



**Results of Operations**  
for the Second Quarter  
of the Fiscal Year Ending October 31, 2024

June 10, 2024

Tobila Systems Inc. (Tokyo Stock Exchange Standard Market, 4441)

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**01**

## **Financial Highlights and Business Overview**

## 2Q FY10/24 Financial Highlights

Net sales

¥**586** million Up 12.3% YoY

Operating profit

¥**235** million Up 34.4% YoY

### Mobile phone services

Net sales

¥**399** million

Up 5.7% YoY

- Increased mainly because of higher rates for fixed-payment contracts starting in December 2023 and higher rates for contracts x unit price contracts starting in April 2024

### Landline phone services

Net sales

¥**53** million

Up 11.7% YoY

- Sales remained strong mainly for the optional service offered by JCOM's Cable Plus Phone service

### Business phone services

Net sales

¥**132** million

Up 56.8% YoY

- TobilaPhone Biz and TobilaPhone Cloud sales continue to grow

## 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**

**Using technologies for the challenge of solving social issues**

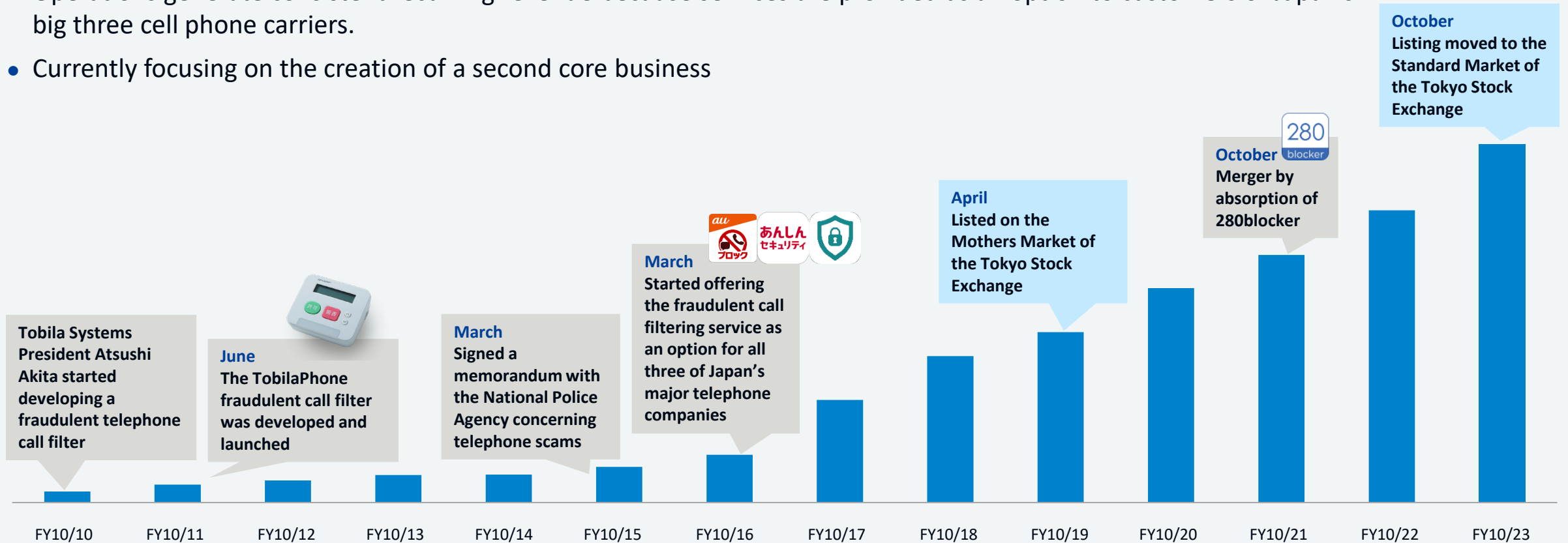
**We are constantly changing without any fear of failure and challenging conventional thinking to realize a better future which we dream of.**

**We will be a source of products that help solve social issues and have benefits for people. We will also pursue appropriate earnings for 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 lead directly to our growth and a better life for people worldwide.**

## History of Consistent Growth\*

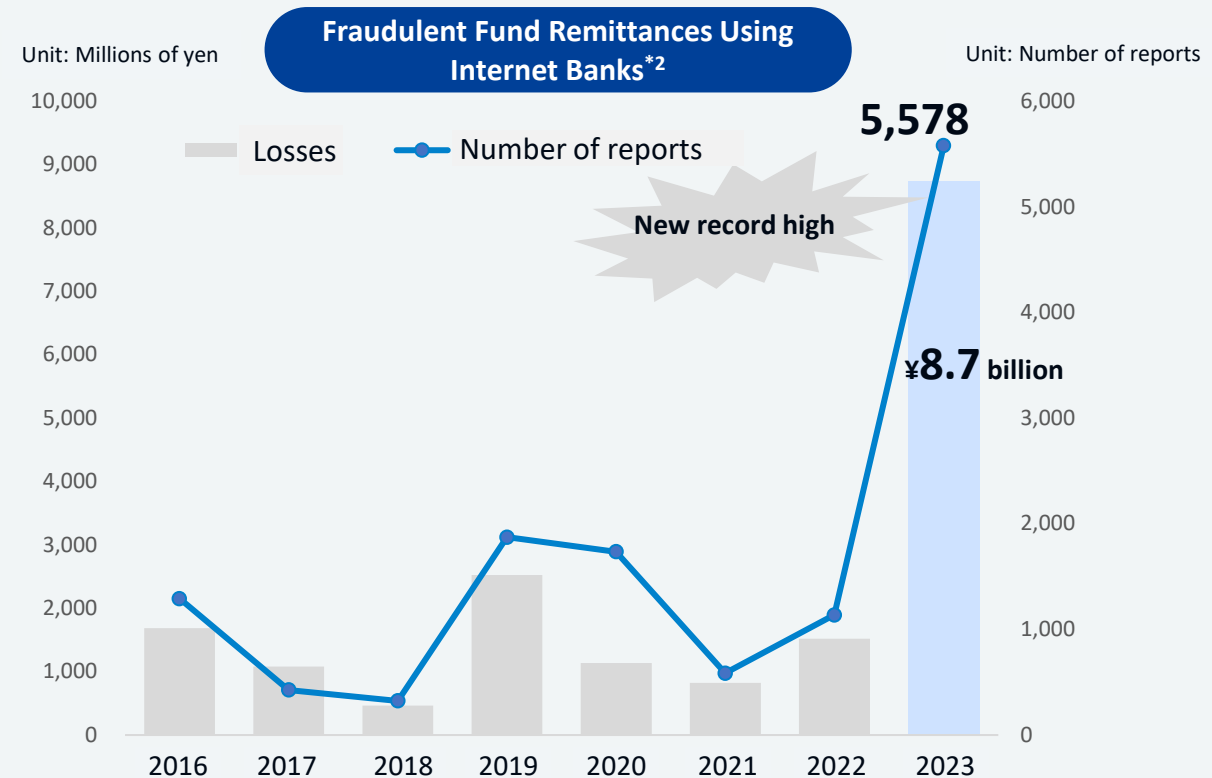
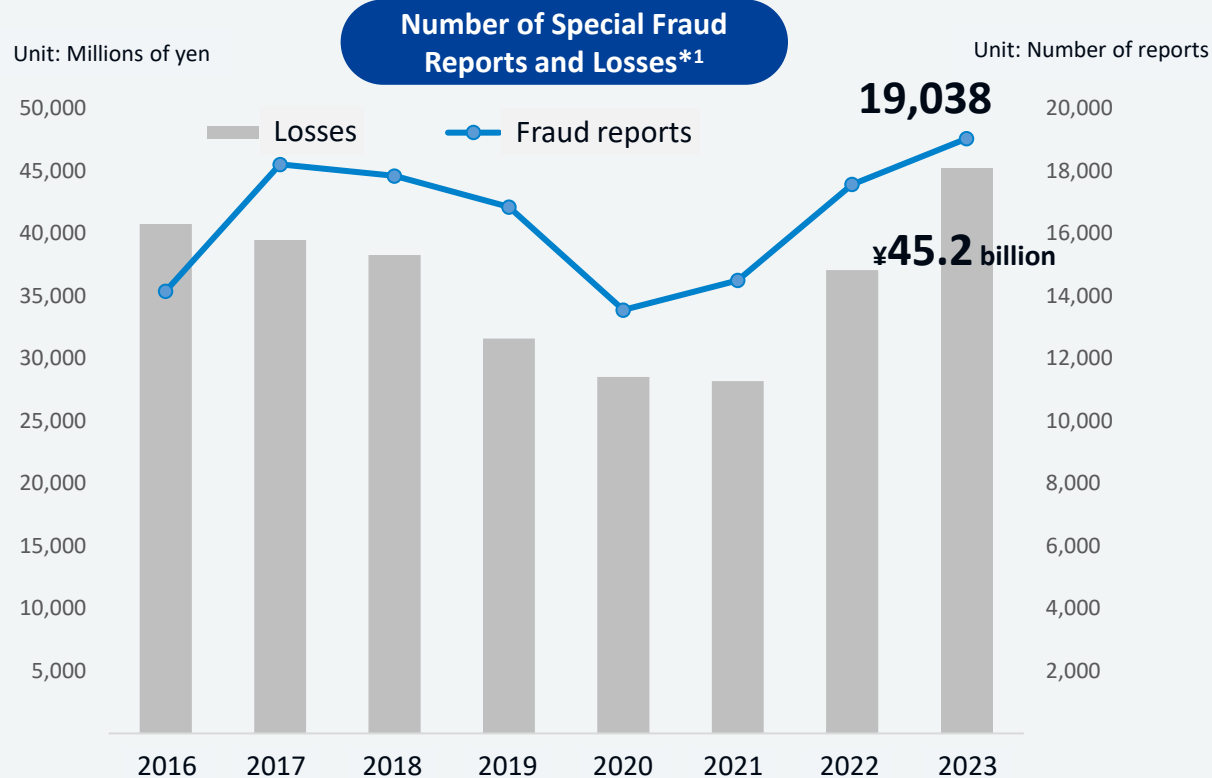
- Sales have increased every year since Tobila Systems started operations.
- Operations generate consistent recurring revenue because services are provided as an option to customers of Japan's big three cell phone carriers.
- Currently focusing on the creation of a second core business



