4%	111.6%
(Pct. of cost of sales classified as R&D expenses and assets <sup>*2</sup> )	10.3%	12.1%	<b>10.4%</b>	+0.1pt	-1.7pt
<b>SG&amp;A expenses</b>	874	989	<b>1,036</b>	118.5%	104.7%
(Personnel expenses)	366	431	<b>446</b>	121.8%	103.5%
(Selling expenses <sup>*3</sup> )	141	131	<b>166</b>	117.9%	126.6%
(R&D expenses)	29	29	<b>39</b>	134.9%	136.6%
(Depreciation and amortization of goodwill)	83	79	<b>81</b>	97.6%	102.4%
(Others)	253	317	<b>301</b>	119.0%	94.9%

\*1: The sum of labor cost, depreciation, outsourced processing cost and others does not match the total cost of sales on the income statement because these figures are before adjustments for reclassified expenses and work in process transfers.

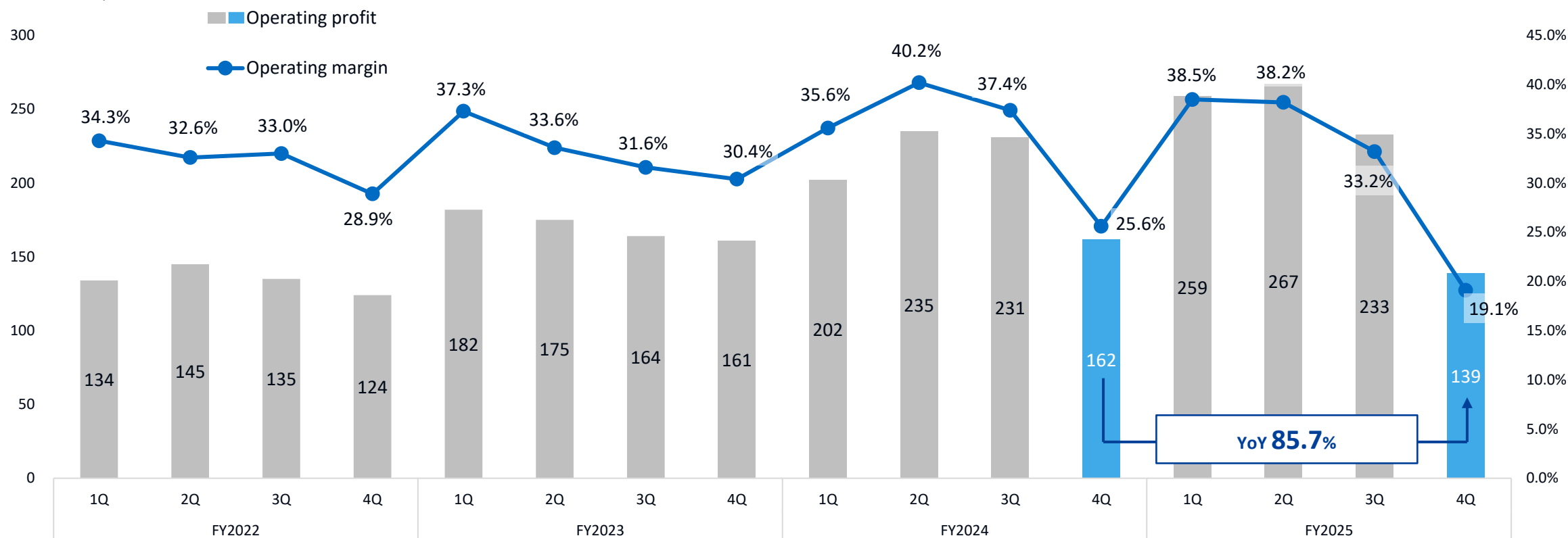
\*2: The percentage of the cost of sales included in R&D expenses and assets due mainly to the characteristics of work performed by employees.

\*3: Selling expenses is the sum of sales commissions, advertising expenses, and sales promotion expenses.

## Operating Profit

- Although net sales reached a record high, both cost of sales and SG&A expenses increased, resulting in operating profit declining QoQ as anticipated in the earnings guidance.
- Full-year operating profit reached ¥898 million, and increase of 8.1% YoY, exceeding the earnings forecast.

Unit: Millions of yen



## Balance Sheet

- The major factor contributing to an increase in liabilities is an increase in contract liabilities\* due to growth of sales of TobilaPhone Biz (TobilaPhone Biz service revenue is recognized based on contract periods).

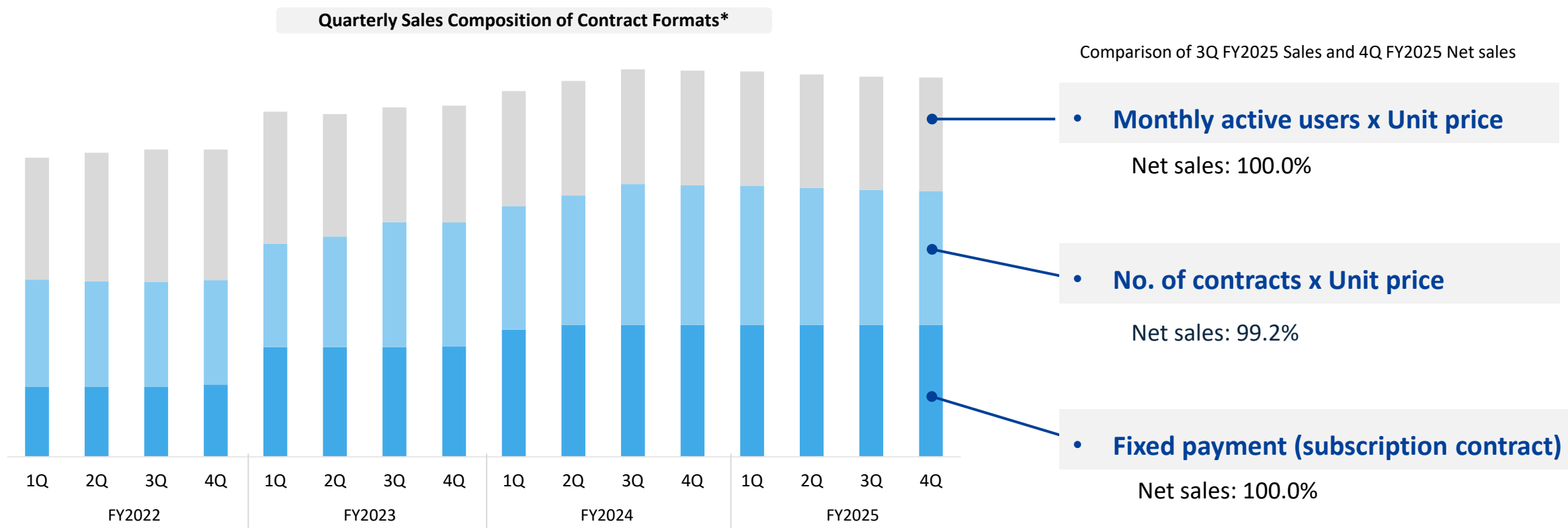
	FY2024 (Previous fiscal year)	FY2025	Change
Unit: Millions of yen			
<b>Current assets</b>	3,649	<b>4,427</b>	777
Cash and deposits	3,215	<b>3,736</b>	520
Trade receivables and contract assets	281	<b>351</b>	70
Other	151	<b>338</b>	186
<b>Non-current assets</b>	706	<b>954</b>	247
Property, plant and equipment	91	<b>98</b>	7
Intangible assets	309	<b>209</b>	-99
Investments and other assets	305	<b>645</b>	339
<b>Total assets</b>	4,355	<b>5,381</b>	1,025
<b>Liabilities</b>	1,914	<b>2,786</b>	871
Current liabilities	1,768	<b>2,690</b>	921
Non-current liabilities	145	<b>95</b>	-50
<b>Net assets</b>	2,441	<b>2,595</b>	153
<b>Equity-to-asset ratio</b>	56.0%	<b>48.2%</b>	-7.8pt

\*: Contract liabilities mainly consist of advance payments received from customers related to service usage fees, which are recognized as revenue over the contract period and are reversed as revenue is recognized.

> Security Business

## Mobile Phone Services: Quarterly Net Sales by Contract Format

- Net sales to major telecommunication carriers' main brands declined slightly QoQ and remained steady.
- The number of damages of special fraud is still on the rise, and each telecommunication carrier is considering countermeasures. We will continue to discuss with telecommunication carriers on approaches to increase users.



