



GREE, Inc.

FY2025 First Quarter Financial Results

November 5, 2024

Executive Summary



FY25 1Q Financial Results Overview (Consolidated)		<ul style="list-style-type: none"> ■ Net sales ¥12.9 billion, operating profit -¥0.1 billion, EBITDA -¥0.1 billion <ul style="list-style-type: none"> - Although performance in the Investment Business was weak, results in the Game and Anime Business, Metaverse Business, and DX Business surpassed expectations
Operational Overview	Game and Anime	<ul style="list-style-type: none"> ■ Heaven Burns Red got off to a strong start in China <ul style="list-style-type: none"> - Net sales ¥9.1 billion (QoQ -¥0.7 billion), operating profit ¥0.7 billion (QoQ -¥0.7 billion)
	Metaverse	<ul style="list-style-type: none"> ■ Continued strong growth in the platform business and the VTuber business <ul style="list-style-type: none"> - Net sales ¥2.0 billion (QoQ +¥0.1 billion), operating profit ¥0.1 billion (QoQ +¥0.0 billion)
	DX	<ul style="list-style-type: none"> ■ Achieved solid profit even as we continued making investments aimed at transforming our business structure <ul style="list-style-type: none"> - Net sales ¥1.7 billion (QoQ -¥0.0 billion), operating profit ¥0.2 billion (QoQ -¥0.0 billion)
	Investment	<ul style="list-style-type: none"> ■ Maintained high overall unrealized value in our investment portfolio despite posting valuation losses on some holdings <ul style="list-style-type: none"> - Net sales ¥0.2 billion (QoQ -¥0.6 billion), operating profit -¥0.8 billion (QoQ -¥1.0 billion)

Notes:
• DX = Digital Transformation

- 1. Financial Results Overview**
- 2. Progress Toward Achievement of Management Plan Targets**
- 3. Progress Made in Each Business Segment**
- 4. Appendix**

- 1. Financial Results Overview**
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1. Financial Results Overview (Consolidated)

FY25 1Q Financial Results Overview

Net sales ¥12.9 billion, operating profit -¥0.1 billion, EBITDA -¥0.1 billion
 Ordinary profit and net income declined QoQ due to the posting of foreign exchange losses

Billions of yen

	FY25			FY24	
	1Q	QoQ	YoY	4Q	1Q
Net sales	12.94	-1.17 -8%	-2.85 -18%	14.11	15.79
Operating profit	-0.13	-1.56 -109%	-1.36 -111%	1.43	1.23
Ordinary profit	-1.45	-3.21 -182%	-3.02 -192%	1.77	1.57
Net income	-1.64	-3.07 -215%	-2.83 -239%	1.43	1.18
EBITDA	-0.07	-1.57 -105%	-1.41 -105%	1.50	1.34