\*Bar graphs are sales

# The Social Problem of Special Fraud and Phishing

- In 2023, there were 19,038 reports of special fraud (fraud with no face-to-face contact) and losses of ¥45.2 billion. Both figures are record highs since 2016.
- Almost all losses caused by fraudulent fund remittances using internet banks were caused by phishing. The amount of these losses and number of reports both rose to new records in 2023.



\*1: [Identification and Control of Special Fraud in 2023 \(final version\)](#), National Police Agency

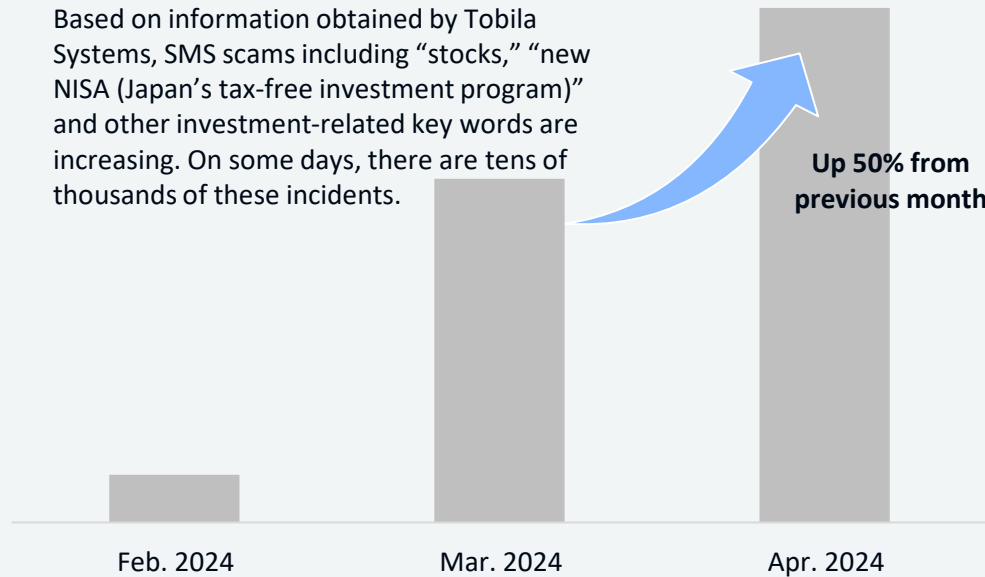
\*2: [Threats in Cyberspace in 2023](#), National Police Agency

## A Rapid Increase in Reports of SMS Scams Involving Investments

- SNS investment scams by parties impersonating famous people are increasing rapidly: 2,271 reports and losses of about ¥27.8 billion in 2023. As a result, the number of SMS investment scams detected is growing.

### Reported SMS Investment Scams\*

Based on information obtained by Tobila Systems, SMS scams including “stocks,” “new NISA (Japan’s tax-free investment program)” and other investment-related key words are increasing. On some days, there are tens of thousands of these incidents.



### Examples of Investment Fraud SMS Messages

A new study program for making money on stocks using the new NISA has started! Be sure to sign up quickly before the registration deadline. >> [https://\[redacted\]](https://[redacted])

Offering at no charge an event starting now with recommendations at 8AM for stocks that will go up the same day.

[https://\[redacted\]](https://[redacted])

Stock investment expert circle >> [https://\[redacted\]](https://[redacted])

Make money consistently in the stock market with Professor Sato, well-known for “Stock Market Classic Technology Study and Use.” [https://\[redacted\]](https://[redacted])

\*Press release titled “[Tobila Systems Report on Special Fraud and Phishing](#)” (March 2024). The April data is for April 1-April 24, 2024



## Tobila Systems' Strengths: The Fraudulent Call/Message Database

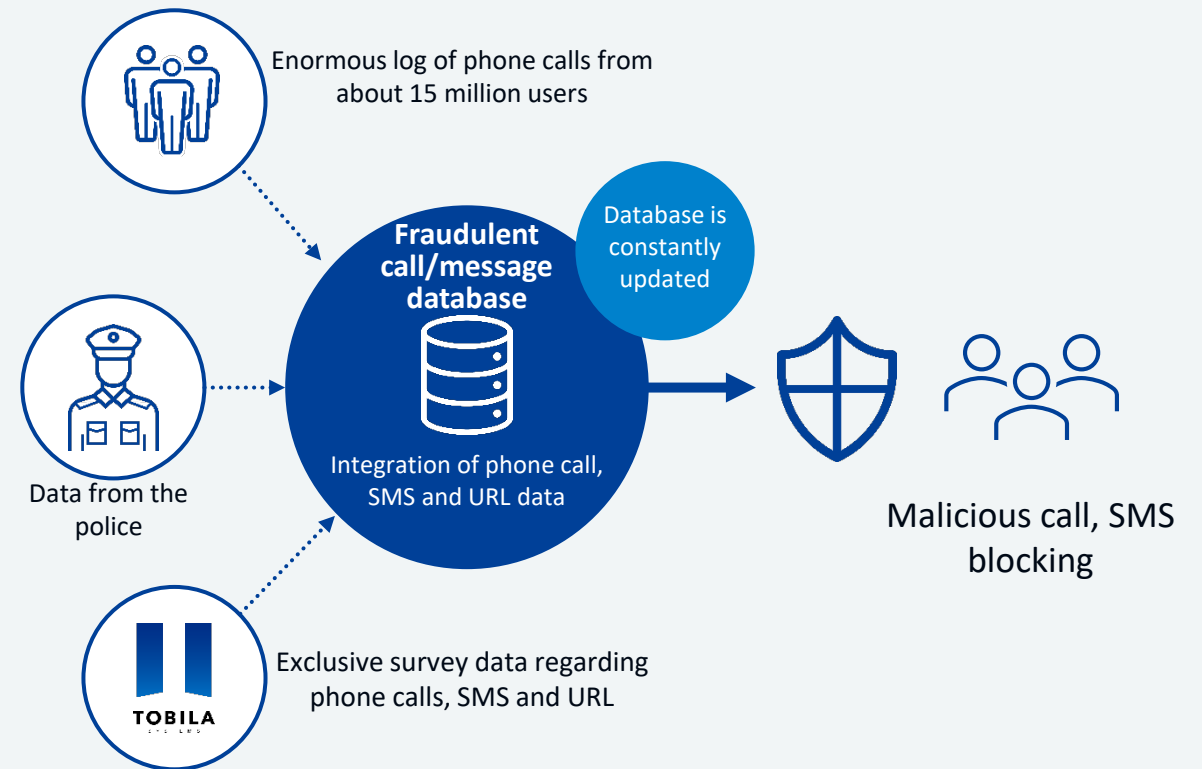
- Losing money due to a scam begins with answering a dangerous phone call, responding to malicious SMS or visiting a dangerous website
- Tobila Systems updates every day its fraudulent call/message database that contains dangerous phone number, SMS and URL information to protect users of Tobila Systems services by blocking incoming calls and messages from these sources

### Strengths of Our Fraudulent Call/Message Database

- Tobila Systems receives information from the police about telephone numbers and URLs that were used for crimes and other malicious activities
- The database includes a system for incorporating feedback from users concerning phone numbers and SMS
- The database is updated every day 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



## Outline of Services

- For all-inclusive protection, the Fraud and Spam Prevention Business has three categories of services: mobile phones, landline phones and business phones

### Mobile phone products



- Provided mainly as a mobile carrier app.
- Blocks fraudulent phone calls and SMS.
- Blocks uncomfortable ads.

### Landline phone products



- Sold as an external or built-in unit and as function incorporated into a carrier's network infrastructure.
- Blocks unnecessary sales calls and fraudulent calls.

