

Asahi Net, Inc.

Financial Results Briefing Materials
for the Six Months Ended September 30, 2025
(From April 1, 2025 to September 30, 2025)

<Cautionary Statement Concerning Forward-Looking Statements>

Statements made in this document with respect to the current plans, estimates, strategies, beliefs and other statements of Asahi Net, Inc. (the "Company") that are not historical facts are forward-looking statements about the future performance of the Company.

These statements are based on the judgment of the management of the Company drawn from currently available information. Accordingly, we advise you not to place undue reliance on these forecast statements. Actual financial results may differ significantly from these forecasts and may be worse than the forecasts due to various key factors.

The Company has taken the greatest care in the preparation of the information presented in this document but is not held liable for any errors in the information.



Create connections. Support connections.

AsahiNet

Securities Code: 3834

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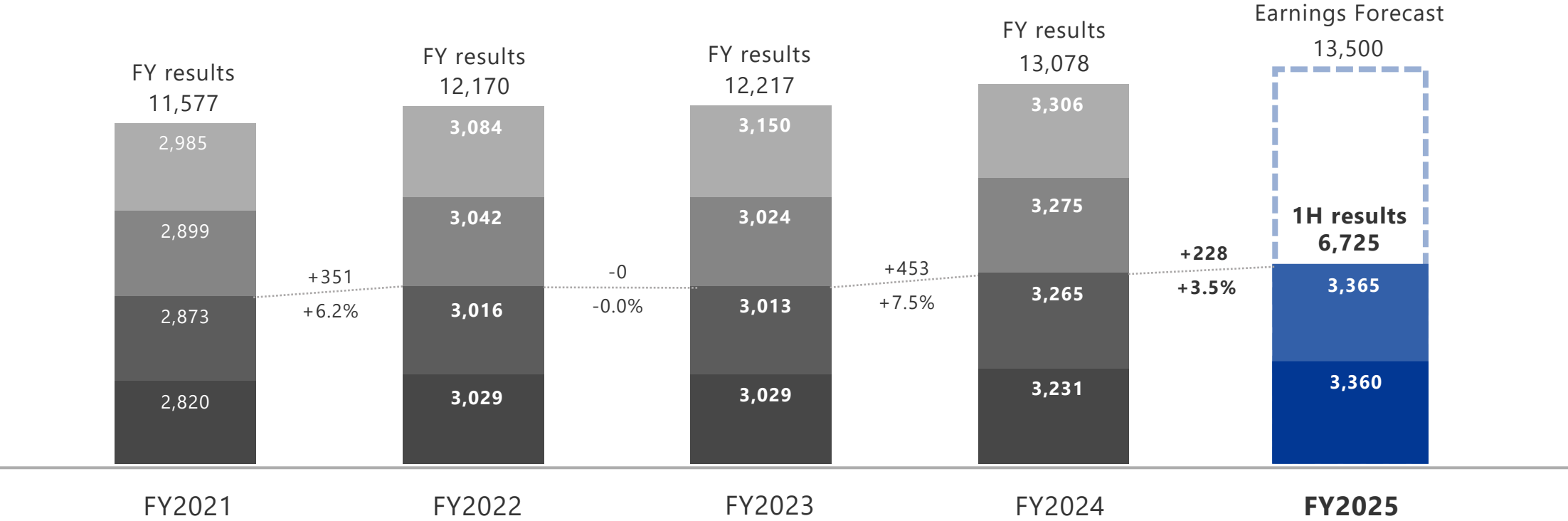
- Educational Support Service manaba