\*: Net sales and the number of monthly users are for only contracts with Japan's three major mobile phone carriers. Low-cost smartphone service and other MVNO contracts are not included

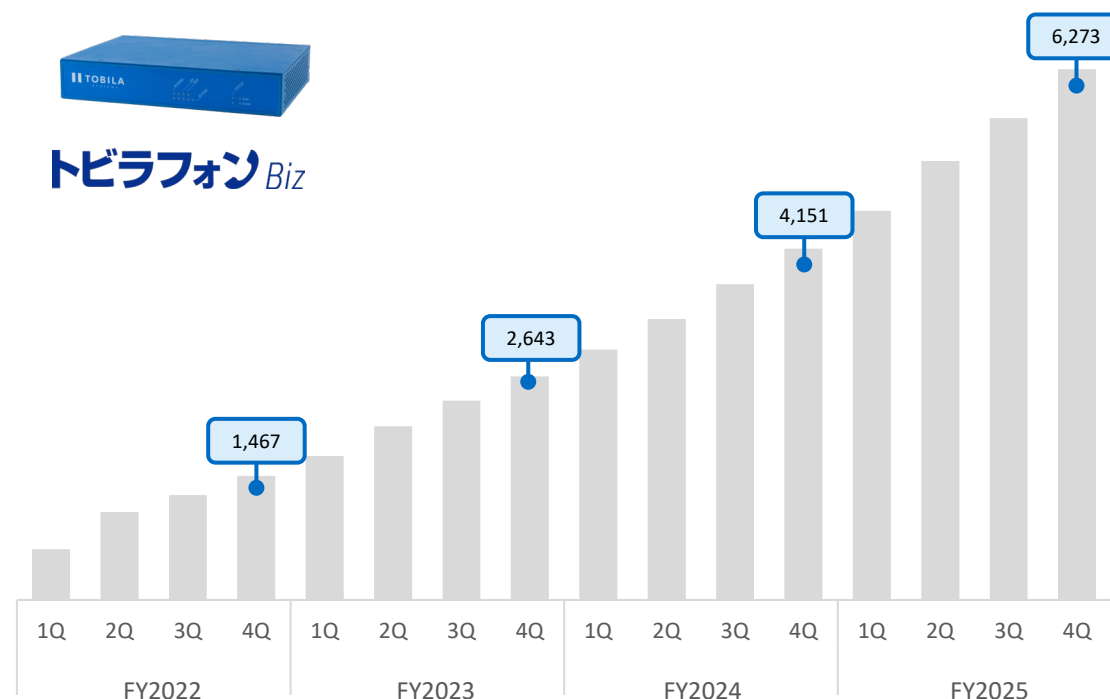


> Solution Business

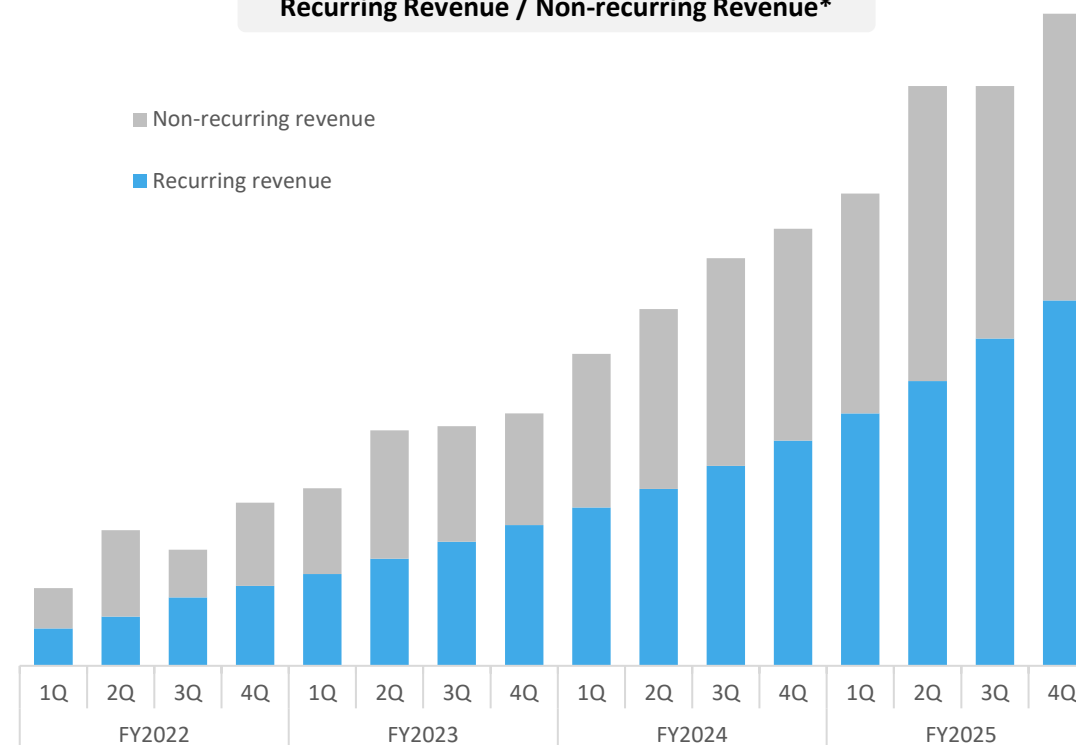
## TobilaPhone Biz Sales

- The number of units sold increased steadily and reached 6,273, an increase of 2,122 from the end of the previous fiscal year and an increase by 151.1% YoY.
- Inquiries are increasing against the backdrop of growing demand for customer harassment prevention measures. Inquiries and orders received from local governments as well as from businesses are increasing, and recurring revenue is on a growth track.

Cumulative Unit Sales



Recurring Revenue / Non-recurring Revenue\*



\*: Most sales are made through sales agents using a package of the cost of the device and a five-to seven-year usage fee.

Sales of hardware are recorded when the product is sold to agents. License fees are recorded as a liability under contract agreements. Monthly sales are calculated by dividing the cost of sales according to the length of the contract.

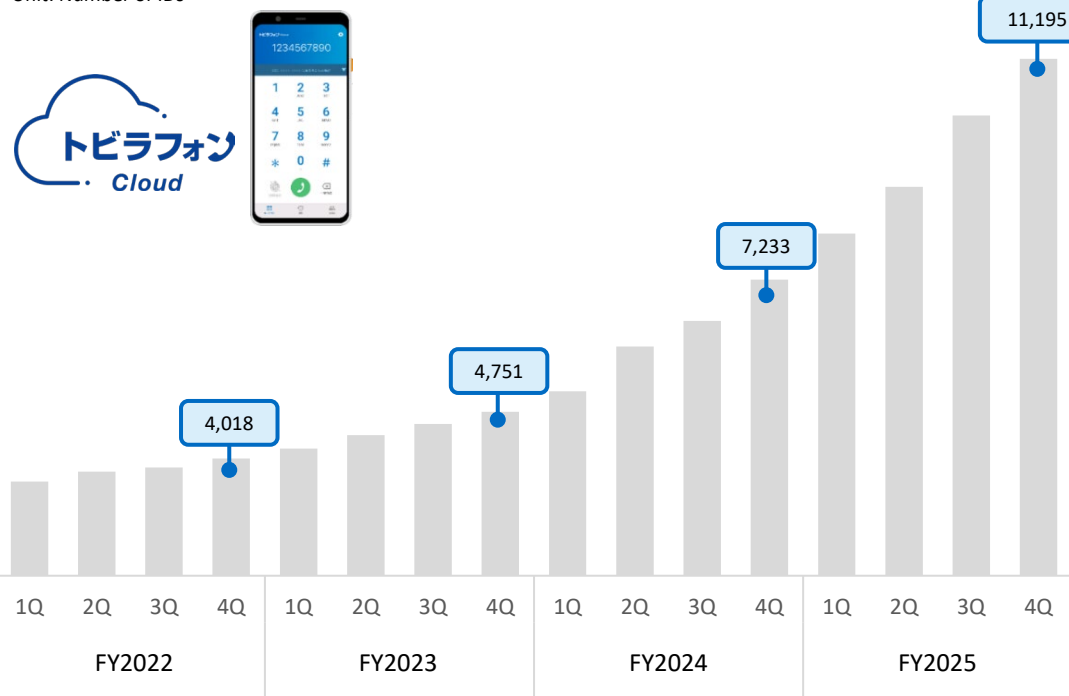
> Solution Business

## TobilaPhone Cloud Sales

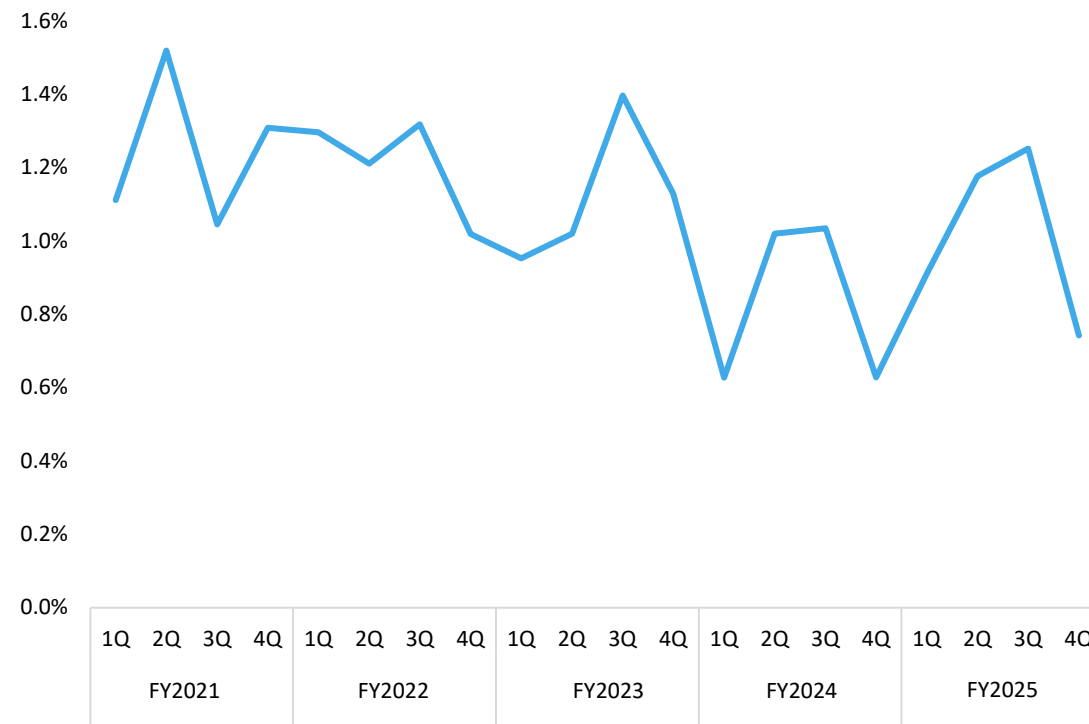
- Leads through agent sales as well as direct sales increased. Faster first response and enhanced customer follow-up, made possible by personnel expansion, as well as up-selling from existing contracts, have contributed to a current steady expansion in the number of billing IDs. The churn rate remained at a low level, less than 1%.