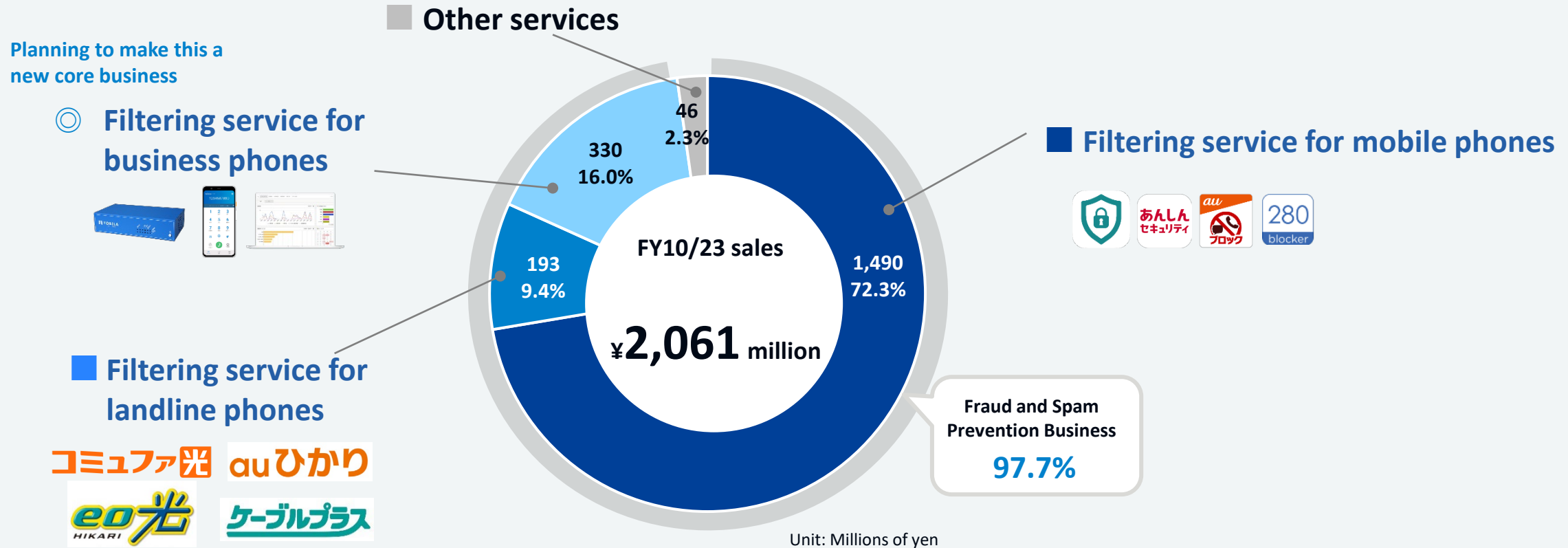
### Business phone products



- Services for corporations
- Makes telephone tasks more efficient and supports the digital transformation.

## Business Segments (FY10/23)

- In the core Fraud and Spam Prevention Business, filtering services for mobile phones are about 72.3% of sales.
- Consistent earnings of mobile phone services are used to fund expenditures in the rapidly growing filtering services for business phone category.

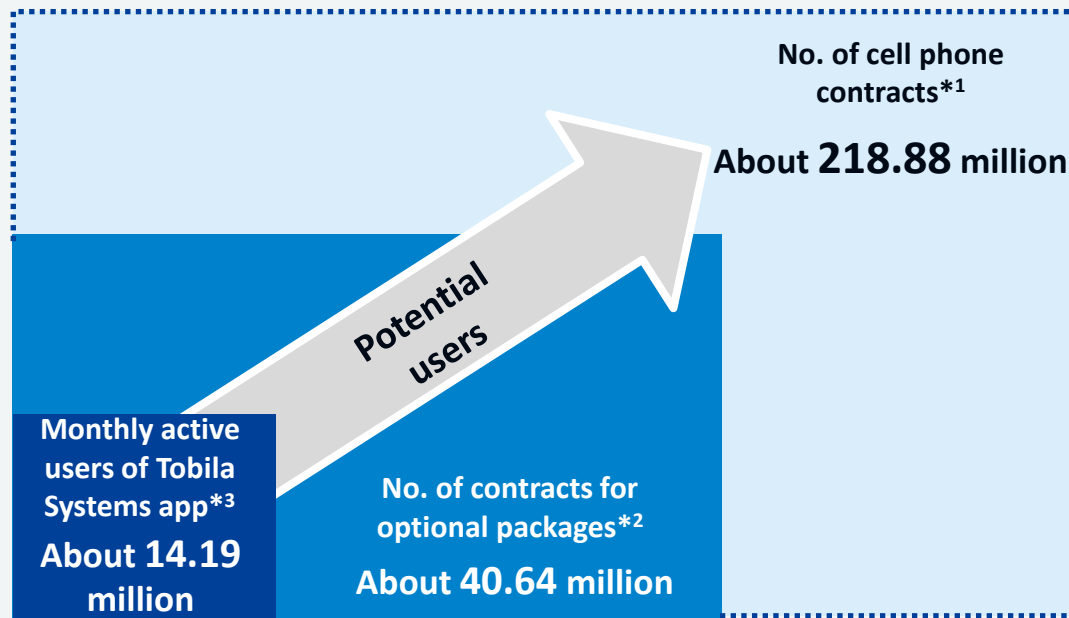


Mobile Phone Services

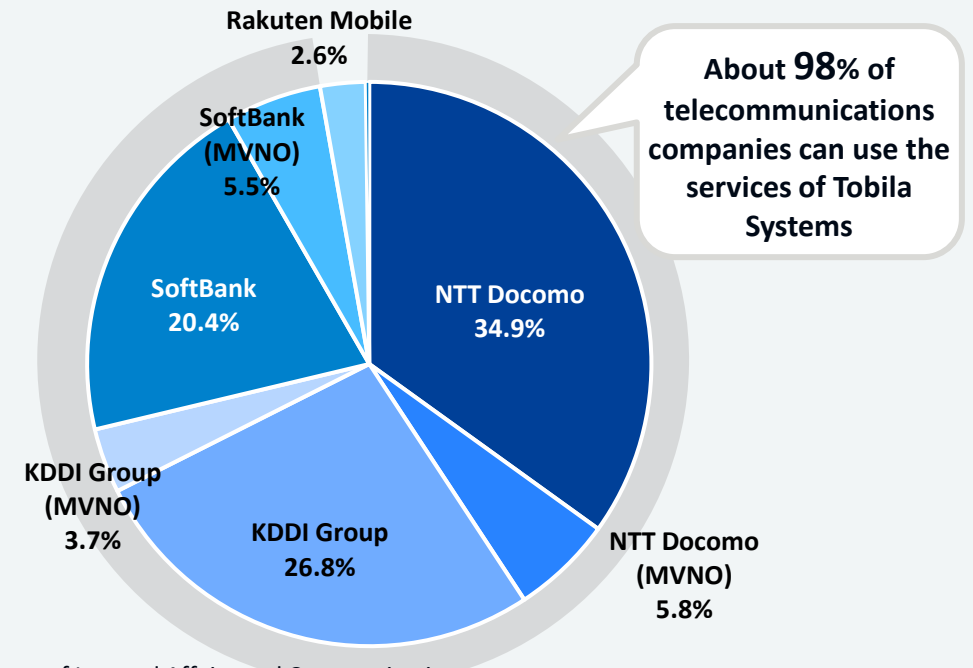
# Growth Potential for Mobile Phone Services

- The number of users who can use Tobile Systems services at no extra charge are currently more than about 40.64 million.
- All major cell phone carriers in Japan provide Tobile Systems services, which makes possible effective activities for promoting the use of these services.

### Potential Market Size



### Mobile Phone Market Share in Japan



\*1: Quarterly data on the “Number of Telecommunications Service Contracts and Market Share” (announced on March 22, 2024), Ministry of Internal Affairs and Communications

\*2: Tobile Systems estimate based on data collected by Tobile Systems for SoftBank, Smart Pass Premium contracts for au based on the [KDDI FY3/24 financial data](#) and the number of contracts for options announced on December 19, 2018 for NTT Docomo.