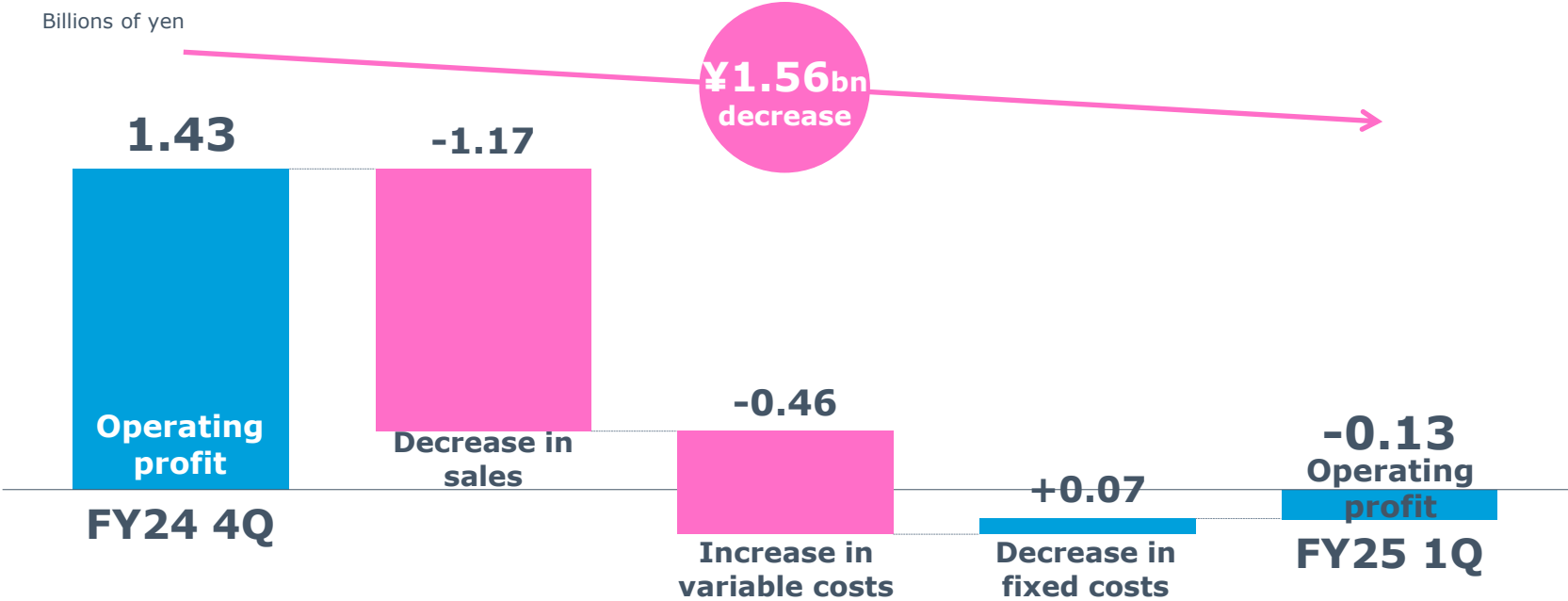
Notes:

- Net income: Profit attributable to shareholders of parent
- EBITDA = Operating income/loss + depreciation costs + amortization of goodwill

1. Financial Results Overview (Consolidated)

1Q Operating Profit Analysis

Profit down QoQ, operating profit was -¥0.1 billion



1. Financial Results Overview (Consolidated)

1Q Cost Structure

Total costs up ¥0.4 billion QoQ, to **¥13.1 billion**

Billions of yen

	FY25 1Q	FY25		Factors in change (QoQ)	FY24 4Q	FY24 1Q
		QoQ	YoY			
Advertising	1.09	0.29	0.08	Increase on strengthening of promotions for <i>Heaven Burns Red</i>	0.80	1.01
Commission fees, etc.	3.31	-0.35	-1.18	Decrease due to lower sales	3.66	4.49
Other	1.10	0.52	0.67	Increase on posting of valuation losses by investees	0.58	0.43
Total variable costs	5.50	0.46	-0.43		5.04	5.93
Labor costs	3.56	-0.07	-0.13	-	3.63	3.69
Rental costs	0.53	0.02	-0.05	-	0.51	0.58
Depreciation	0.06	-0.01	-0.05	-	0.07	0.11
Goodwill amortization	-	-	-	-	-	-
Other	3.43	-0.01	-0.83	-	3.43	4.25
Total fixed costs	7.58	-0.07	-1.06		7.64	8.64
Total costs	13.08	0.39	-1.49		12.68	14.56

Notes:

- Breakdown of 1Q FY25 commission fees, etc.: commission fees: ¥2.17 billion, royalties: ¥1.14 billion

1. Financial Results Overview
- 2. Progress Toward Achievement of Management Plan Targets**
3. Progress Made in Each Business Segment
4. Appendix