Trends in Net Sales

Net sales for the first half of FY2025 increased by 228 million yen year on year

(Unit: millions of yen) 1Q 2Q 3Q 4Q

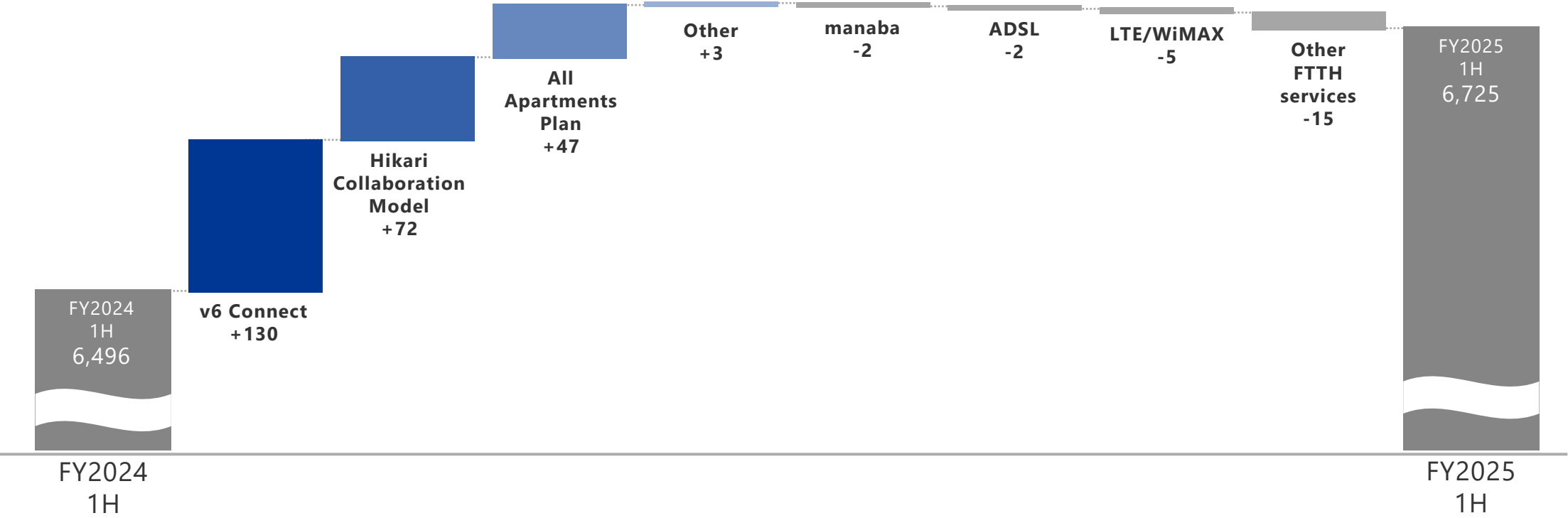




Year-on-Year Difference in Net Sales

Net sales increased due to an increase in number of v6 Connect and FTTH connection services

(Unit: millions of yen)

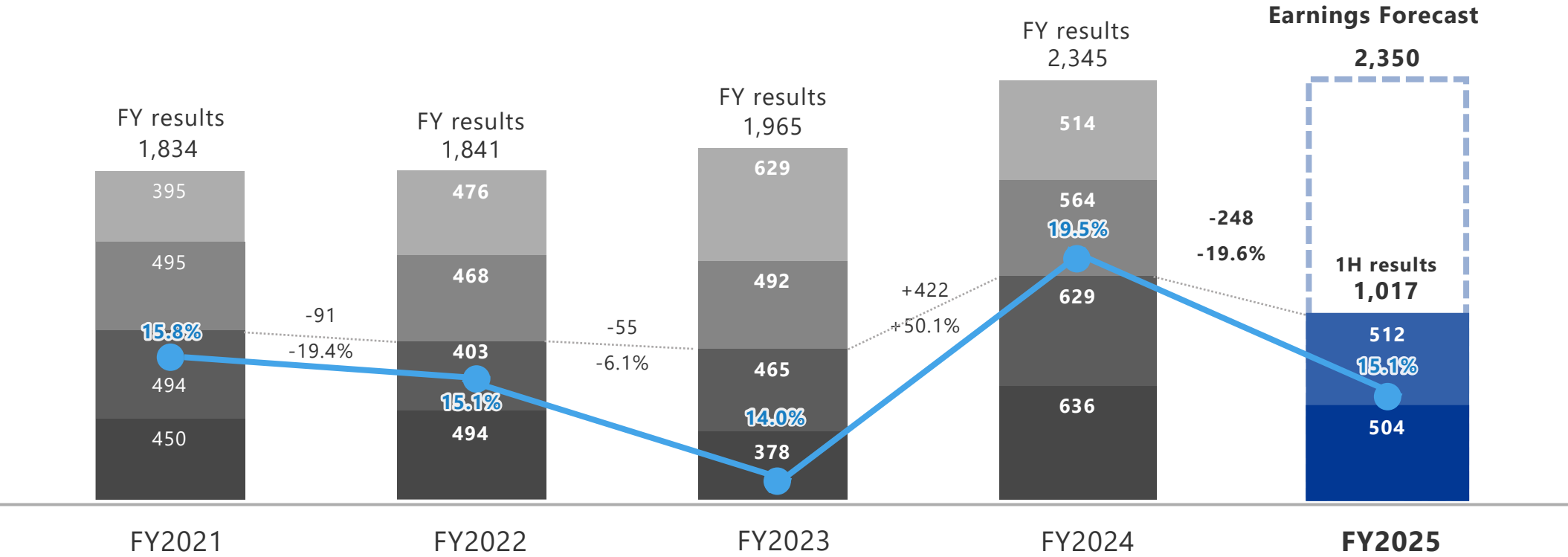




Trends in Operating Profit

Operating profit decreased 19.6% year on year, with a variety of costs increasing