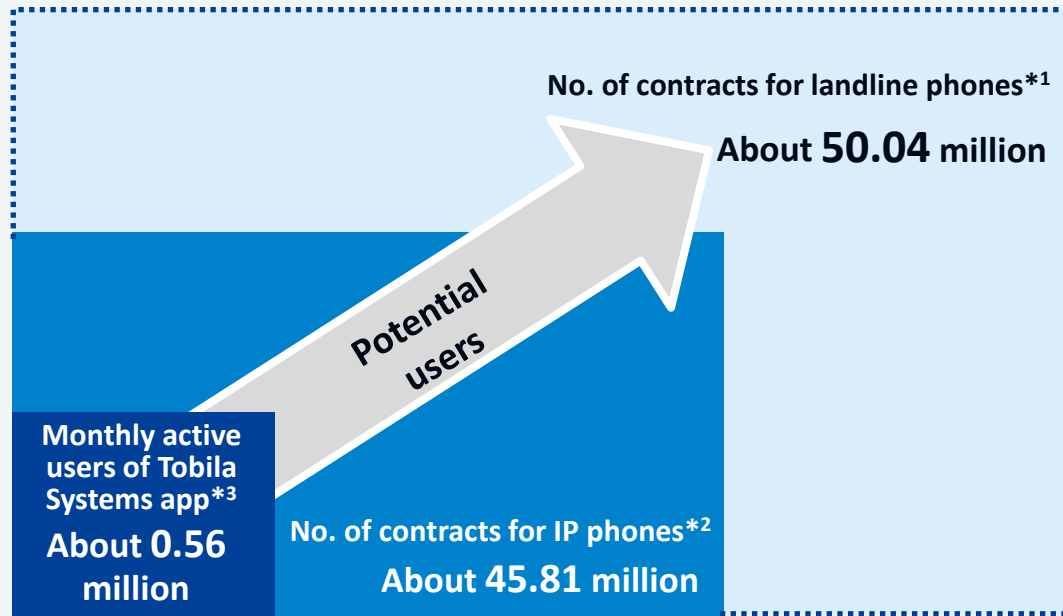
\*3: Number of the monthly active users as of April 30, 2024, includes some provisional figures. The data may vary somewhat when the finalized figures are released and reflected in the data.

Landline Phone Services

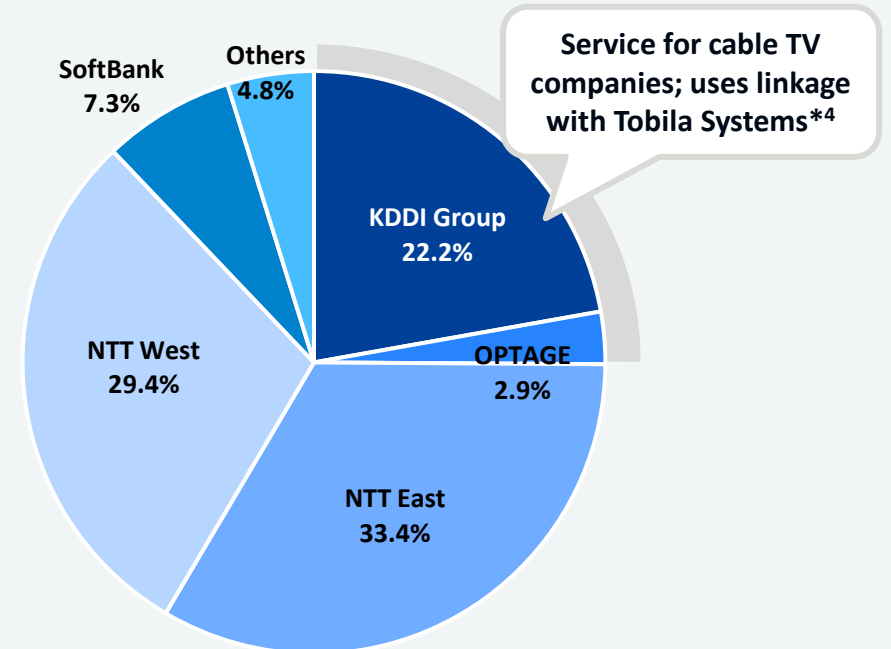
# Growth Potential for Landline Phone Services

- In January 2024, NTT East and NTT West began moving customers from landline services to IP networks. As a result, the IP phone sector has significant growth potential because many landline users are expected to shift to IP phones.

Potential Market Size



Landline Phone Market Share in Japan



\*1 and \*2: Quarterly data on the [“Number of Telecommunications Service Contracts and Market Share”](#) (announced on March 22, 2024), Ministry of Internal Affairs and Communications

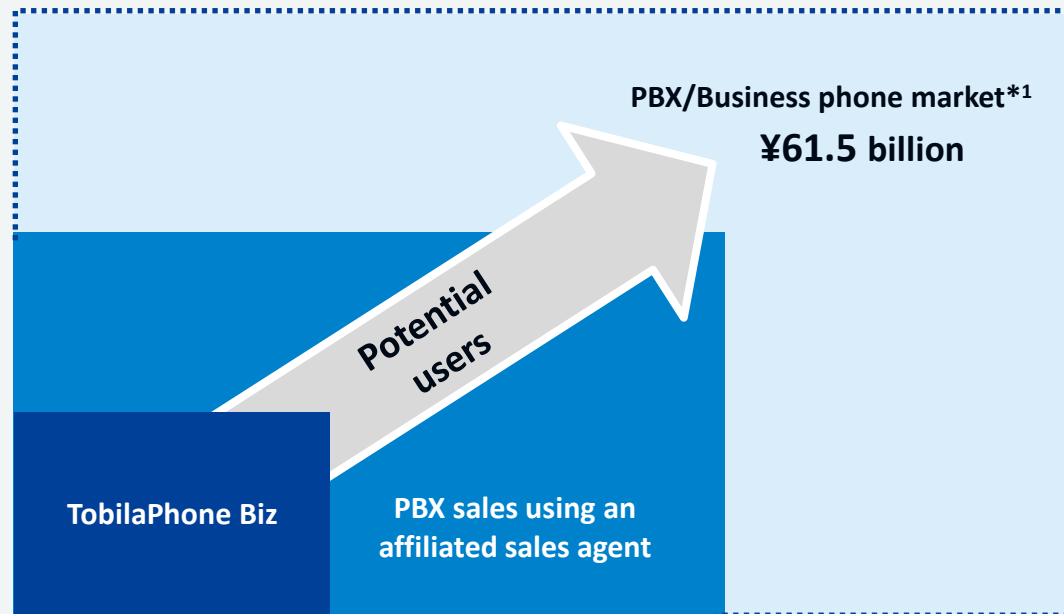
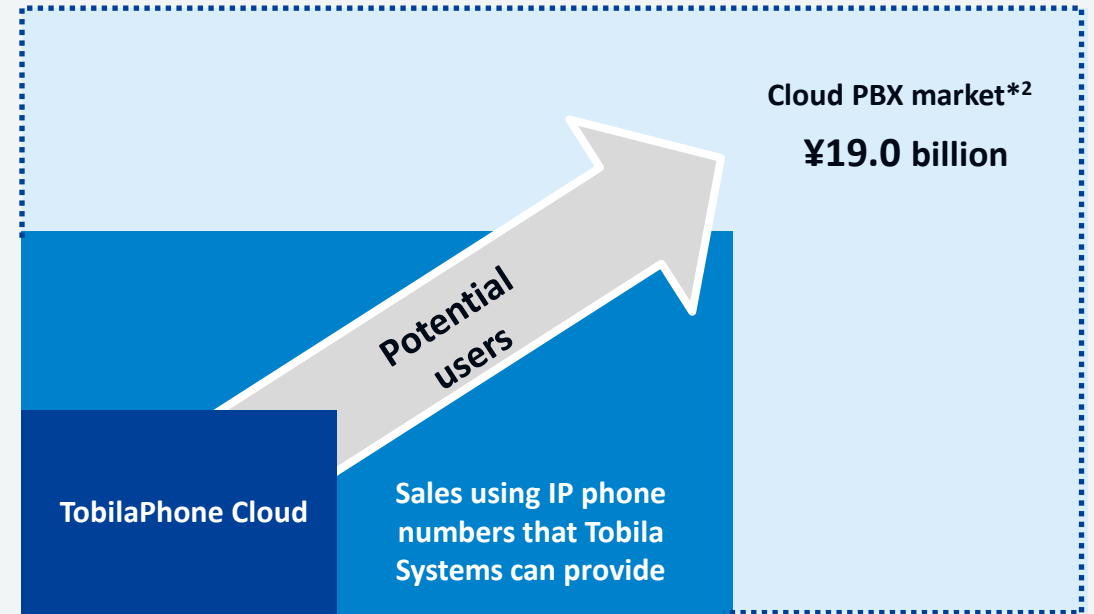
\*3: Number of the monthly active users as of April 30, 2024, includes some provisional figures. The data may vary somewhat when the finalized figures are released and reflected in the data.

\*4: Press release titled [“Provision of the Fraudulent Call Automatic Blocker, Japan’s first automatic call blocking service for a landline phone that requires no external call blocking attachment”](#)

## Business Phone Services

## Growth Potential for Business Phone Services

- TobilaPhone Biz is used with a PBX. The size of the PBX/business phone market in Japan is ¥61.5 billion.
- The size of the cloud PBX market in Japan, which is the market for TobilaPhone Cloud, is ¥19.0 billion. This market is growing as users move from the PBX to the cloud PBX market.

Potential Market Size for  
TobilaPhone BizPotential Market Size for  
TobilaPhone Cloud

\*1: PBX and key telephone system sales in 2022 based on the CIAJ Telecommunications Medium-term Demand Forecast 2022-2027

\*2: 2022 forecast in 2022 Communications Marketing Survey by Fuji Chimera Research Institute, Inc.