No. of Billing IDs\*<sup>1</sup>

Unit: Number of IDs



Average Monthly Churn Rate\*<sup>2</sup>



\*1: The total number of IDs included in the contract in the billing period. Synonym for the number of users. There was a definition error in the calculation that included past years, and revised figures, including those for prior periods, have been disclosed.

\*2: Monthly churn rate is the quarterly average of the monthly churn rate calculated by using the ratio of monthly churn to the number of contracts at the beginning of the month.

## FY2025 Year-end Dividend

- The lower limit on dividends is ¥20.00 for the Medium-Term Management Plan 2028 period, and the year-end dividend was initially expected to be ¥20.00 in FY2025.
- Based on the FY2025 results and the policy of targeting a dividend payout ratio of 35%, dividends were increased to ¥21.30 per share as returns to shareholders.
- We established a shareholder benefit program offering one year of free use of the “TobilaPhone Mobile,” our fraudulent calls and SMS blocking app (Monthly fee: ¥200).

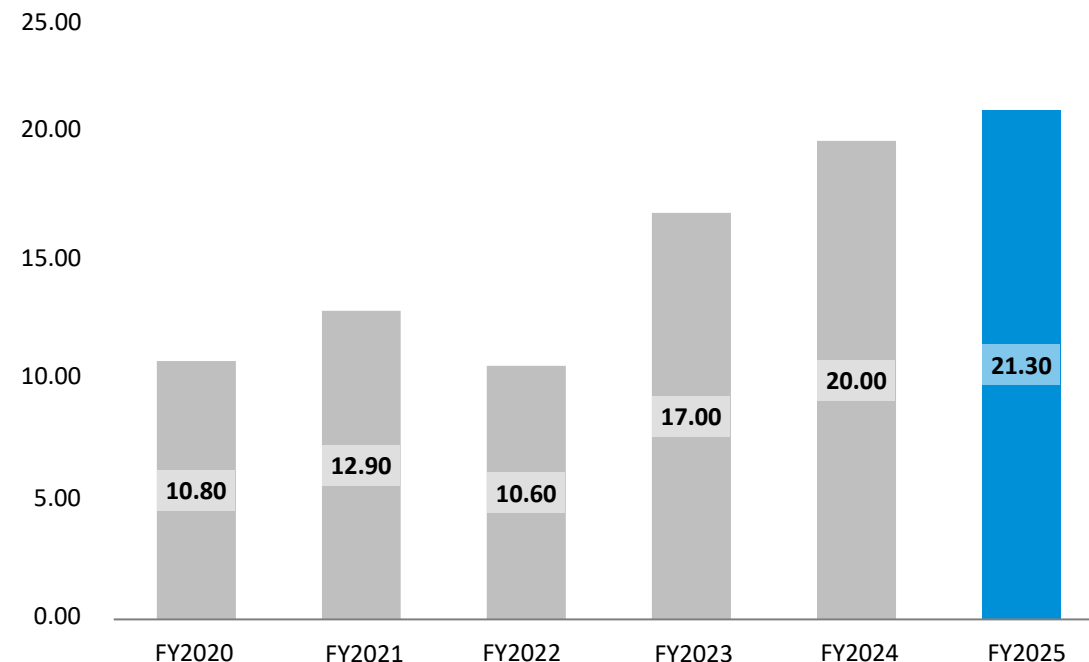
### Dividend Policy

Dividend payout ratio  
**35%**

- Returning profits to shareholders is one of the most important management issues.
- The Company’s basic policy is to target a dividend payout ratio of 35%, taking into consideration retained earnings required to strengthen its financial position and aggressively expand business.

Unit: Yen

### Dividends



# 03

## **3. FY2026 Forecast**



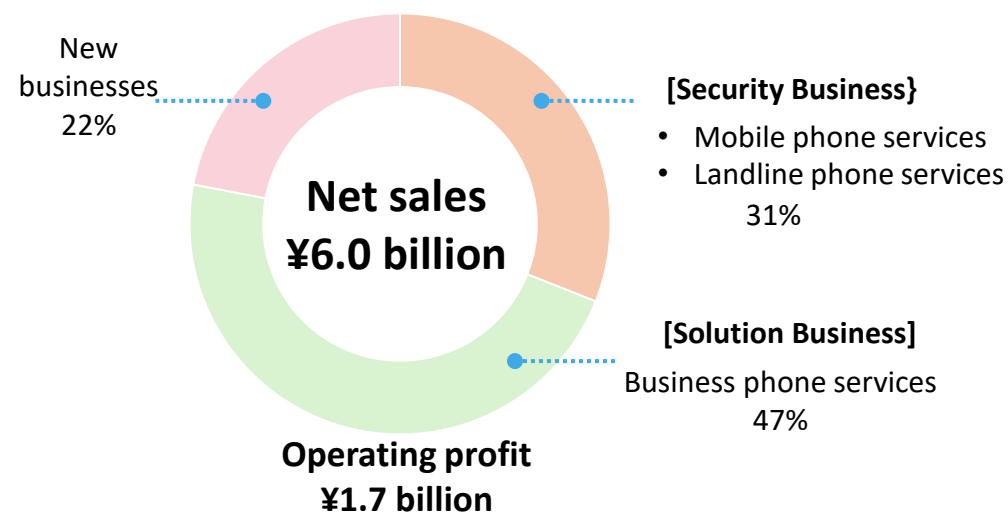
## Growth Strategy for Medium-Term Management Plan 2028 (FY2025 - FY2028)

- We will invest management resources in five key initiatives as part of our strategy to enhance the Solution Business.

**FY2028 Targets**  
Net Sales Composition Ratio

**Five Key Initiatives**

**FY2028 Target Net Sales**



**Aiming for a market capitalization**  
**of ¥25.0 billion or more**

Disclosed on December 10, 2024

[\[Medium-term Management Plan 2028\]](#)



1	[Solution Business] <b>Accelerate sales of TobilaPhone Cloud</b>	<b>¥1.8 billion</b>
2	[Solution Business] <b>Accelerate sales of TobilaPhone Biz</b>	<b>¥1.2 billion</b>
3	[Security Business] <b>Expansion of sales to telecommunication carriers</b>	<b>¥2 billion</b>
4	<b>Creation of new businesses</b>	<b>¥1 billion</b>
5	<b>Expansion and growth of personnel</b>	



## Review of FY2025 and Policy for FY2026

- We are committed to achieving Medium-Term Management Plan 2028, and we positioned FY2025, the first fiscal year of the plan period, as a preparatory period.
- The following actions were taken in the areas of the five key initiatives:

Five Key Initiatives		FY2025 Results	FY2026 Policy
1	<b>[Solution Business]</b> <b>Accelerate sales of TobilaPhone Cloud</b>	<ul style="list-style-type: none"> <li>• As sales personnel increased, the number of leads gained and the number of billing IDs acquired through direct sales increased steadily.</li> <li>• In addition, we concluded sales agent contracts with SKI Corporation, CROPS CORPORATION, and No. 1 Co., Ltd. and launched agent sales operations.</li> </ul>	<p>Continue</p> <ul style="list-style-type: none"> <li>• Expand the number of sales agents for our services and strengthen our relationship with sales agents to increase sales.</li> <li>• Continue efforts to strengthen the sales structure and acquire billing IDs</li> </ul>
2	<b>[Solution Business]</b> <b>Accelerate sales of TobilaPhone Biz</b>	<ul style="list-style-type: none"> <li>• As of the end of March 2025, the cumulative number of units sold exceeded 5,000.</li> <li>• The TobilaPhone Biz function was built in NTT EAST, Inc. and NTT WEST, Inc.'s new business phone SmartNetcommunity αZX II.</li> <li>• TobilaPhone Biz was adopted for Ricoh Japan Corporation's "Telephone Customer Harassment Countermeasure Solution Package."</li> </ul>	<p>Continue</p> <ul style="list-style-type: none"> <li>• Continue to enhance the sales structure to strengthen our relationship with sales agents.</li> <li>• Strive to increase the number of units sold on the back of growing demand for customer harassment prevention measures.</li> </ul>
3	<b>Expansion of sales to telecommunication carriers</b>	<ul style="list-style-type: none"> <li>• As damages from special fraud are rapidly increasing and countermeasures against fraud using landline phones are being called for, it was decided that a 6-month free trial of au HIKARI Phone "Incoming and Outgoing Fraudulent Call Blocking Services" will be provided to eligible customers.</li> </ul>	<p>Continue</p> <ul style="list-style-type: none"> <li>• Continue efforts to collaborate with new carriers.</li> <li>• Strive to deliver higher value to the major telecommunication carriers we have already formed alliances with, by, for example, offering new functions designed to provide users with greater value.</li> </ul>
4	<b>Creation of new businesses</b>	<ul style="list-style-type: none"> <li>• A new service, Sagitore, was launched on October 29, 2025.</li> </ul>	<ul style="list-style-type: none"> <li>• Work to establish the Sagitore business speedily.</li> <li>• Aim to achieve the target of Sagitore sales of ¥0.4 billion in FY2028.</li> <li>• Continued to consider the potential of additional new businesses.</li> </ul>
5	<b>Expansion and growth of personnel</b>	<ul style="list-style-type: none"> <li>• Stepped up efforts to recruit the personnel necessary for future growth. The number of employees increased by 31 from the end of the previous fiscal year.</li> </ul>	<p>Continue</p> <ul style="list-style-type: none"> <li>• Aim to reach a total number of employees of 150 or more and plan to increase the number of employees by 41 in FY2026.</li> </ul>

## FY2026 Plan

- We consider achieving Medium-Term Management Plan 2028 to be our highest priority issue, and anticipate an intentional temporary decline in profits in order to sustain growth investment.
- Plans mainly involve investments in people such personnel recruitment and office relocation.