(Unit: millions of yen) 1Q 2Q 3Q 4Q Operating profit margin

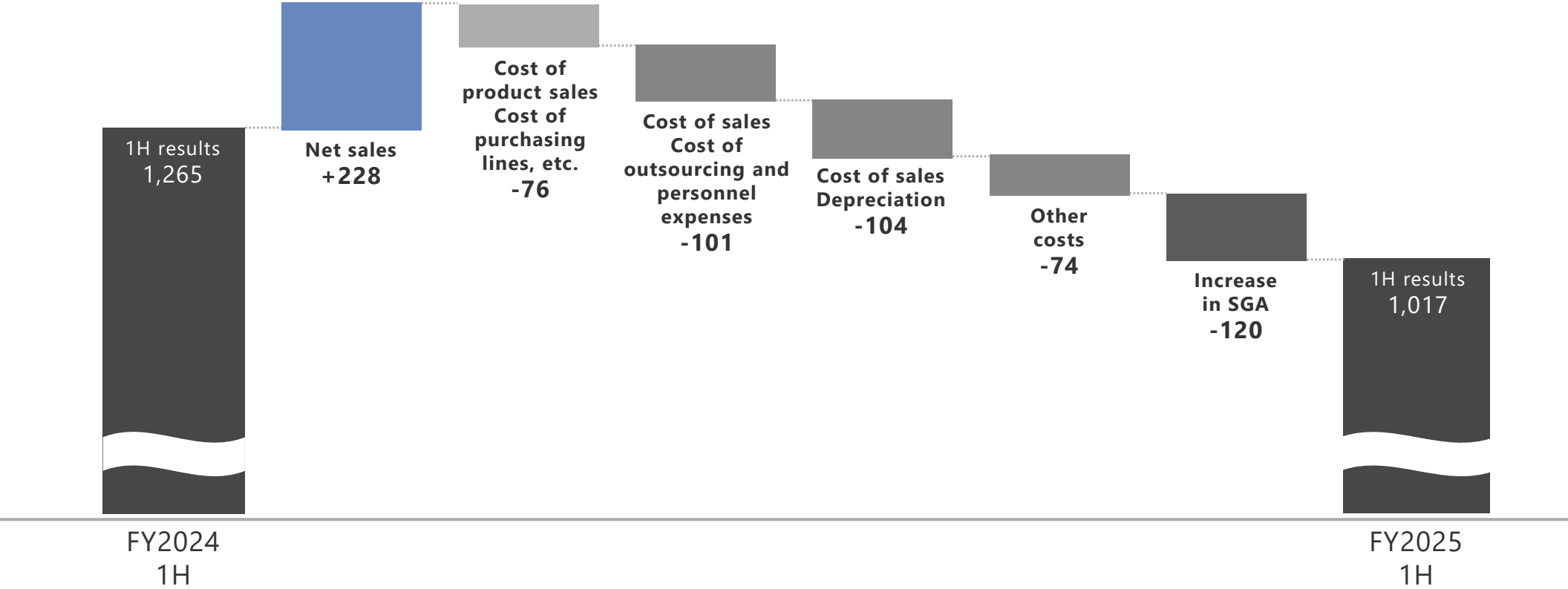




Year-on-Year Difference in Operating Profit

Cost of sales increased due to cost of outsourcing and personnel expenses, while SGA expenses increased due to measure costs

(Unit: millions of yen)





Trends in EBITDA

Limited release of mission-critical systems from 3Q of FY2025

(Unit: millions of yen)

	FY2021	FY2022	FY2023	FY2024	FY2025 (1H)	FY2025 (Forecast)
Operating profit	1,834	1,841	1,965	2,345	1,017	2,350
Depreciation	818	895	883	974	532	1,100
EBITDA (*)	2,653	2,737	2,849	3,320	1,550	3,450
EBITDA margin	22.9%	22.5%	22.3%	25.4%	23.1%	25.6%
Investments in capital	1,160	1,055	1,830	2,860	1,179	2,000

(*) EBITDA is calculated as the sum of operating profit and depreciation.



Operating Results

(Unit: millions of yen)

	FY2024 1H	FY2025 1H	Change	Percentage change	Rate of progress toward earnings forecast
Net sales	6,496	6,725	+228	3.5%	49.8%
Operating profit	1,265	1,017	-248	-19.6%	43.3%
Ordinary profit	1,276	1,029	-246	-19.3%	43.4%
Profit	977	725	-252	-25.8%	43.7%
Profit per share	36.11 yen	27.72 yen	—	—	—



Financial Position

(Unit: millions of yen)

	FY2024	FY2025 1H	Change	Percentage change
Total assets	14,787	14,547	-240	-1.6%
Total liabilities	1,696	1,673	-23	-1.4%
Net assets	13,091	12,873	-217	-1.7%
Equity ratio	88.5%	88.5%	—	—



Management Conscious of Cost of Capital and Stock Price

(Unit: millions of yen)

	FY2022	FY2023	FY2024	FY2025 (1H)
Net sales	12,170	12,217	13,078	6,725
Operating profit	1,841	1,965	2,345	1,017
Profit	1,285	1,289	1,752	725
Net assets per share	427.08	450.96	487.63	496.81
ROE (return on equity)	11.1%	10.5%	13.7%	—
Stock price (March closing price)	590 yen	644 yen	677 yen	—
PBR (price to book ratio)	1.38	1.43	1.39	—

Note: The cost of shareholders' equity is calculated using the capital asset pricing model (CAPM) (using the annual average yield on 10-year government bonds as the risk-free rate, β calculated in-house based on information available to the public, and the market risk premium).