**02**

**2Q FY10/24 Topics**

## Mobile Phone Services

# Higher Rates for Contracts x Unit Price Contracts

- In April 2024, contracts were renewed at a higher rate for contracts x unit price contracts; higher rates contributed to one month of second quarter sales.

### Higher rates for contracts x unit price contract formats\*

No. of contracts × Unit price

- Sales are linked to the number of optional package contracts that permit the use of Tobila Systems services
- Contractual rates were increased in April 2024

\*IR note <for Mobile Phone Filtering Services> “Differences in contract formats” <https://note.com/tobila4441/n/n71f22dbaab6d>



Business Phone Services

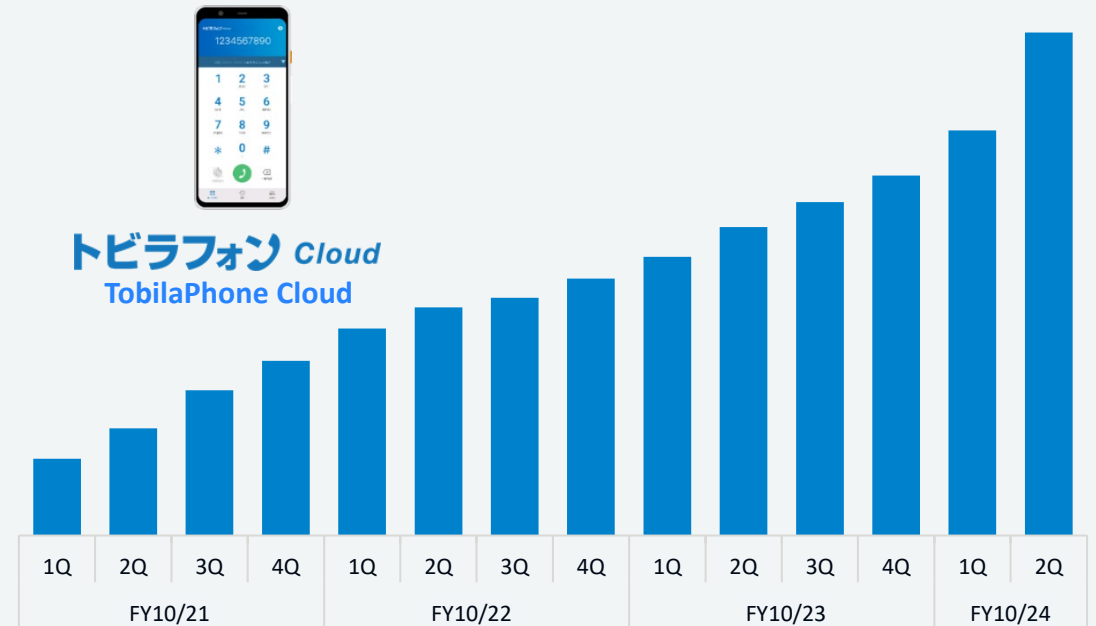
# Growth of TobilaPhone Biz and TobilaPhone Cloud Sales

- Steady sales growth of TobilaPhone Biz and TobilaPhone Cloud
- Sales of TobilaPhone Cloud, which has received an ITreview Grid Award and BOXIL SaaS Award, are growing even faster with the support of measures to strengthen sales structure

Cumulative TobilaPhone Biz Units Sold



Number of TobilaPhone Cloud IDs



**03**

**2Q FY10/24 Financial Results**

## 2Q FY10/24 Financial Summary

- Sales and earnings at all levels were higher than one year earlier and higher than in the previous quarter. Net sales, operating profit and ordinary profit increased to new all-time highs.

	2Q FY10/23	1Q FY10/24	2Q FY10/24 Results	YoY	QoQ
Unit: Millions of yen					
Net sales	521	567	586	112.3%	103.2%
EBITDA*	221	247	280	126.5%	113.3%
Operating profit	175	202	235	134.4%	116.4%
Ordinary profit	174	201	235	134.6%	116.5%
Profit	115	155	157	136.5%	101.3%

\*EBITDA = Operating profit + Depreciation + Goodwill amortization

## 2Q FY10/24 Service Category Sales

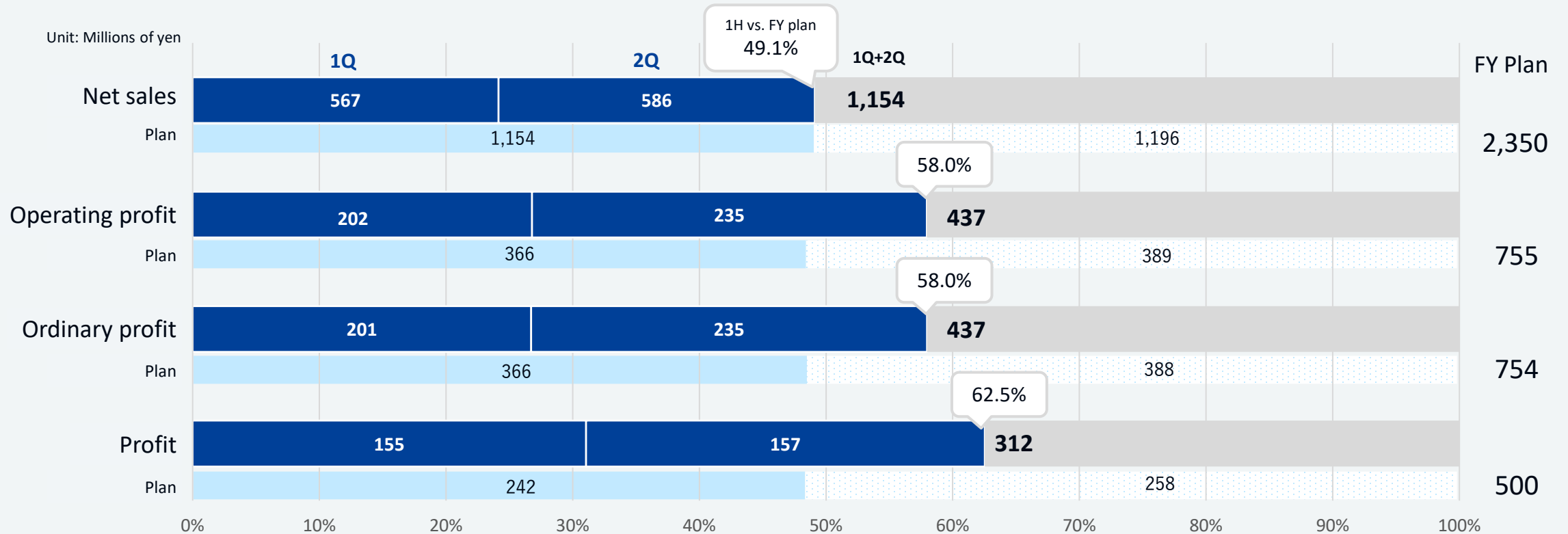
- Steady growth of mobile phone service sales mainly because of a fixed-payment contract format rate increase in December 2023 and a contracts x unit price contract format rate increase in April 2024
- Growth of business phone services sales is continuing as sales of TobilaPhone Biz and TobilaPhone Cloud increase

	2Q FY10/23	1Q FY10/24	2Q FY10/24 Results	YoY	QoQ
Unit: Millions of yen					
Fraud and Spam Prevention Business	510	567	586	114.9%	103.2%
Mobile phone services	378	397	399	105.7%	100.5%
Landline phone services	47	51	53	111.7%	102.5%
Business phone services	84	113	132	156.8%	116.9%
Other*	-	5	0	-	17.9%
Other services	11	-	-	-	-

\*Beginning with 1Q FY10/24, we have changed to a single reportable segment of Fraud and Spam Prevention Business due to the sale of HP4U in the previous fiscal year. "Other services" has been included in "Fraud and Spam Prevention Business".