Unit: Millions of yen	FY2024 Results	FY2025 Results	FY2026 Plan	YoY
Net sales	2,405	2,805	<b>3,366</b>	120.0%
EBITDA*1	1,031	1,080	<b>1,003</b>	92.9%
Operating profit	831	898	<b>785</b>	87.3%
Ordinary profit	829	907	<b>796</b>	87.7%
Profit	601	625	<b>531</b>	84.9%
(Profit excluding extraordinary income (loss))	(580)	(650)	<b>(531)</b>	(81.6%)
Operating margin	34.6%	32.0%	<b>23.3%</b>	-
ROE*2	26.3%	24.8%	<b>19.1%</b>	-
Equity ratio	56.0%	48.2%	<b>47.1%</b>	-

\*1: EBITDA = Operating profit + Depreciation + Goodwill amortization.

\*2: Equity, which is the denominator in ROE, is calculated by using the average for the period.

## FY2026 Sales Plan by Segment

- Aiming for solid growth of each service in FY2026 in accordance with the Medium-Term Management Plan.
- In particular, we will work to expand the earnings base of the Solution Business, which will be a future growth driver.

	FY2024 Results	FY2025 Results	FY2026 Plan	YoY
Unit: Millions of yen				
<b>Security Business</b>	1,843	1,905	<b>1,968</b>	103.3%
Mobile phone services	1,623	1,669	<b>1,745</b>	104.6%
Landline phone services	212	217	<b>221</b>	102.0%
Other	8	19	<b>0</b>	3.9%
<b>Solution Business</b>	562	899	<b>1,397</b>	155.3%
TobilaPhone Biz	430	650	<b>948</b>	145.9%
TobilaPhone Cloud	131	249	<b>448</b>	179.9%

## FY2026 Forecast for Expenses

- We plan to continue to actively recruit more personnel for future growth and anticipate increases in recruiting expenses, labor costs, and personnel expenses.
- We forecast that the cost of sales of TobilaPhone Biz hardware and other items will also increase as we aim to expand sales in the Solution Business.

Unit: Millions of yen	FY2024 Results	FY2025 Results	FY2026 Plan	YoY
<b>Cost of sales<sup>*1</sup></b>	699	870	<b>1,122</b>	128.9%
(Labor cost)	299	379	<b>474</b>	125.1%
(Outsourced processing cost)	78	94	<b>126</b>	134.8%
(Depreciation)	114	97	<b>110</b>	113.5%
(Others)	291	400	<b>533</b>	133.4%
(Pct. of cost of sales classified as R&D expenses and assets <sup>*2</sup> )	10.3%	10.4%	<b>9.9%</b>	-0.5pt
<b>SG&amp;A expenses</b>	874	1,036	<b>1,458</b>	140.7%
(Personnel expenses)	366	446	<b>657</b>	147.1%
(Selling expenses <sup>*3</sup> )	141	166	<b>180</b>	108.2%
(R&D expenses)	29	39	<b>56</b>	142.2%
(Depreciation and amortization of goodwill)	83	81	<b>103</b>	127.1%
(Others)	253	301	<b>461</b>	152.9%

\*1: The sum of labor cost, depreciation, outsourced processing cost, and others do not match the total cost of sales on the income statement because these figures are before adjustments for reclassified expenses and work-in-process transfers.

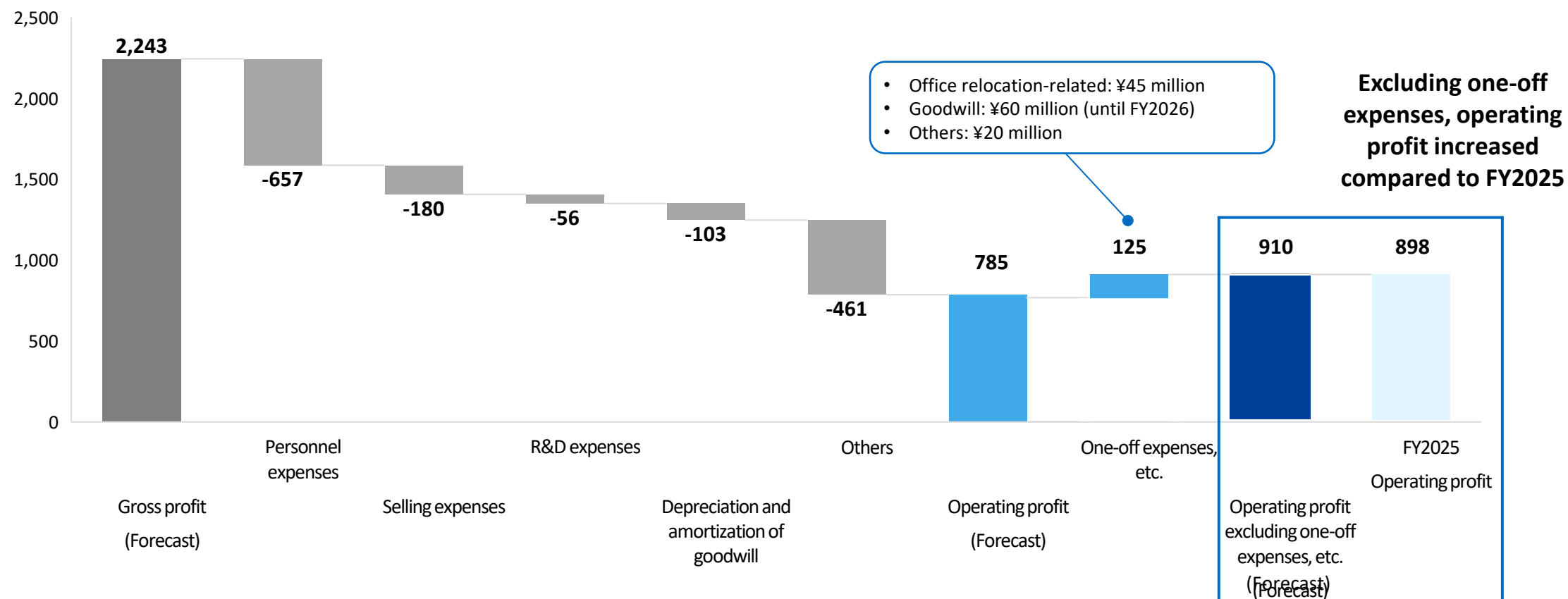
\*2: The percentage of the cost of sales included in R&D expenses and assets due mainly to the characteristics of work performed by employees.

\*3: Selling expenses is the sum of sales commissions, advertising expenses, and sales promotion expenses.

## Background for Operating Profit Forecast

- Operating profit is expected to decrease in FY2026 due to plans for the relocation of both our Tokyo and Nagoya offices and enhanced recruitment efforts.
- In the subsequent FY2027 and beyond, due to the absence of temporary factors such as one-off expenses and amortization of goodwill associated with the acquisition of 280blocker, we expect operating profit to be at least equivalent to that of FY2025.