Notice Concerning Dividends of Surplus

(Unit: millions of yen)

	Determined amount	Latest dividend forecast (Released August 8, 2025)	Previous period (Ended March 31, 2025)
Record date	Sep. 30, 2025	Same	Mar. 31, 2025
Dividend per share	12.50 yen	12.50 yen	12.50 yen
Total amount of dividends	323 million yen	—	335 million yen
Effective date of dividends	Dec. 2, 2025	—	June 26, 2025
Source of funds for dividend	Earned surplus	—	Earned surplus



Shareholder Return

The year-end dividend will be set at 12.50 yen and the annual dividend for FY2025 will be set at 25 yen

(Unit: millions of yen)

	FY2021	FY2022	FY2023	FY2024	FY2025 (Forecast)
Profit	1,255	1,285	1,289	1,752	1,659
Dividends	21.00 yen	22.50 yen	23.00 yen	24.50 yen	25.00 yen
Dividend payout ratio	46.7%	49.0%	49.5%	37.7%	40.5%
Total amount of share purchase costs	—	—	195 million yen	606 million yen	701 million yen
Total payout ratio	46.7%	49.0%	64.6%	72.1%	81.3%

Note: A notification regarding own share repurchasing through the Off-Auction Own Share Repurchase Transaction (ToSTNeT-3) was issued on May 12, 2025.



Service Lineup of Asahi Net

Internet Connection Services

ISP



FTTH Connection Services

Mobile Connection Services

Other Connection Services

VNE



Internet-Related Services

Educational
Support
Service



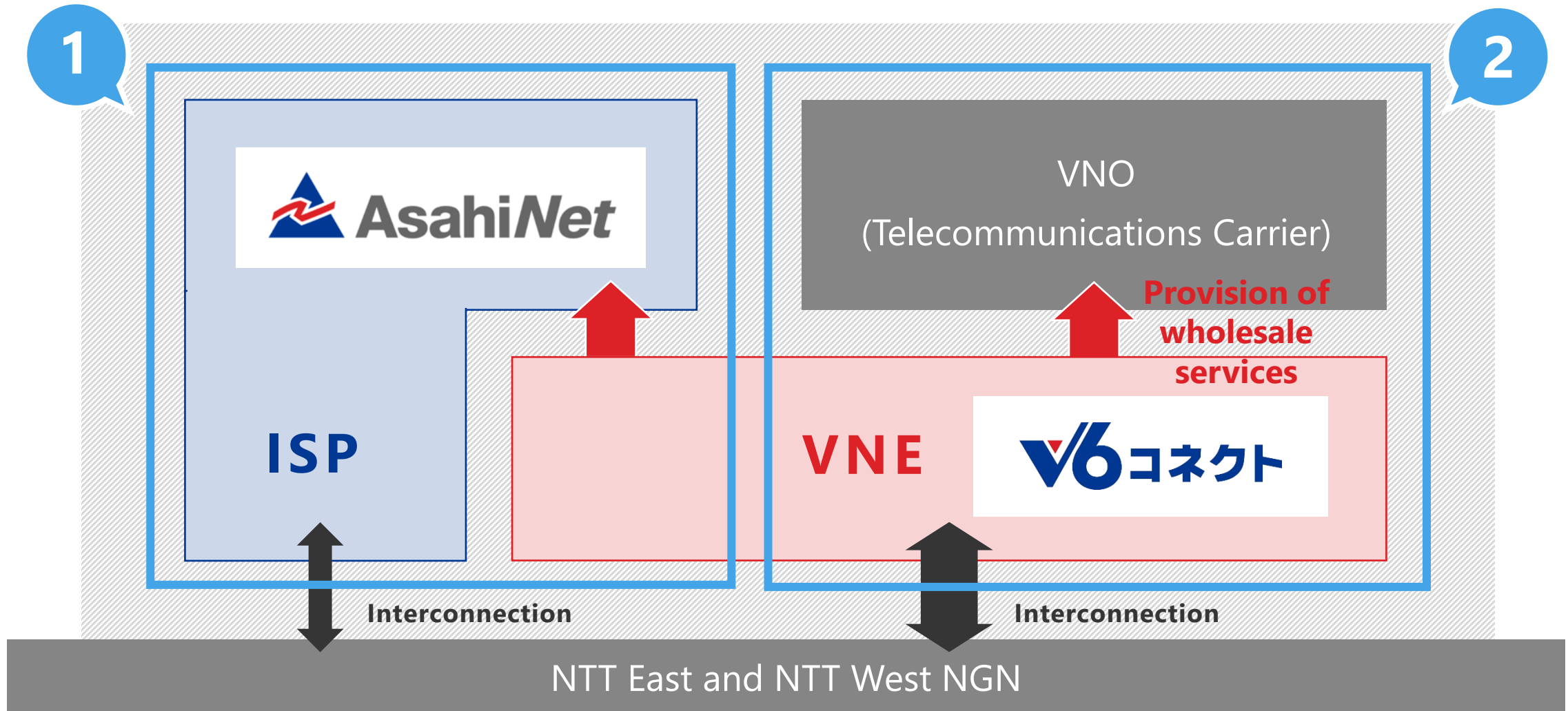
Other

Mail Services

Security Services

Other Related Services

Structure of Internet Connection Services





Net Sales from Internet Connection Services

(Unit: millions of yen)