## First Half vs. FY10/24 Forecasts

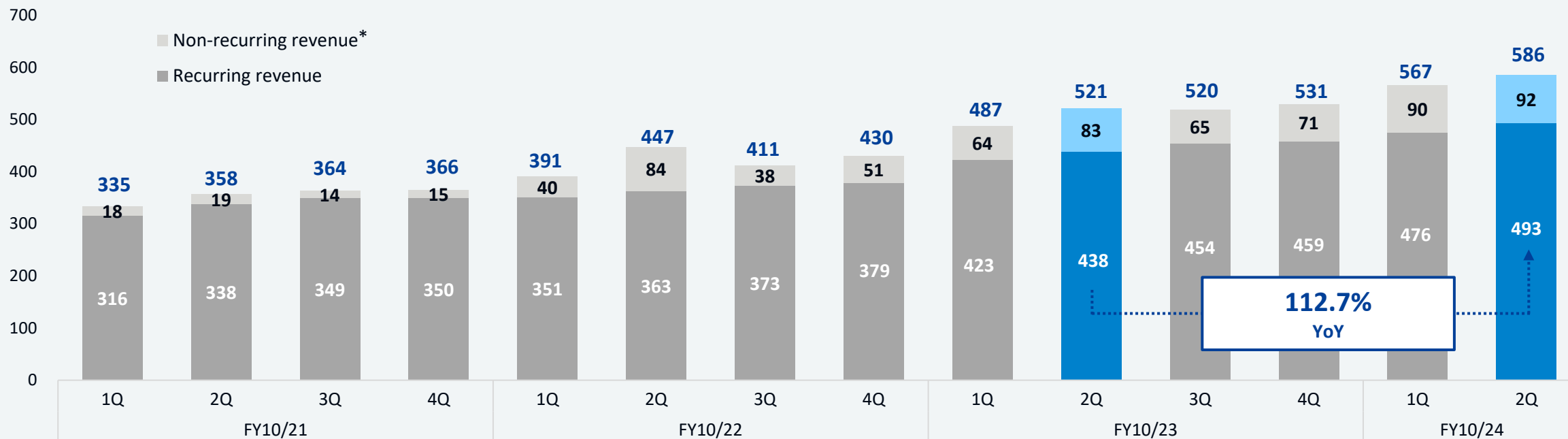
- Sales were consistent with the first half forecast. Expect total sales to reach the initial forecast.
- Although first half earnings at all levels were more than 50% of the fiscal year forecast, there is no change in the fiscal year earnings forecasts due to the outlook for second half expenses for recruiting and advertising activities involving growing market sectors.



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

- Recurring revenue increased 12.7% YoY mainly because of higher business phone service revenue and higher rates for services for mobile phones
- Non-recurring revenue includes one-time revenue from 280blocker (ad blocking app), sales of TobilaPhone and TobilaPhone Biz hardware, and one-time development projects

Unit: Millions of yen



\*Non-recurring revenue includes sales of 280blocker (iOS ad blocking app), hardware for TobilaPhone and TobilaPhone Biz, and other products

## Major Contract Formats for Mobile Phone Filtering Services\*

- Tobilas Systems filtering services are included in the optional packages of major carriers; there are three types of contract formats
- Focusing on raising the accuracy of the Tobilas Systems app to enable sales through major carriers

### Fixed payment (Subscription contract)

This fixed payment format generates sales that are not affected by changes in the number of contracts or monthly users.

### Fixed payment (Subscription contract)

- Service provided for a fixed monthly fee
- Steady sales because changes in the number of contracts or monthly users does not change sales

### No. of contracts × Unit price

Sales are linked to the number of optional package contracts that permit the use of Tobilas Systems services.

### No. of contracts × Unit price

- Tobilas Systems revenue is directly linked with the revenue of major cell phone carriers
- The number of people with an optional package contract is decreasing as more people switch to low-cost smartphones

### Monthly active users × Unit price

Sales are linked to monthly users of Tobilas Systems services

### Monthly active users × Unit price

- The characteristics of this contract format make it easy to conduct highly effective activities for attracting more users
- The change in the number of monthly active users of Tobilas Systems services must be monitored closely

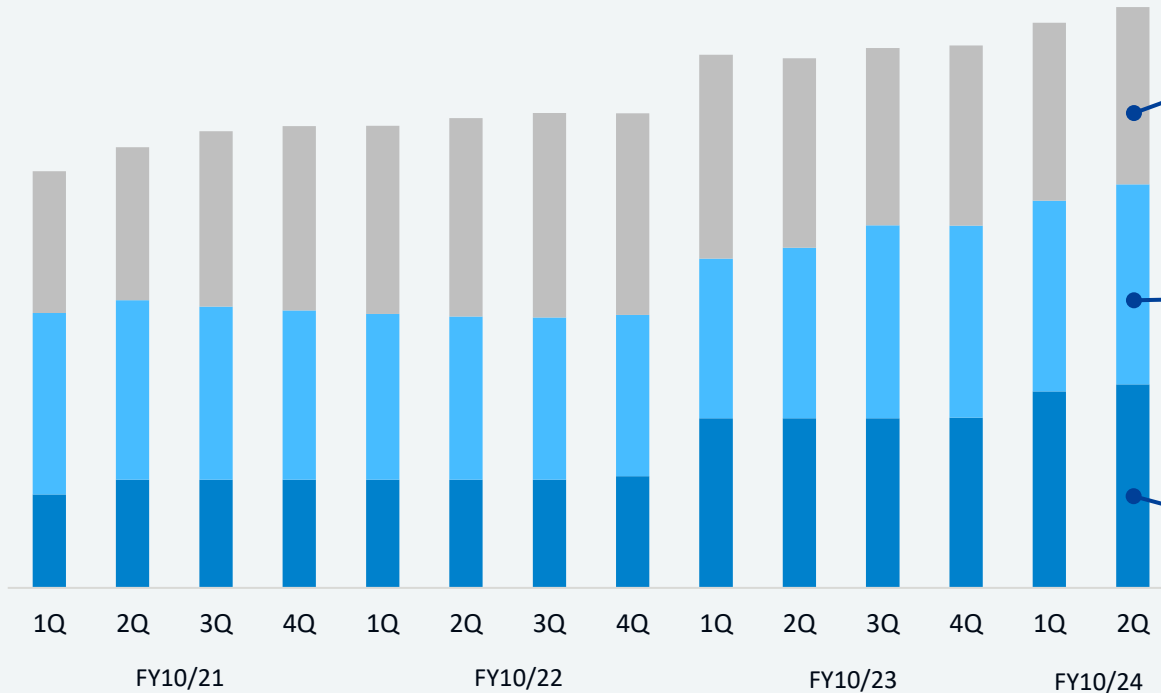
\*IR note <for Mobile Phone Filtering Services> "Differences in contract formats" <https://note.com/tobila4441/n/n71f22dbaab6d>

Mobile Phone Services

# Quarterly Sales of Contract Formats

- Contracts x unit price contract sales increased because of rate increases beginning with contract renewals in April.
- Improvement in the number of users for some contract formats. Activities with telecommunication carriers for increasing the use of Tobila Systems services will continue.

Quarterly sales composition of contract formats\*



Sales and monthly active users (Performance vs. prior quarter)

Difference between 1Q and 2Q FY10/24

Monthly active users × Unit price

Sales:	99.7%
Monthly active users:	99.8%

Contracts × Unit price

Sales:	104.8%
Monthly active users:	-%

Fixed payment (subscription contract)

Sales:	103.7%
Monthly active users:	100.8%

Increased due to higher rates starting in April 2024 when contracts are renewed

No comparison due to the difficulty of making adjustments for users counted twice during the app renewal period

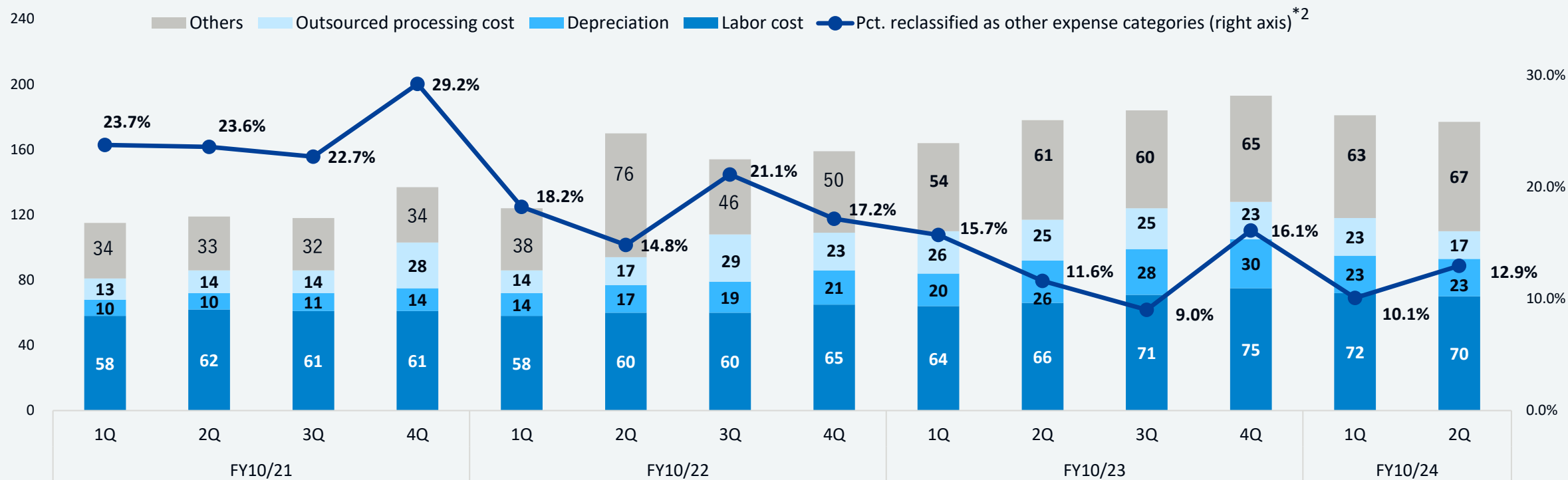
\*Sales and the number of monthly users are for only contracts with Japan's big three telecommunication companies. Inexpensive smartphone service and other MVNO contracts are not included.