Unit: Millions of yen

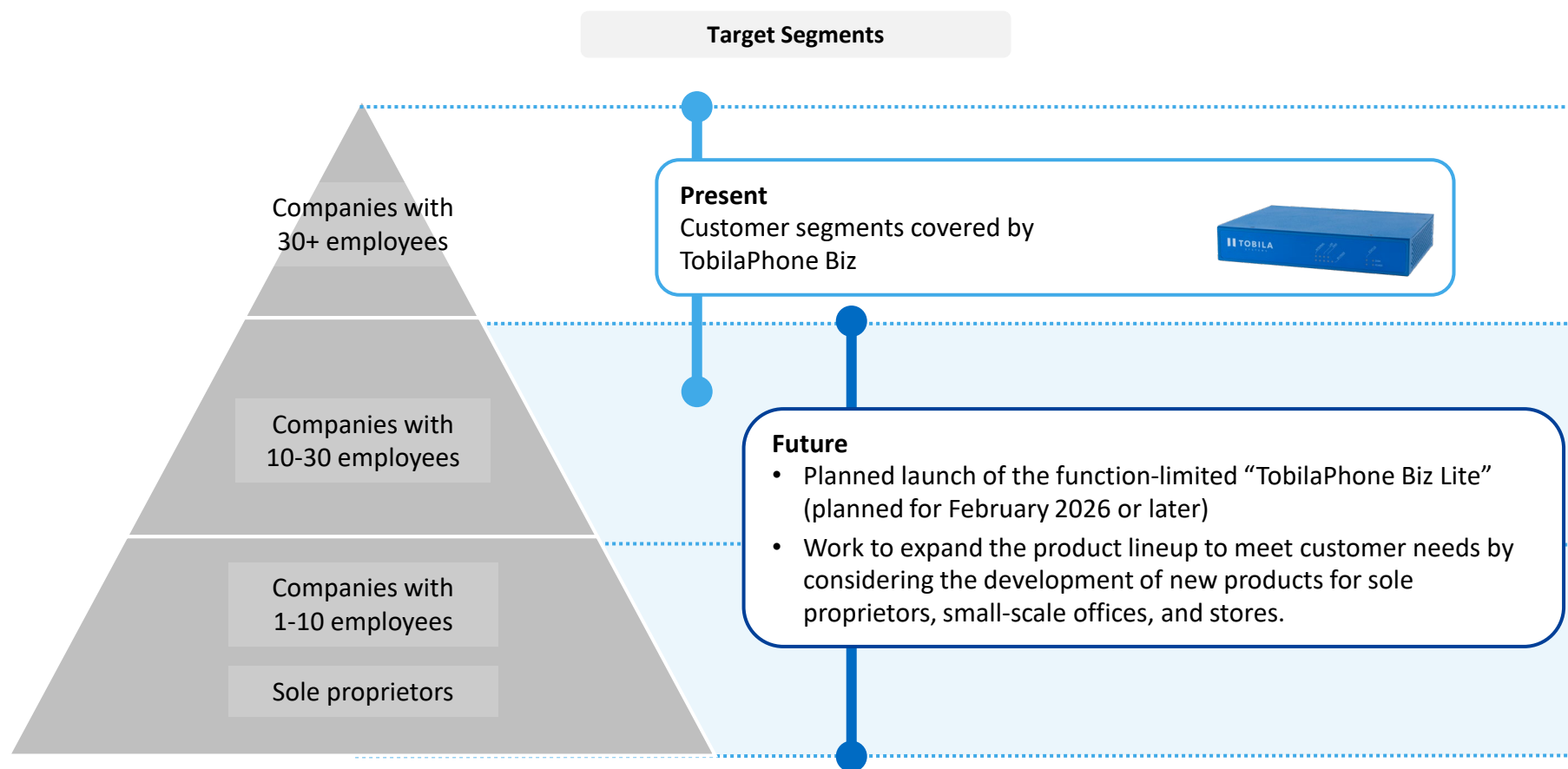




**> Solution Business**

## TobilaPhone Biz Business Policy

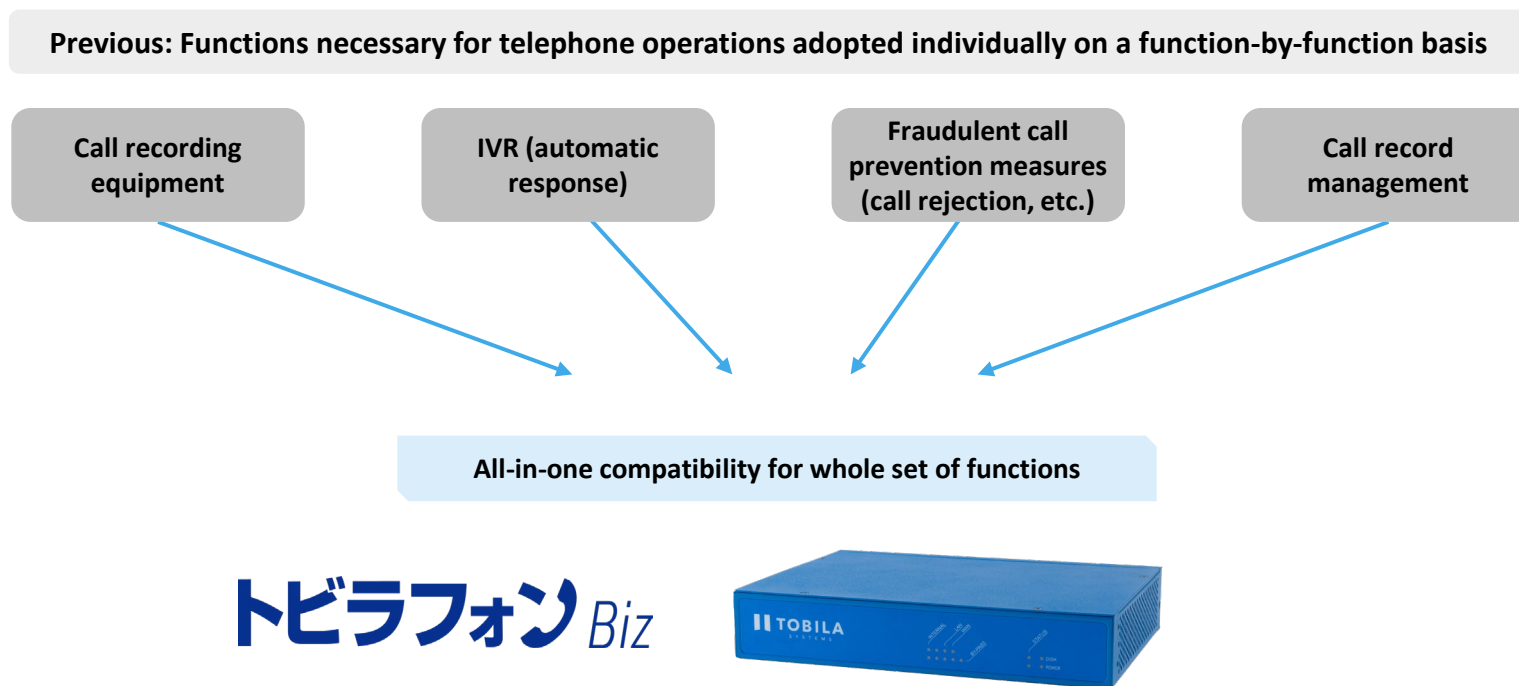
- Considering that efforts to strengthening sales through agents have been effective, continue to recruit sales personnel and other employees.
- Aim to meet the needs of customers who we were unable to acquire with existing TobilaPhone Biz by expanding the product lineup.



> Solution Business

## TobilaPhone Biz Market

- Conventional business phones required the individual adoption of separate systems and additional investment to utilize add-on functions such as call recording, IVR, fraudulent call prevention measures, and call record management. TobilaPhone Biz offers all-in-one compatibility for these essential business phone functions, providing and integrated operational platform that supports telephone security measures and operational efficiency.
- Considering social context such as the mandatory introduction of countermeasures against customer harassment being included in the Revised Act on Comprehensively Advancing Labor Measures, demand is expected to continue growing.

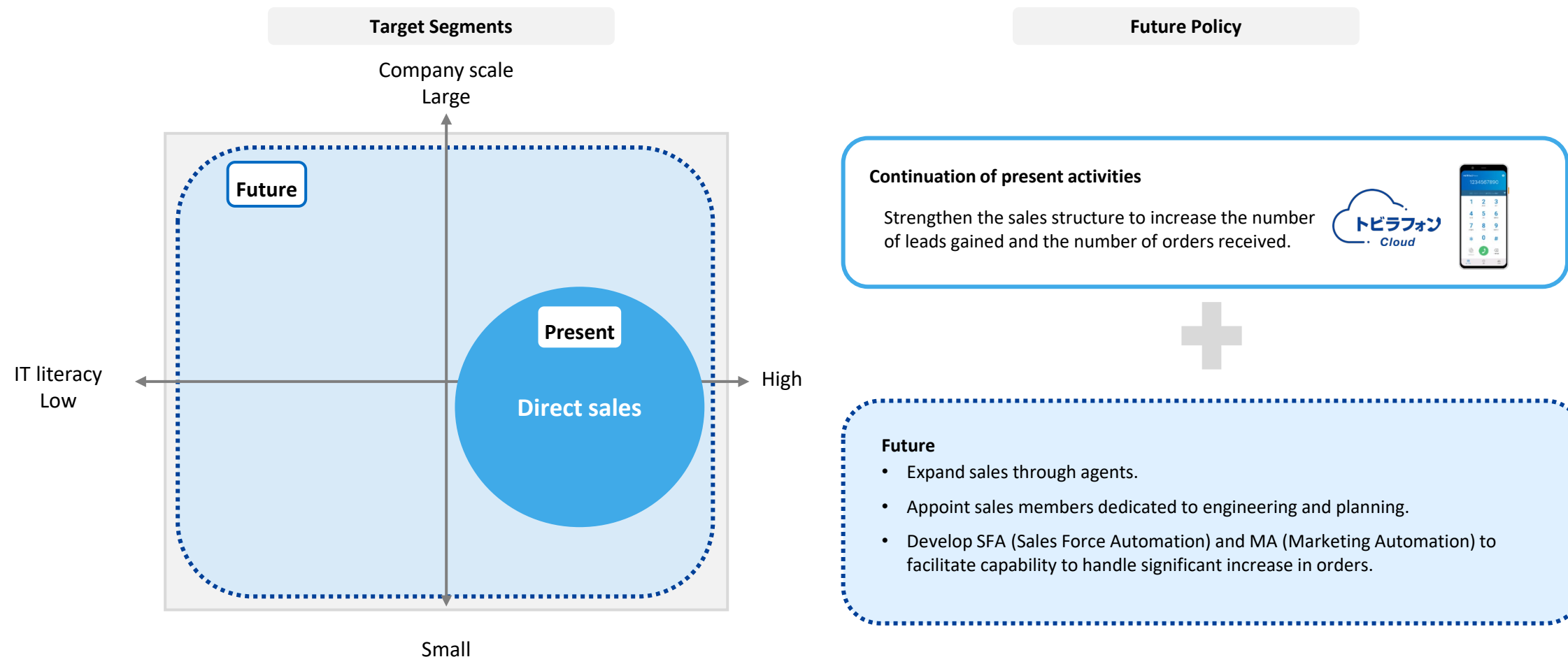


Aiming to replace existing markets and capture new demand

> Solution Business

# TobilaPhone Cloud Business Policy

- Enhance promotions targeting customers that cannot be reached with the current direct sales structure; enhance development of new functions (AI-related functions, etc.) and the efficiency of sales and marketing operations to increase the number of orders received.