	FY2024 1H	FY2025 1H	Change	Percentage change
ISP Asahi Net	4,770	4,872	+102	2.1%
VNE v6 Connect	1,053	1,184	+130	12.4%
Total	5,824	6,057	+232	4.0%

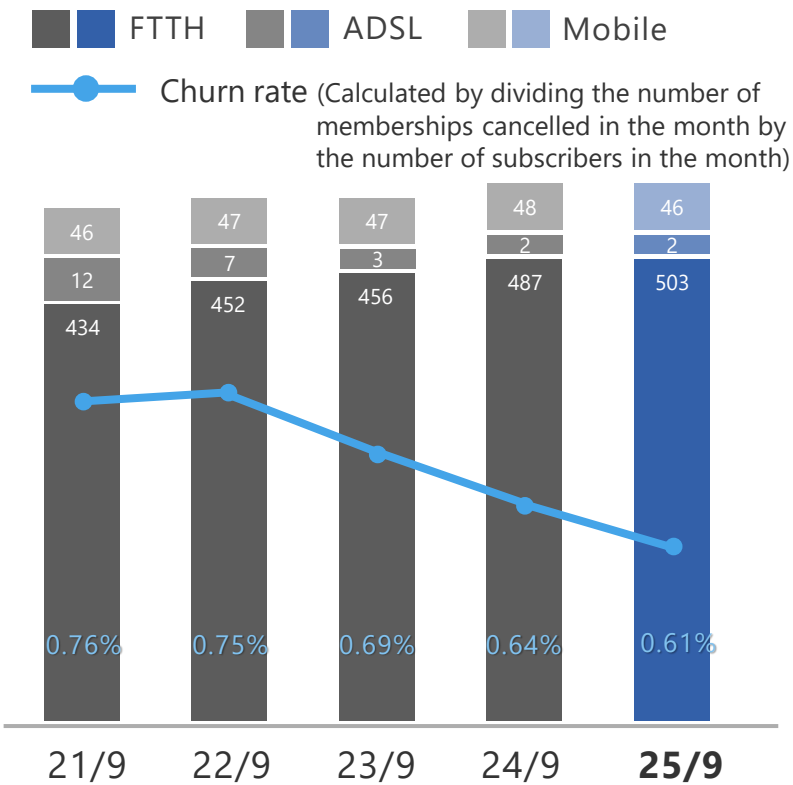


Trends in the Number of Subscribers to ISP Asahi Net’s Internet Connection Services

Invested in advertising expenses to strive for an increase in the number of FTTH connection service subscribers

(Unit: thousands of IDs)

	Sep. 30, 2024	Sep. 30, 2025	Change
FTTH (fiber-optic connection)	487	503	+17
ADSL	2	2	-0
Mobile connection	48	46	-1





Initiatives for ISP Asahi Net

Promote activities aiming to increase the number of subscribers with a focus on FTTH connection services

**AsahiNet****FTTH Connection Services****Mobile Connection Services****Optional Services**

NTT channels

Acquisition of ISP services compatible with FLET'S Hikari provided by NTT East and NTT West

- **FLET'S Hikari Cross (ISP)**
- **FLET'S Hikari Next (ISP)**
- **All Apartments Plan (ISP)**

Web channels

Acquisition of the services through the Company's service website

- **Asahi Net Hikari (ISP + FTTH)**
- **LTE ANSIM (ISP + Fixed IP)**
- **WiMAX (ISP + Fixed IP + Device)**