# Cost of Sales

- The cost of sales\*<sup>1</sup> was controlled generally as planned.
- Lowered the fiscal year cost of sales forecast from ¥712 million to ¥664 million mainly because of a reexamination of the plan for unit sales of hardware

Unit: Millions of yen



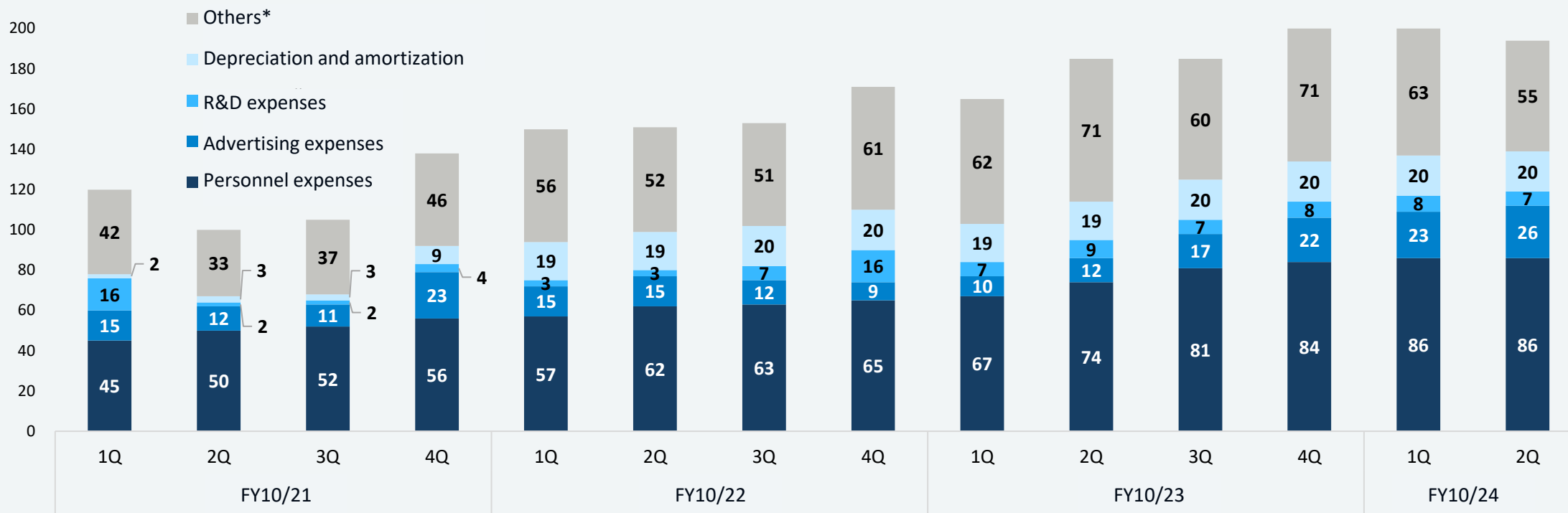
\*1: The sum of labor cost, depreciation and others does not match the total cost of sales on the income statement because these figures are before adjustments for reclassified expenses and work in process transfers

\*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

- SG&A expenses were controlled generally as planned.
- Increased the fiscal year forecast for SG&A expenses from ¥883 million to ¥930 million. One reason is the second half use of recruiting and other expenses that were pushed back from the first half. Another reason is expected advertising expenditures for TobilaPhone Cloud and 280blocker, which are categories where sales are growing.

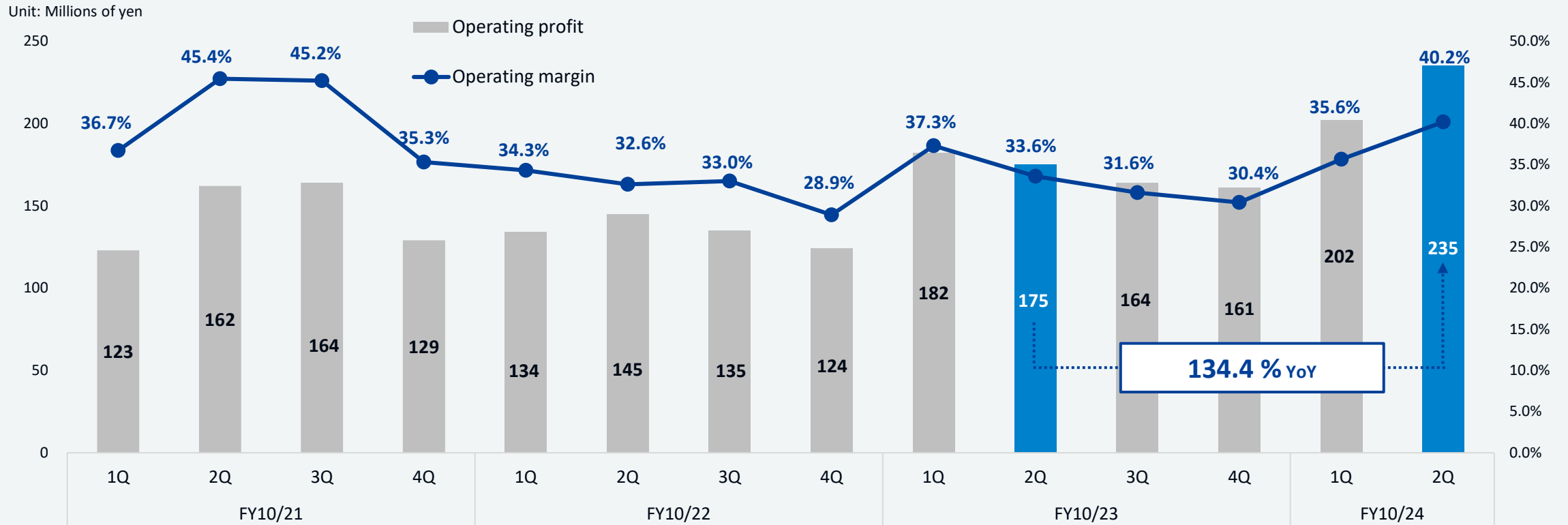
Unit: Millions of yen



\*Others include collection fees, business process outsourcing fees, real estate leases and other items

# Operating Profit

- Record high quarterly operating profit
- Expenditures in the second half are planned for hiring people and for advertising and marketing activities in the growth sector. No change in the fiscal year forecast of ¥755 million.



## Quarterly Expenses

	2Q FY10/23	1Q FY10/24	2Q FY10/24 Results	YoY	QoQ
Unit: Millions of yen					
<b>Cost of sales</b>	158	163	<b>154</b>	97.5%	94.2%
Labor cost	66	72	<b>70</b>	106.2%	97.3%
Outsourced processing cost	25	23	<b>17</b>	67.0%	72.3%
Depreciation	26	23	<b>23</b>	90.5%	99.0%
Others	61	63	<b>67</b>	110.7%	106.5%
Pct. of cost of sales classified as R&D expenses and assets*	11.6%	10.1%	<b>12.9%</b>	1.3pt	2.9pt
<b>SG&amp;A expenses</b>	188	201	<b>196</b>	104.3%	97.4%
Personnel expenses	74	86	<b>86</b>	115.4%	99.9%
Advertising expenses	12	23	<b>26</b>	211.5%	114.6%
R&D expenses	9	8	<b>7</b>	77.1%	91.0%
Depreciation and amortization	19	20	<b>20</b>	104.1%	99.6%
Others	71	63	<b>55</b>	77.5%	87.7%

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

## Balance Sheet

- Cash and deposits and current liabilities (mainly an increase in contract liabilities because earnings are recognized over the length of contracts) were the main reasons for the increases in assets and liabilities

Unit: Millions of yen	FY10/23	2Q FY10/24	Change
<b>Current assets</b>	2,816	3,046	230
Cash and deposits	2,404	2,592	187
Trade receivables and contract assets	254	282	28
Other	156	171	14
<b>Non-current assets</b>	830	784	-46
Property, plant and equipment	103	85	-18
Intangible assets	405	362	-42
Investments and other assets	322	336	14
<b>Total assets</b>	3,646	3,830	183
<b>Liabilities</b>	1,510	1,678	168
Current liabilities	1,314	1,508	193
Non-current liabilities	195	170	-25
<b>Net assets</b>	2,136	2,152	15
<b>Equity ratio</b>	58.6%	56.2%	-2.4pt

**04**

**FY10/24 Earnings Forecast**

## FY10/24 Forecast

- No change in the initial FY10/24 forecast for sales of ¥2,350 million and operating profit of ¥755 million

Unit: Millions of yen	FY10/22 Results	FY10/23 Results	FY10/24 Forecast	YoY
Net sales	1,681	2,061	<b>2,350</b>	114.0%
EBITDA*1	693	870	<b>941</b>	108.1%
Operating profit	540	682	<b>755</b>	110.6%
Ordinary profit	532	679	<b>754</b>	111.0%
Profit	322	517	<b>500</b>	96.6%
(Profit excluding extraordinary income (loss))	(350)	(469)	<b>(500)</b>	(106.4%)
Operating margin	32.2%	33.1%	<b>32.1%</b>	-
ROE*2	20.1%	26.9%	<b>22.5%</b>	-
Equity ratio	64.1%	58.6%	<b>56.4%</b>	-

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

\*2: ROE is calculated by using average shareholders' equity in each fiscal year

## FY10/24 Sales Forecast by Category (Partially Revised)

- Mobile phone services: Sales are expected to be higher than planned because the initial plan did not include the rate increase for the contracts x unit price contract format
- Business phone services: Parts of the plan have been revised to reflect slower than expected progress with adding TobilaPhone Biz sales agents and other activities

Unit: Millions of yen

	FY10/22 Results	FY10/23 Results	FY10/24 Forecast		YoY (After revision)
Fraud and spam prevention services	1,621	2,014		2,350	116.7%
Mobile phone services	1,271	1,490	1,551	▶ 1,611	108.1%
Landline phone services	165	193		213	110.1%
Business phone services	184	330	579	▶ 520	157.2%
Others	-	-		6	-
Other services	60	46		-	-

\*Beginning with 1Q FY10/24, we have changed to a single reportable segment of Fraud and Spam Prevention Business as other services has become insignificant. "Other services" has been included in "Fraud and Spam Prevention Business."