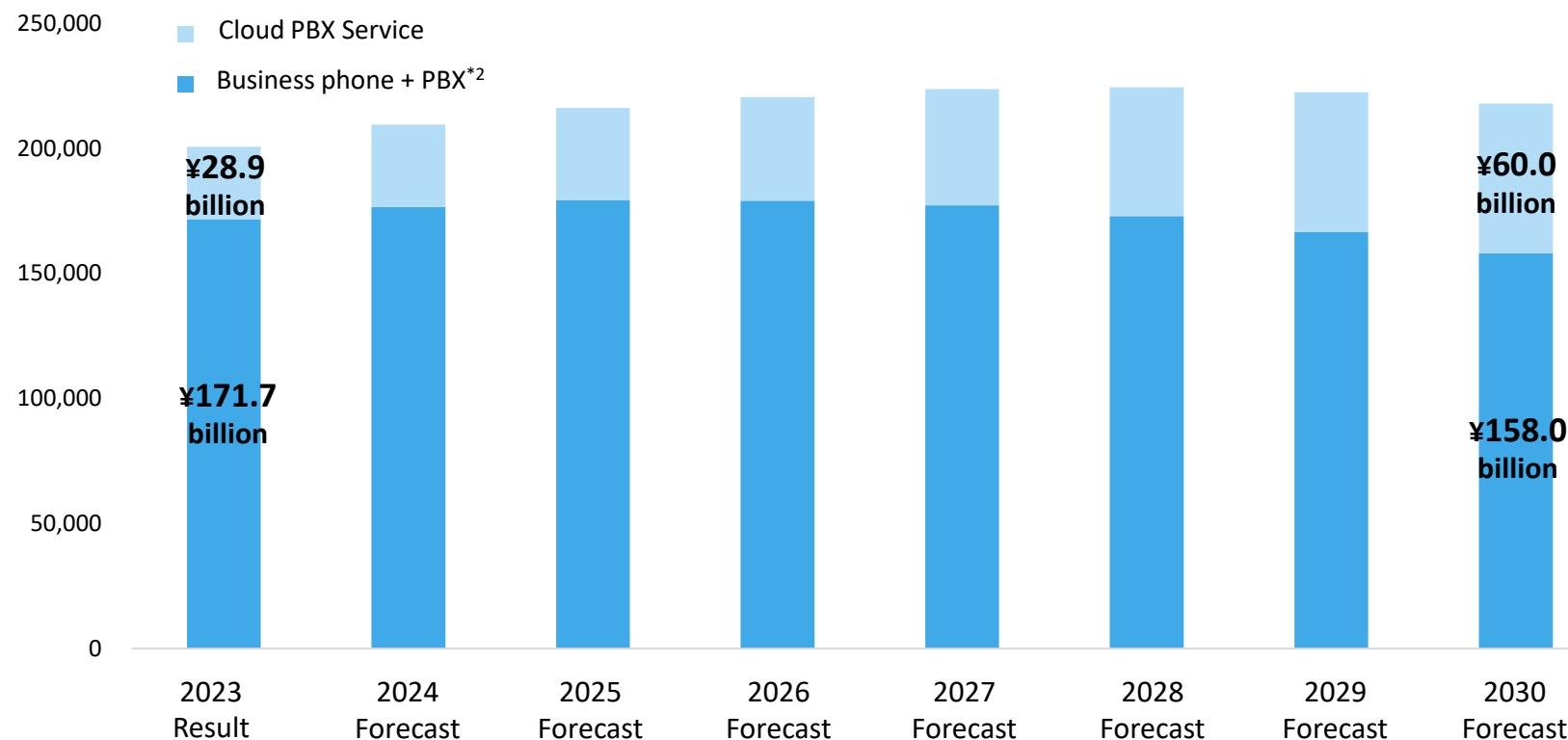
> Solution Business

## TobilaPhone Cloud Market Size

- The cloud PBX market is expected to grow in the medium to long term as landline phone infrastructure transitions to IP and cloud and hybrid work takes hold. We recognize that the market has high growth potential.

Unit: Millions of yen

Change in Market Size\*1



**TobilaPhone Cloud  
Potential Market  
¥218.0 billion in 2030**

\*1: Prepared by Tobila Systems based on "2024 Communications Marketing Survey" by Fuji Chimera Research Institute

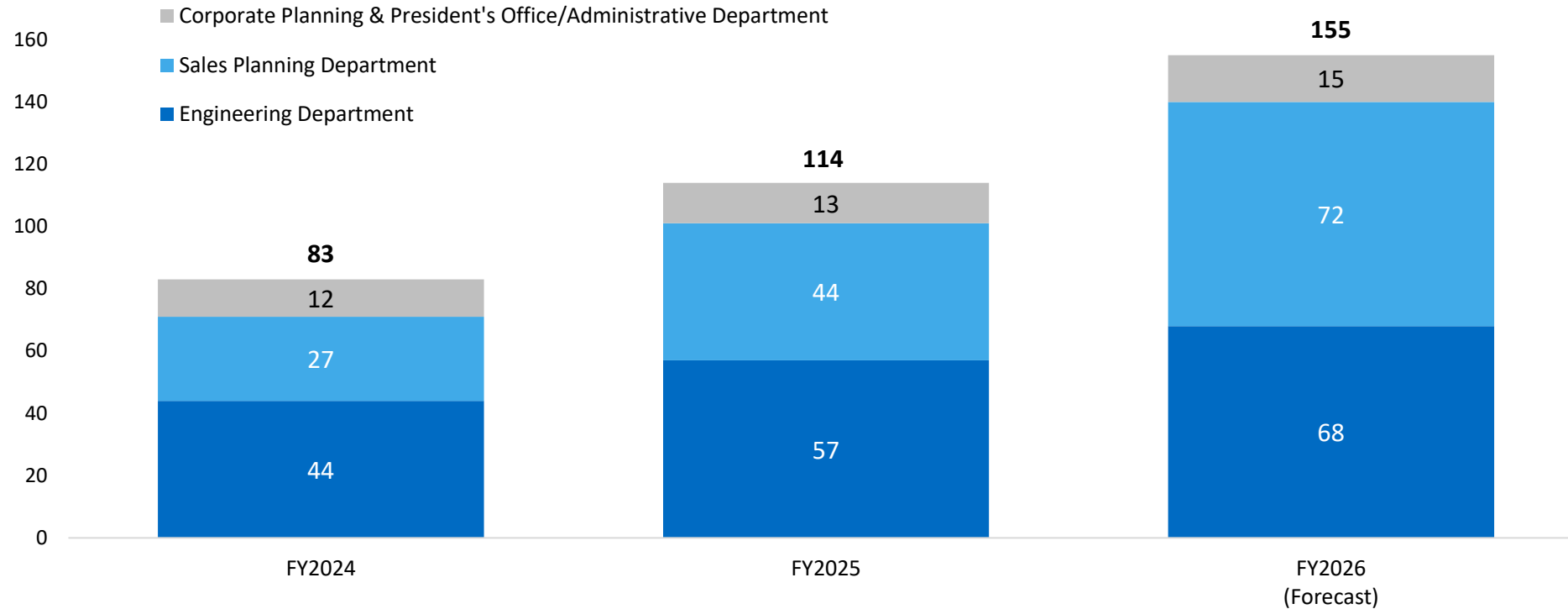
\*2: Call control systems represented as business phone + PBX

## Number of Full-Time Employees: Recruitment Plan

- Plan to increase the total number of full-time employees by 41 in FY2026. During the period, we will continue to step up efforts to recruit sales and engineering personnel to engage in sales in the Solution Business while also striving to recruit personnel to oversee new product project planning and execution.
- The pace of recruitment is expected to return to normal from FY2026 and beyond.