Major corporate customers

Acquisition of value-added services combining the Company's own services and ISP

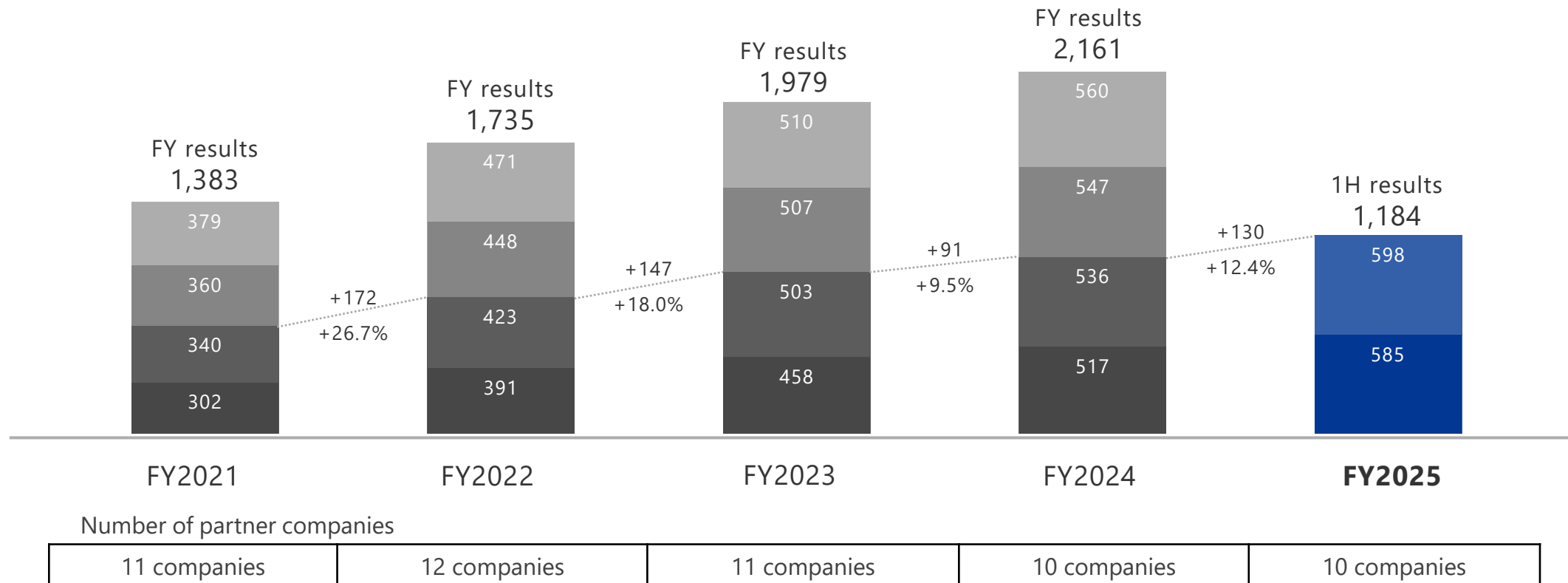
- **FLET'S Hikari Cross (ISP)**
- **FLET'S Hikari Next (ISP + Fixed IP)**



Trends in Net Sales from VNE v6 Connect and the Number of Partner Companies

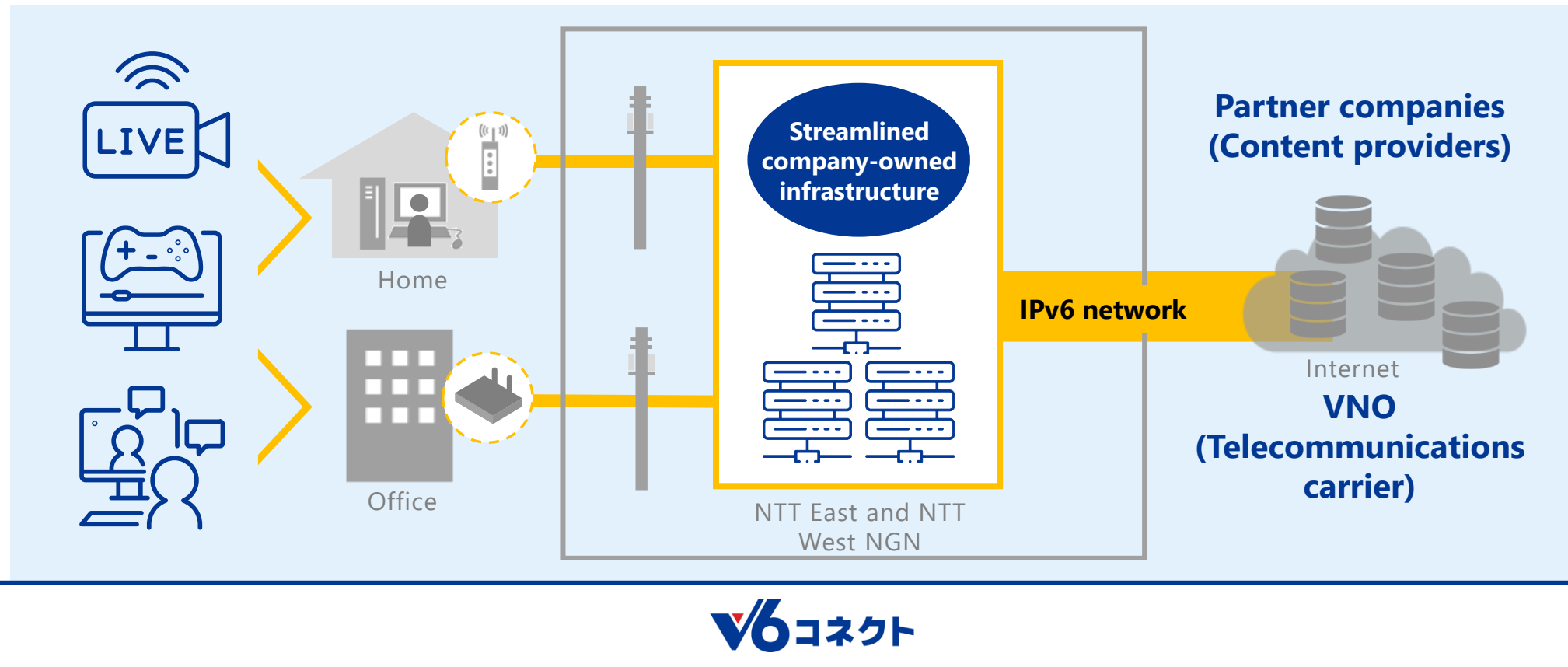
Net sales from v6 Connect increased 12.4% year on year