Progress Toward Achievement of Management Plan Targets

**Senior Vice President,
Chief Strategy Officer**

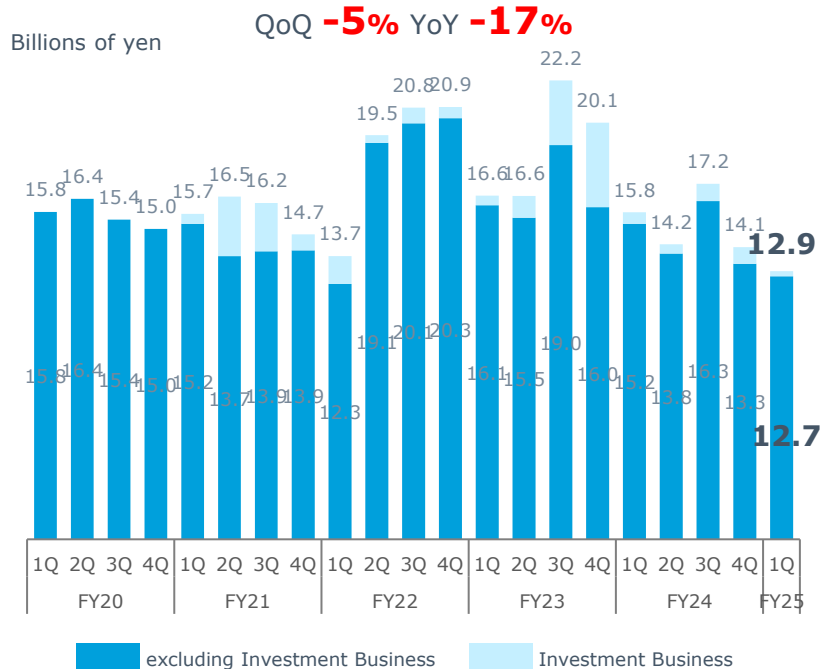
Sanku Shino

2. Progress Toward Achievement of Management Plan Targets

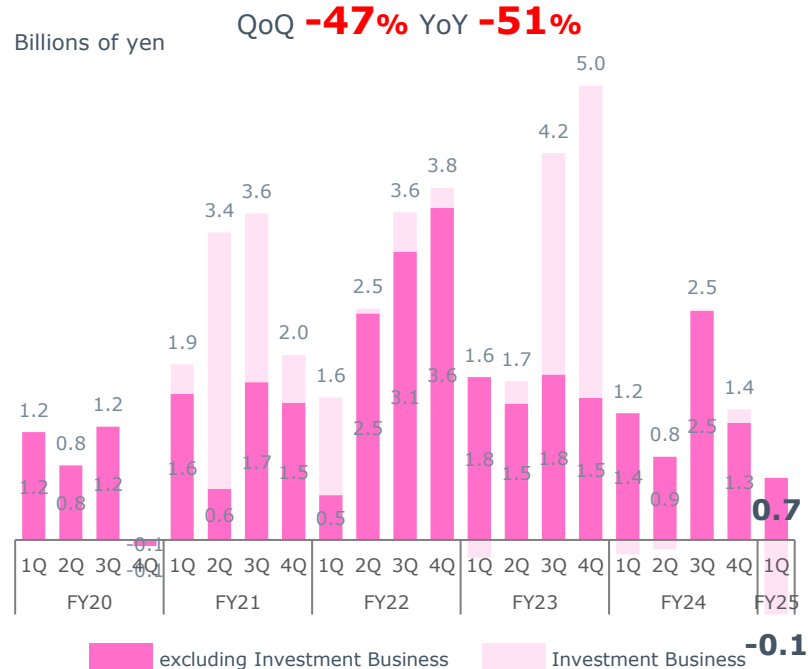


Sales and Operating Profit

Sales



Operating Profit



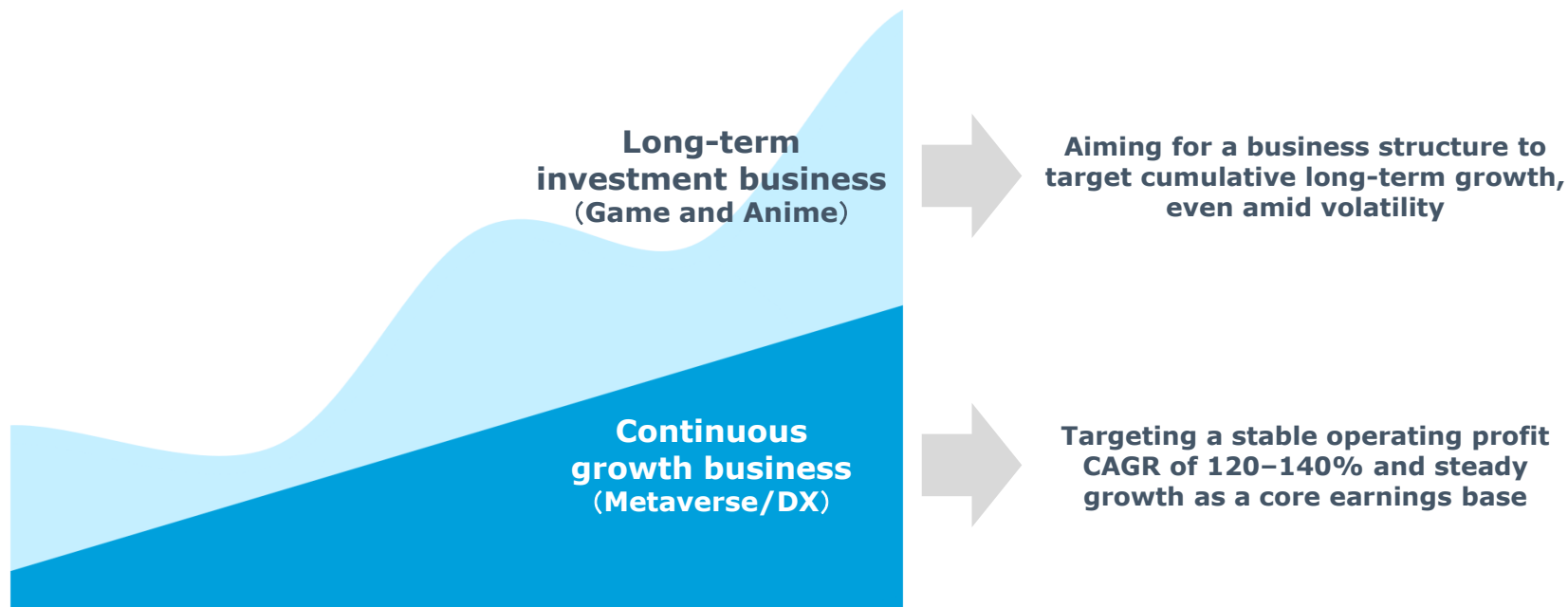
Notes:

- QoQ and YoY are calculated excluding the Investment Business

2. Progress Toward Achievement of Management Plan Targets

Vision for Long-term Growth

We target steady growth in core earnings from continuous growth businesses and long-term growth, taking advantage of profit upswings, from long-term investment businesses