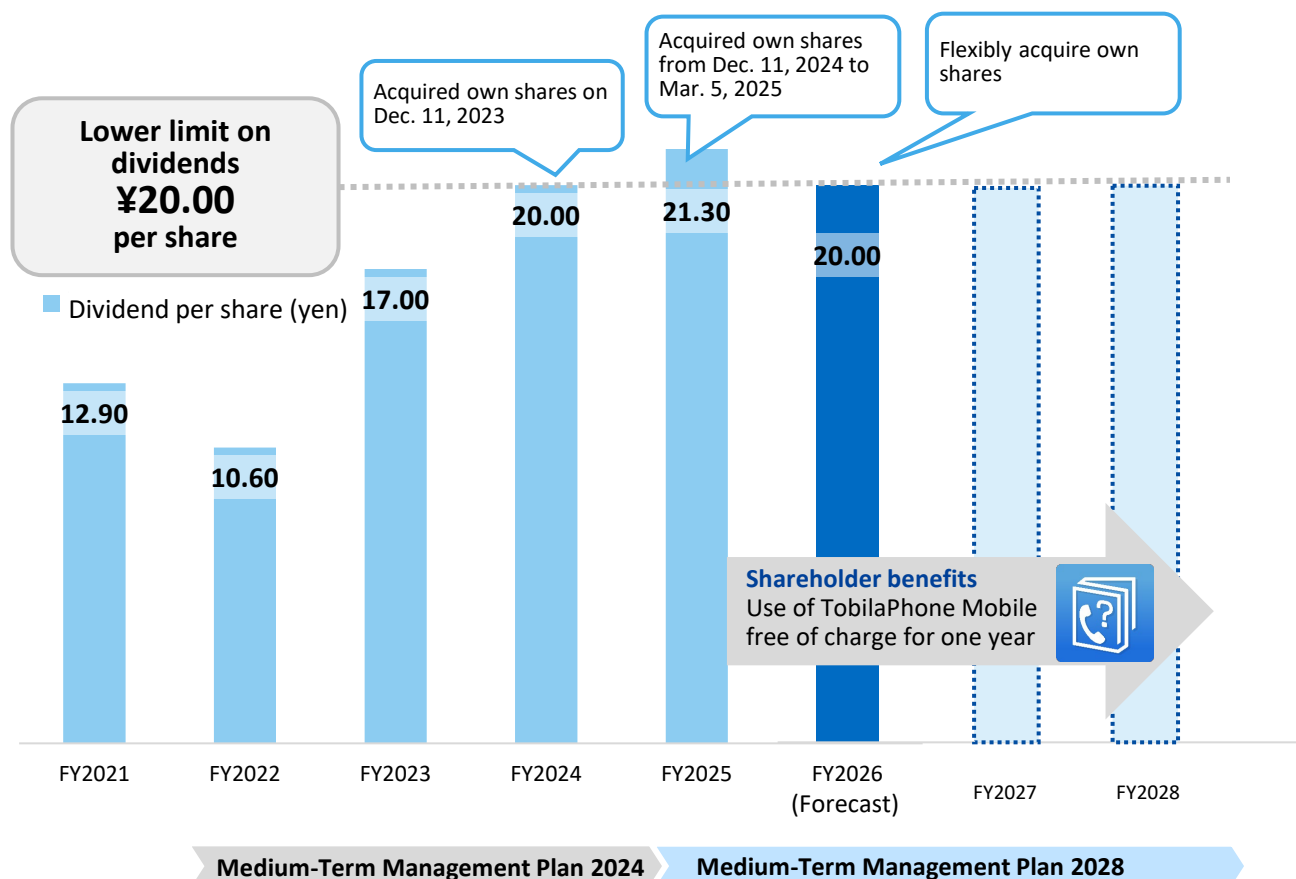
### Change in the Number of Employees

Unit: Number of employees



# Shareholder Return Policy for the Medium-Term Management Plan 2028 Period

- We will direct generated cash flows to investments for business growth above all else while also allocating them to shareholder returns appropriately.



## 1 Dividend

**Targeting a dividend payout ratio of 35% and setting a lower limit**

- Targeting a dividend payout ratio of 35%, the same as before. Increase dividends when profits exceed planned amounts
- Pay dividends of ¥20.00 per share (the amounts of dividends for FY2024) or more even if profits decline temporarily as a result of investments for growth.

## 2 Acquisition of own shares

**Flexibly acquire own shares**

- Acquire own shares flexibly, factoring in capital efficiency and stock price levels.

## 3 Shareholder benefits

**Grant license to use our app free of charge**

- Newly established a shareholder benefit program to grant shareholders a license to use the “TobilaPhone Mobile” fraudulent call and SMS blocking app free of charge (Monthly fee: ¥200)

\*: In the case where share buyback is executed up to the maximum limit of ¥400 million. Some or all of the orders may not be executed depending on market trends and other factors.

Tobila Systems plans to announce 1Q FY2026 results of operations **on March 10, 2026 (Tuesday)**.

This presentation includes forward-looking statements that incorporate the current outlook, forecasts and risk factors. There are many uncertainties that may cause actual performance to differ from what is described in such statements.

Risk factors and uncertainties include general economic conditions in Japan and other countries, such as general industry and market conditions and changes in interest rates and foreign exchange rates.

Tobila Systems has no obligation to update or revise the forward-looking statements in this presentation, whether as a result of new information, future events, or otherwise.

This document has been translated from 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.

▪ Contact

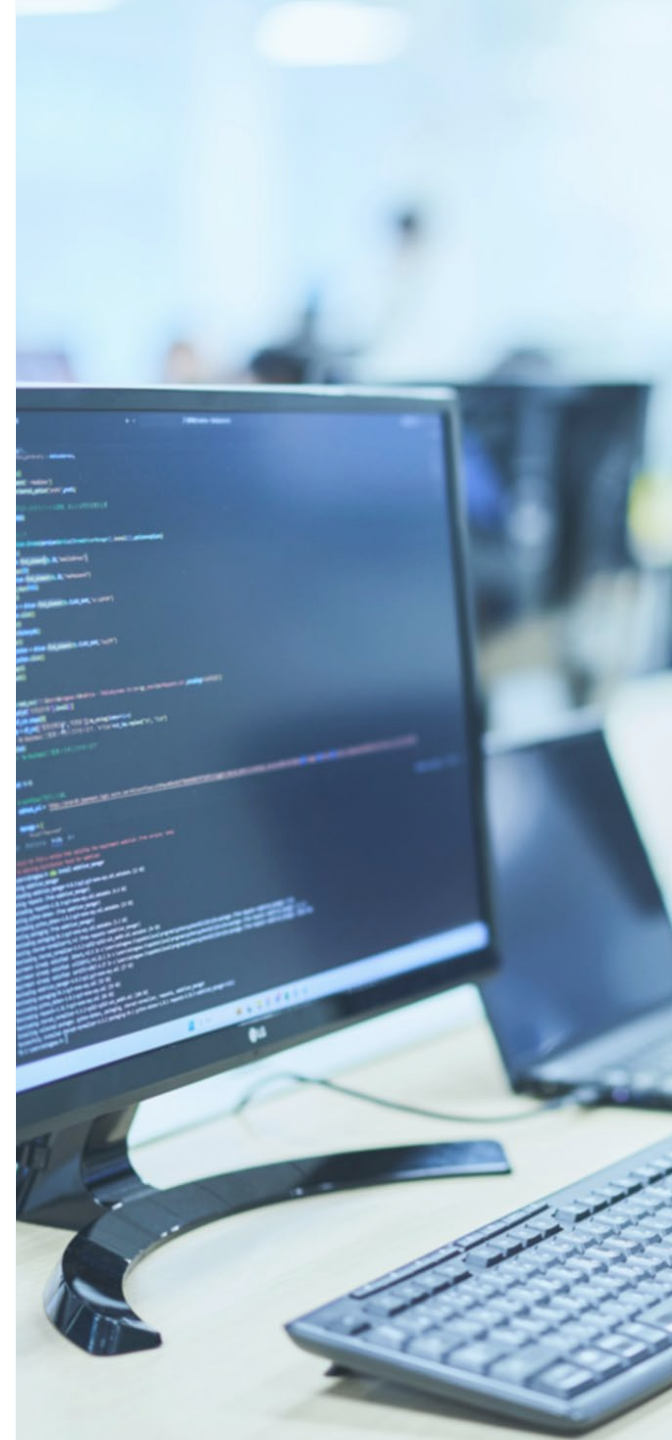
Investor Relations, Tobila Systems Inc.

E-mail [ir@tobila.com](mailto:ir@tobila.com)

Website <https://tobila.com/contact/>



## 4. Appendix



## Our Vision for a Better Future [Corporate Philosophy / Code of Conduct]

# We open the door to a better future for our lives and the world

We are constantly changing without fear of failure and challenging conventional thinking to realize a better future for which we dream.

We will be a source of products that help solve social issues and benefit people. We will also pursue appropriate earnings for sustainable steady growth as we expand and upgrade our operations.

We believe that maintaining an environment where we can live in peace with our loved ones will directly lead to our growth and a better life for people worldwide.

## Corporate Data

Though special fraud and phishing scams

We are a company that aims to solve social issues  
using technologies.

Company name

Tobila Systems Inc.

Securities code

Tokyo Stock Exchange Standard 4441

Date of  
establishment

December 1, 2006 (Founded April 1, 2004)

Representative

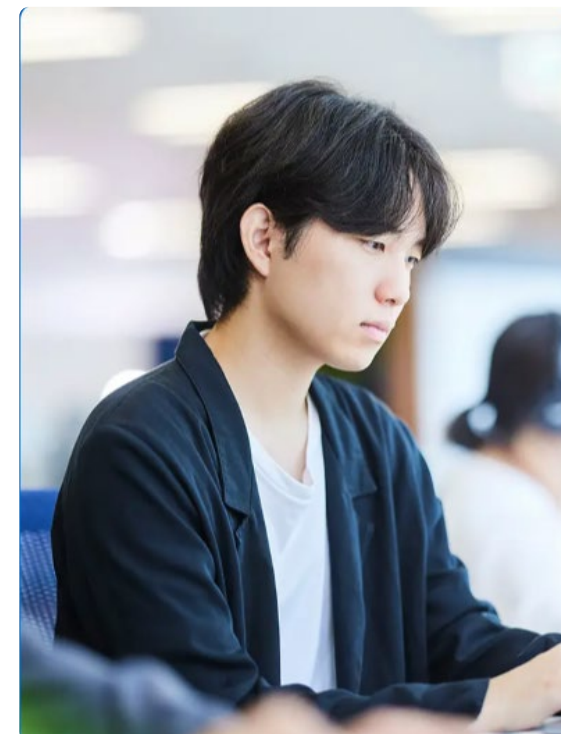
Atsushi Akita, President and Representative Director