(Unit: millions of yen) ■ 1Q ■ 2Q ■ 3Q ■ 4Q



Initiatives for VNE v6 Connect

Maintain cooperative relationships with partner companies and streamline our network infrastructure





Net Sales from Internet-Related Services

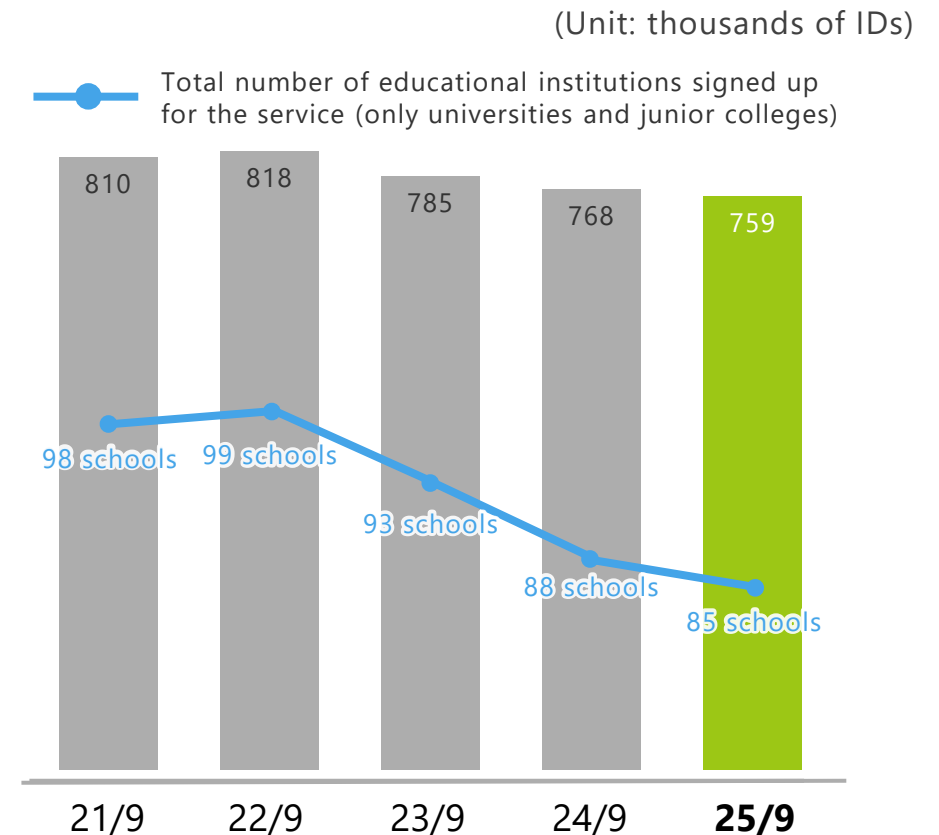
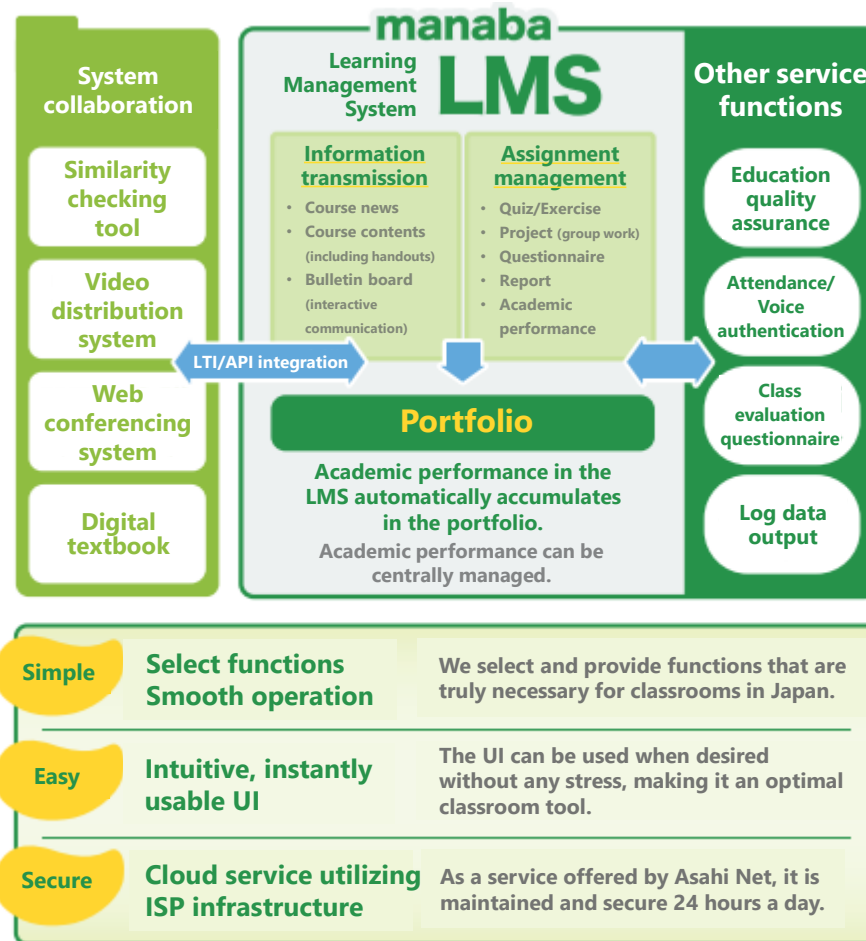
(Unit: millions of yen)