## FY10/24 Forecast for Expenses (Partially Revised)

- Cost of sales: Revisions caused by a lower labor cost due primarily to the slower than planned pace of hiring people and a smaller number of hardware sales because of the revised TobilaPhone Biz sales plan
- SG&A expenses: Revisions caused by lower personnel expenses due primarily to a slower than planned pace of hiring people and to an increase in advertising expenses

Unit: Millions of yen	FY10/22 Results	FY10/23 Results	FY10/24 Forecast		YoY (After revision)
<b>Cost of sales</b>	505	628	<b>712</b> ▶	<b>664</b>	105.8%
Labor cost	245	278	<b>320</b> ▶	<b>304</b>	109.6%
Outsourced processing cost	84	100	<b>90</b> ▶	<b>80</b>	79.9%
Depreciation	72	105		<b>99</b>	93.8%
Others	212	241	<b>316</b> ▶	<b>283</b>	117.1%
Pct. of cost of sales classified as R&D expenses and assets*	17.7%	13.1%	<b>13.9%</b> ▶	<b>13.1%</b>	0.0pt
<b>SG&amp;A expenses</b>	634	750	<b>883</b> ▶	<b>930</b>	124.0%
Personnel expenses	250	308	<b>372</b> ▶	<b>355</b>	115.0%
Advertising expenses	52	63	<b>79</b> ▶	<b>125</b>	198.2%
R&D expenses	30	31		<b>37</b>	117.3%
Depreciation and amortization	80	80		<b>84</b>	104.8%
Others	221	266	<b>309</b> ▶	<b>329</b>	123.5%

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

## Disclaimer

Tobila Systems plans to announce FY10/24 third quarter results of operations [at 16:00 on September 10, 2024 \(Tuesday\)](#).

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 these statements.

Risk factors and uncertainties include the economic environment in Japan and other countries, such as the industry and markets where Tobila Systems operates 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 even if there is new information, a future event or any other reason for an update or revision.

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



# Appendix

## — Answers to Expected Questions

Categories	Questions	Answers
<b>Business phone services</b>	Why did you lower the fiscal year target for business phone service sales? What is your outlook for the growth of this category?	Our revision of the number of TobilaPhone Biz hardware units to be sold is the main reason for the change in the forecast involving business phone services. Our initial target for hardware sales was based on the assumption that we would add more sales agents and take other actions for growth. We have revised the plan for hardware sales mainly to reflect the slower than expected pace of these actions. However, the number of hardware units sold is increasing steadily with the support of firm sales in existing channels. We plan to continue taking actions for the growth of sales in existing channels while adding sales agents and taking other actions for more growth.
<b>Corporate</b>	You said that advertising expenditures will increase in the second half. What types of activities will be responsible for this increase?	We plan to use advertising expenditures mainly for TobilaPhone Cloud and 280blocker. The objective of most of this advertising is to raise awareness of the cloud PBX and our products. The pace of TobilaPhone Cloud sales growth is increasing. We want to use activities to raise awareness of this service for the maximization of our sales and earnings.
<b>Corporate</b>	You have not revised your fiscal year forecast even though first half earnings at all levels were more than half of the fiscal year forecasts. You said the reason is expenditures for recruiting and for investments in growing market sectors. Please explain how you determine estimates for expenses.	For recruiting and growth sector expenditures, senior management approves or rejects expenditures under consideration based on the expected benefits. In general, managers use a somewhat conservative stance for estimating benefits of expenditures. The key point is to achieve sales and earnings targets while making investments for growth.

## Financial Status in Prior Years: Quarterly Results\*1

Unit: Millions of yen	FY10/21				FY10/22				FY10/23				FY10/24	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
<b>Net sales</b>	335	358	364	366	391	447	411	430	487	521	520	531	567	586
Fraud and Spam Prevention Business	316	335	344	349	377	430	397	415	471	510	509	523	567	586
Other services	19	22	19	17	14	16	14	15	16	11	10	7	-	-
<b>Cost of sales</b>	89	92	92	97	103	147	121	133	138	158	169	162	163	154
Labor cost	58	62	61	61	58	60	60	65	64	66	71	75	72	70
Outsourced processing cost	13	14	14	28	14	17	29	23	26	25	25	23	23	17
Depreciation	10	10	11	14	14	17	19	21	20	26	28	30	23	23
Others	34	33	32	34	38	76	46	50	54	61	60	65	63	67
Pct. of cost of sales classified as R&D expenses and assets*2	23.7%	23.6%	22.7%	29.2%	18.2%	14.8%	21.1%	17.2%	15.7%	11.6%	9.0%	16.1%	10.1%	12.9%
<b>SG&amp;A expenses</b>	122	102	106	139	153	154	154	173	167	188	186	207	201	196
Personnel expenses	45	50	52	56	57	62	63	65	67	74	81	84	86	86
Advertising expenses	15	12	11	23	15	15	12	9	10	12	17	22	23	26
R&D expenses	16	2	2	4	3	3	7	16	7	9	7	8	8	7
Depreciation and amortization	2	3	3	9	19	19	20	20	19	19	20	20	20	20
Others	42	33	37	46	56	52	51	61	62	71	60	71	63	55

\*1: Beginning with 1Q FY10/24, we have changed to a single reportable segment of Fraud and Spam Prevention Business as other services has become insignificant. "Other services" has been included in "Fraud and Spam Prevention Business."

\*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

## Quarterly Sales Composition by Category in Prior Years\*

	FY10/21				FY10/22				FY10/23				FY10/24	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
Unit: Millions of yen														
<b>Fraud and Spam Prevention Business</b>	316	335	344	349	377	430	397	415	471	510	509	523	567	586
Mobile phone services	265	281	290	295	311	331	313	314	361	378	371	378	397	399
Landline phone services	38	37	37	34	34	51	38	41	44	47	50	50	51	53
Business phone services	11	17	16	20	31	48	44	59	65	84	87	93	113	132
Other	-	-	-	-	-	-	-	-	-	-	-	-	5	0
<b>Other services</b>	19	22	19	17	14	16	14	15	16	11	10	7	-	-

\*Beginning with 1Q FY10/24, we have changed to a single reportable segment of Fraud and Spam Prevention Business as other services has become insignificant. "Other services" has been included in "Fraud and Spam Prevention Business."

## Reference

## — Use of SNS for the Distribution of IR Information

- Tobila Systems distributes IR information by using SNS (note and X). Please follow us on note and X.

## Use of note to distribute information to investors

Tobila Systems periodically posts information about results of operations, answers to questions from shareholders and other investors, and other information on note. Tobila Systems also participates in IR note magazine.



note

<https://note.com/tobila4441>


## Official IR Account on X

Tobila Systems distributes IR information for the purposes of giving investors an even better understanding of results of operations and business activities.



Account name: Tobila Systems IR Official

User name: @tobila\_ir

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

Corporate

# Aiming to Establish a Reputation as a Special Fraud and Phishing Risk and Prevention Specialist

- At the end of every month since October 2023, Tobila Systems has been issuing a Special Fraud and Phishing Monthly Report\*1 for the purpose of earning a reputation as a specialist involving these types of scams



## Special Fraud and Phishing Report

- Monthly information about current special fraud and phishing trends based on data that only Tobila Systems has
- Information about SNS investment scams and scams using international telephone calls
- Use of Tobila Systems surveys and data by a large number of news and other TV programs\*2
- Recorded video appearances of Tobila Systems personnel on information programs and supervision of special fraud information by these individuals; for example, a Tobila Systems security research specialist appeared on a [TV Asahi information program](#) on May 23

\*1: Press release titled "[Tobila Systems Report on Special Fraud and Phishing](#)" (April 2024)  
 \*2: Articles about Tobila Systems (<https://tobila.com/news/media/>)