Number of  
employees

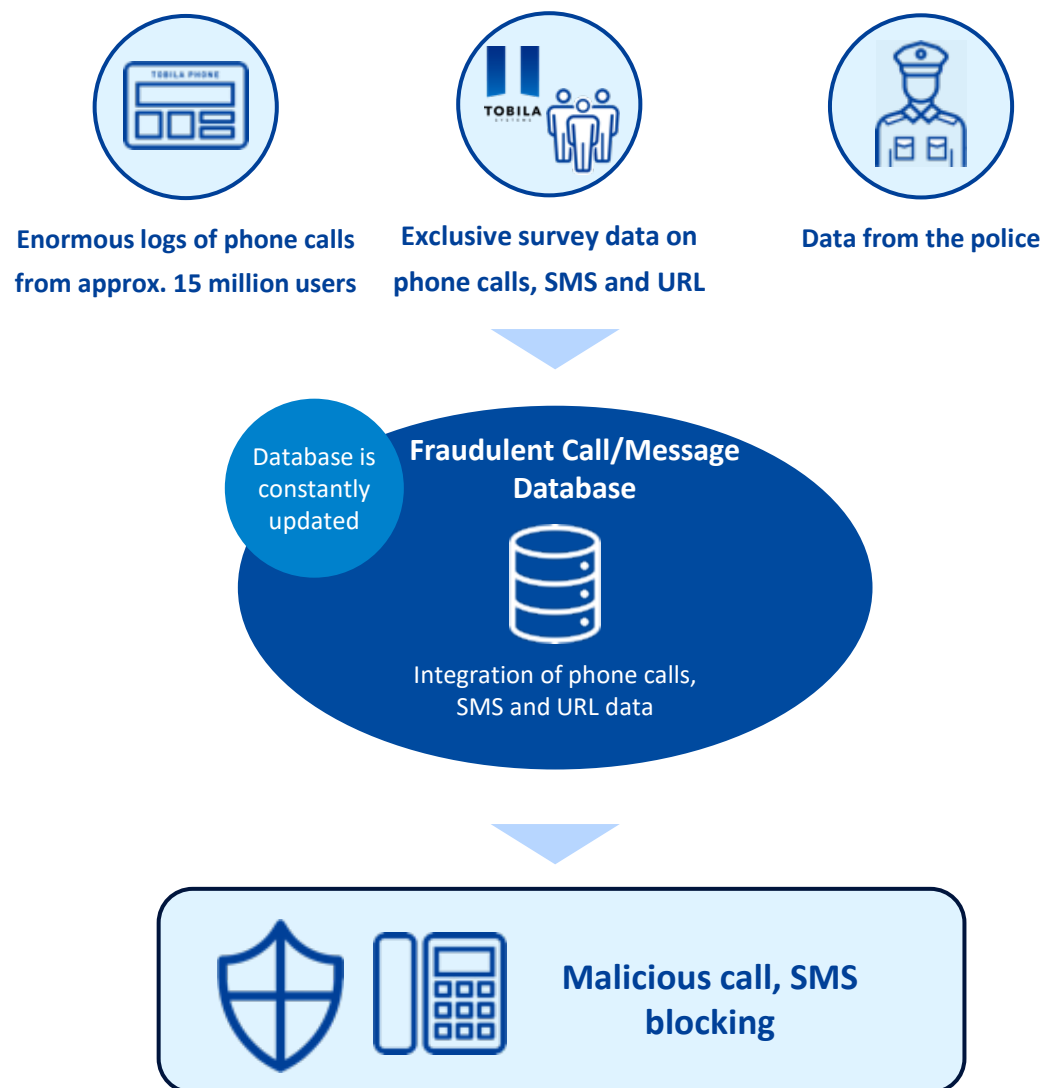
134 (including 69 engineers) \*As of October 31, 2025

Bases

Tokyo Office, Nagoya Office



## Approach to Social Issues: The Fraudulent Call/Message Database



- Losing money due to a scams starts by answering a dangerous phone calls, responding to malicious SMSs or visiting a dangerous websites.
- Everyday, Tobila Systems updates its fraudulent call/message database that contains dangerous phone numbers, SMSs, and URL information to protect users of Tobila Systems services by blocking incoming calls and messages from these sources.

### Strengths of Our Fraudulent Call/Message Database

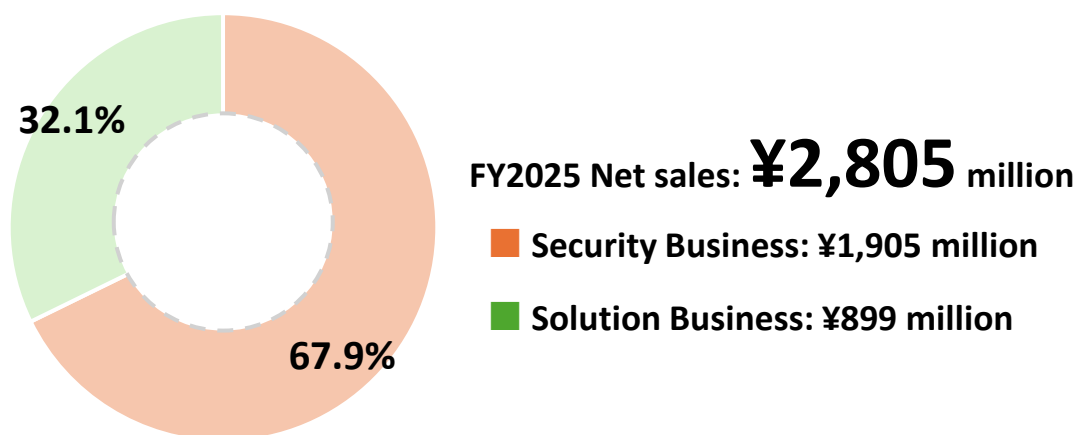
- Tobila Systems receives information from the police on telephone numbers and URLs that were used for crimes and other malicious activities.
- The database has a system for incorporating feedback from users concerning phone numbers and SMS.
- The database is updated everyday by using information from the Tobila Systems survey team.

**The volume of data increases along with the number of users, resulting in a cyclical system for the constant improvement of phone call and SMS blocking accuracy.**



## Business Activities

- Beginning with the fiscal year ended October 31, 2025, we have been promoting business in two segments: [Security Business] and [Solution Business].



Ordinary profit  
margin

**32.3%**

ROE

**24.8%**

Equity ratio

**48.2%**

Market  
capitalization

**¥9.8 billion**

### > Security Business

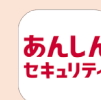
- Provision of special fraud and phishing prevention services to telecommunication carriers, financial institutions, and other organizations



KDDI  
UQ mobile



Softbank



NTT docomo



J:COM



280  
blocker



Digital Arts



### > Solution Business

- Services for business phone to promote DX for corporations

トビラフォン Biz



\*: Ordinary profit margin, equity ratio, and ROE are as of October 31, 2025. Market capitalization is as of the close of trading on October 31, 2025.

## Answers to Expected Questions

### Q1. What are the key factors behind the expected decline in profits for FY2026?

This forecast represents the upfront investment required for medium to long-term growth, which we will conduct with intention and resolve.

Expenses in this fiscal year include one-off expenses; when excluding these factors, profits would not be in decline.

Specific one-time expenses, etc. include the planned relocations of the Tokyo Office in January 2026 and the Nagoya Office in September 2026.

Accordingly, we expect ¥45 million in relocation-related one-off expenses.

In addition, the ¥60 million in amortization of goodwill associated with the acquisition of 280blocker LLC will be fully amortized in this fiscal year.

Although this is not a one-off expense, it is noted here as it will be excluded from expenses from FY2027.

Furthermore, we expect to record ¥20 million in expenses related to the implementation of assessments and relevant countermeasures in striving to strengthen our information security structure, as well as other expenses such as testing for new business creation to follow Sagitore.

### Q2. What segment will Sagitore be recorded under, and when will you seek monetization?

As a security-related service, future earnings will be recorded under “mobile phone services” in the Security Business.

Our goal is to progress with monetization as one of our new businesses, targeting net sales of ¥400 million by FY2028.

## Answers to Expected Questions

### Q3. The Security Business is expected to remain largely flat. Is there no upside anticipated?

The Security Business mainly relies on collaboration with each of the major telecommunications carriers for progress, and factors that are highly uncertain are not incorporated into the plan.

In terms of the external environment, incidents of special fraud are still on the rise in 2025, and the Ministry of Internal Affairs and Communications has requested telecommunications carriers to strengthen countermeasures against special frauds that exploit landlines, mobile phones, SMS, email, and other means of communication.

We believe that we can make a significant contribution to these countermeasures. and will continue to firmly engage with this field moving forward.

### Q4. What is the background to the impairment related to TobilaPhone Cloud that was recorded in 4Q FY2025?

In the recognition of impairment, we estimate future cash flows for each asset group, and if the undiscounted sum of future cash flows falls below the carrying amount, we reduce the carrying amount to the recoverable amount and record the difference as an impairment loss.

Future cash flows are calculated using certain assumptions based on our TobilaPhone Cloud sales strategy. However, due to the fact that these estimates do not fully reflect our views on engaging in new initiatives and measures aimed at further growth, we recorded impairment loss.

Although impairment loss was recognized in the current fiscal year, the Company as a whole has secured increased sales and profits for FY2025 and is making steady progress in strengthening our earnings base.



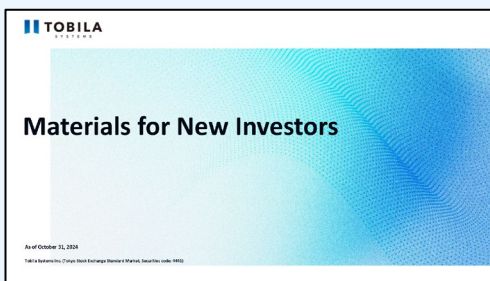
## Reference Information

### ● Reference Materials

#### Medium-Term Management Plan 2028 (Disclosed on December 10, 2024)



#### Materials for New Investors (As of Oct. 31, 2024)



### ● Distribution of IR Information

#### IR note Magazine

- Information about financial results and Monthly Reports are periodically distributed.

**note**

▶ <https://note.com/tobila4441>



#### Official X (formerly twitter) IR Account

- Early announcement of the latest financial results and IR information

Account name: Tobila Systems IR Official

Username : @tobila\_ir

URL : [https://x.com/tobila\\_ir](https://x.com/tobila_ir)