	FY2024 1H	FY2025 1H	Change	Percentage change
manaba	292	290	-2	-0.7%
Other	379	377	-2	-0.5%
Total	672	668	-4	-0.6%



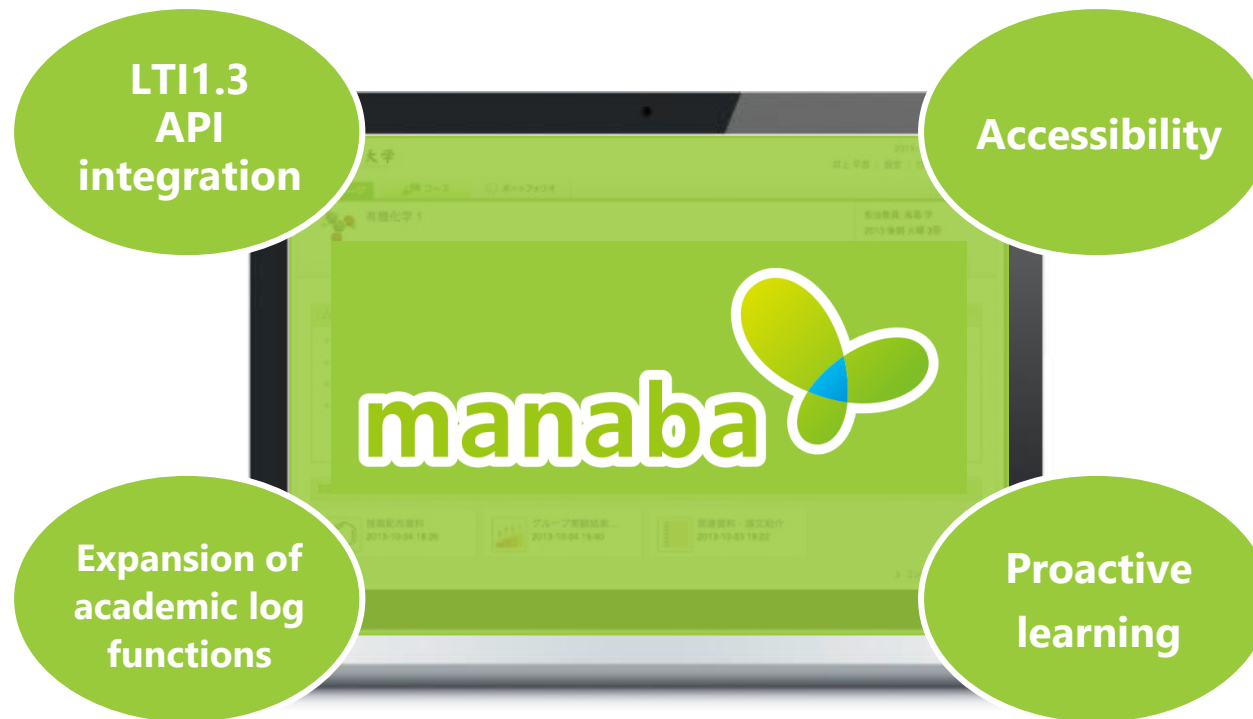
Number of Subscriber IDs for manaba

The number of subscriber IDs decreased by 9,000 year on year.
Total number of educational institutions signed up for the service is 85.



Initiatives for manaba

Over 60 functions to expand educational possibilities planned to be offered by FY2026



60+ FY2024-FY2026 Functions under development

According to the diversification of educational/classroom methods
Integration with various systems in order to adapt to the changing academic environment



Expansion of integration

The foundation of educational DX
Extract logs to analyze learning behavior

Expansion of academic log functions

For many people, regardless of ability or disability
An interface that is easy to use, learn, and read

Web accessibility

Important for implementing interactive education
Functions that encourage proactive learning by students

Expansion of interactive functions

Better real-time performance

Optimal learning for groups or individuals

Visualization of the learning process

Expansion of notification functions



Summary of Financial Results for the First Half of FY2025

1 Financial Results for FY2025

- Net sales reached 6,725 million yen, achieving a new record for the 14th consecutive year since FY2012
- Operating profits reached 1,017 million yen, a decrease of 19.6% year on year

2 Status of Our Business

◆ ISP Asahi Net

The number of subscriber IDs for FTTH services increased by 17,000 year on year. We will invest in advertising expenses to acquire new members.

◆ VNE v6 Connect

Net sales increased by 12.4% year on year. Sales increased due to increased traffic per line used by partner companies.

◆ Educational Support Service manaba

The number of subscriber IDs decreased by 9,000 year on year to 759,000. We will work on large-scale service development.