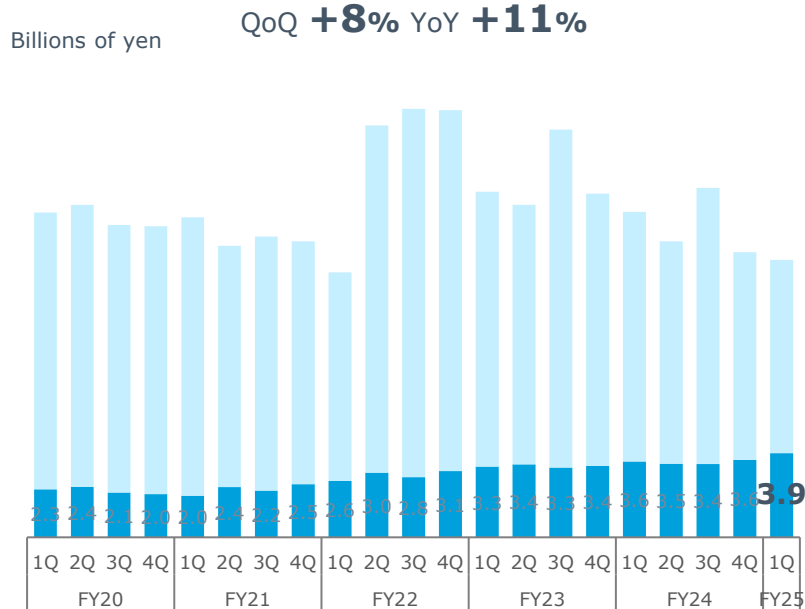


2. Progress Toward Achievement of Management Plan Targets



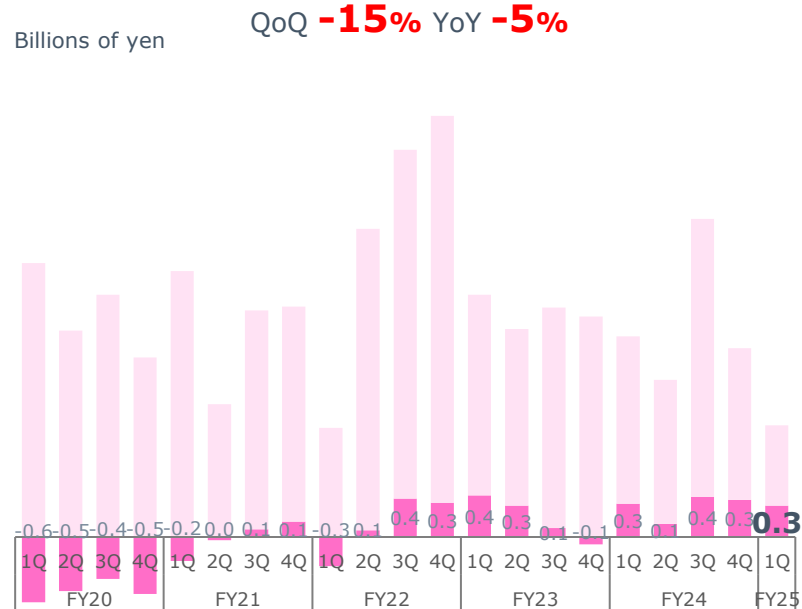
Sales and Operating Profit (Continuous growth business)

Sales



■ Continuous growth business (Metaverse/DX)
 ■ Long-term investment business (Game and Anime)

Operating Profit



■ Continuous growth business (Metaverse/DX)
 ■ Long-term investment business (Game and Anime)

2. Progress Toward Achievement of Management Plan Targets

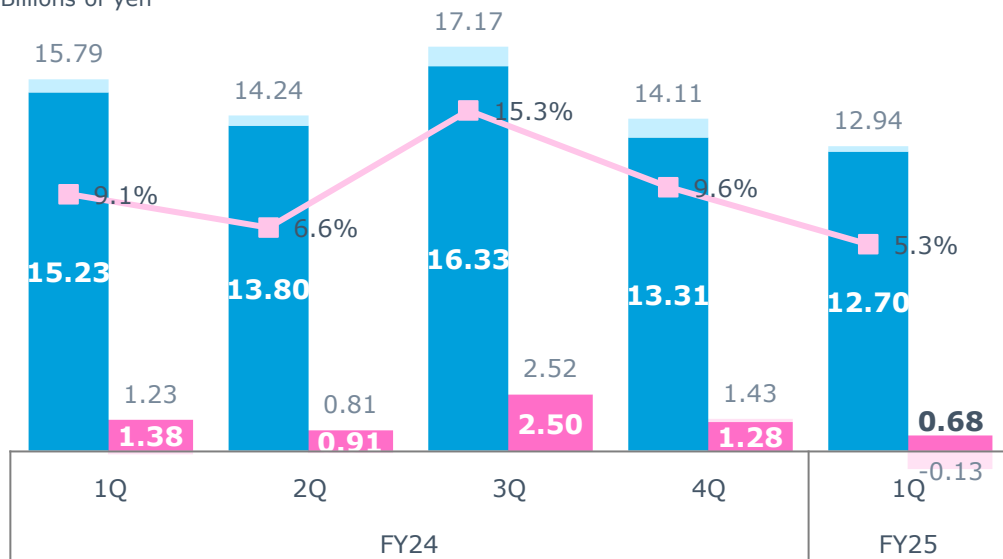


Business Conditions

Sales and Operating Profit

Sales: QoQ **-5%** YoY **-17%** / Operating Profit: QoQ **-47%** YoY **-51%**

Billions of yen



■ Consolidated net sales (excluding Investment Business)
 ■ Consolidated operating profit (excluding Investment Business)
 ■ Net sales (Investment Business)
 ■ Operating profit (Investment Business)
 —■ Operating profit margin

Notes:
 • QoQ, YoY and operating profit margins are calculated excluding the Investment Business

Focus Points

- Profits in the Game and Anime Business, Metaverse Business, and DX Business surpassed expectations
- Posted a quarterly consolidated operating loss due to write downs in the Investment Business

2. Progress Toward Achievement of Management Plan Targets

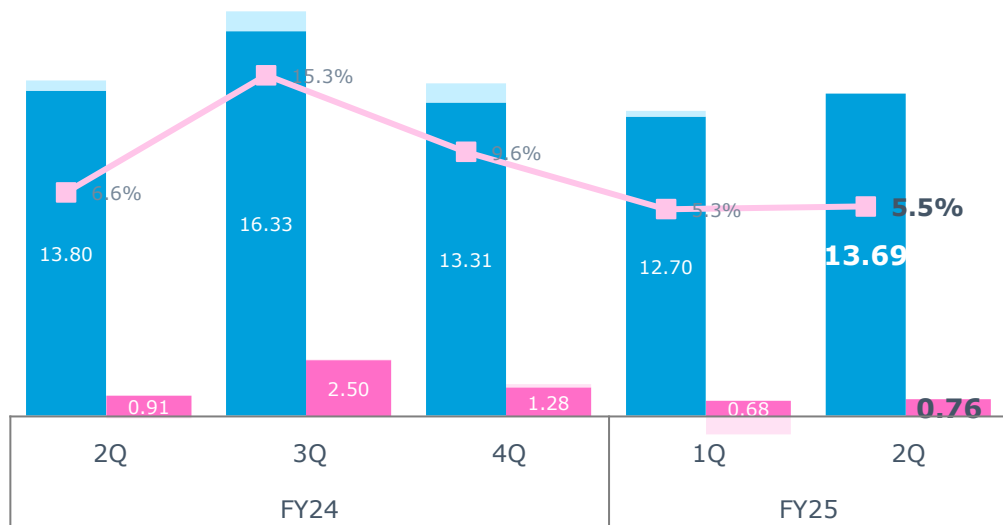


Earnings Estimates (2Q FY25, excluding Investment Business)

Sales and Operating Profit

Sales: QoQ **+8%** YoY **-1%** / Operating Profit: QoQ **+12%** YoY **-17%**

Billions of yen



Focus Points

- We expect to achieve QoQ growth in sales and profit in the Game and Anime Business on anniversary events, etc. for mainstay titles

Notes:

- As earnings in the Investment Business are impacted by stock market, we do not provide earnings forecasts for this business.
- Operating profit margins are calculated excluding the Investment Business

2. Progress Toward Achievement of Management Plan Targets



Earnings Forecast and Estimates (Full-Year FY25, excluding Investment Business)

Sales and Operating Profit

Billions of yen

Sales: YoY **-1%**
Operating Profit: YoY **-30%**



Focus Points

- We have revised our forecast for the Game and Anime Business and now expect a slight YoY decline in sales
- We expect operating profit to decline on an increase in costs related to the development of new titles in the Game and Anime Business

Notes:

- As earnings in the Investment Business are impacted by stock market, we do not provide earnings forecasts for this business.
- Full-year forecast: Full-year FY2025 forecast figures announced alongside 4Q FY2024 results on August 1, 2024
- Full-year estimates: Based on 1Q results and our most recent estimates for 2Q to 4Q

2. Progress Toward Achievement of Management Plan Targets

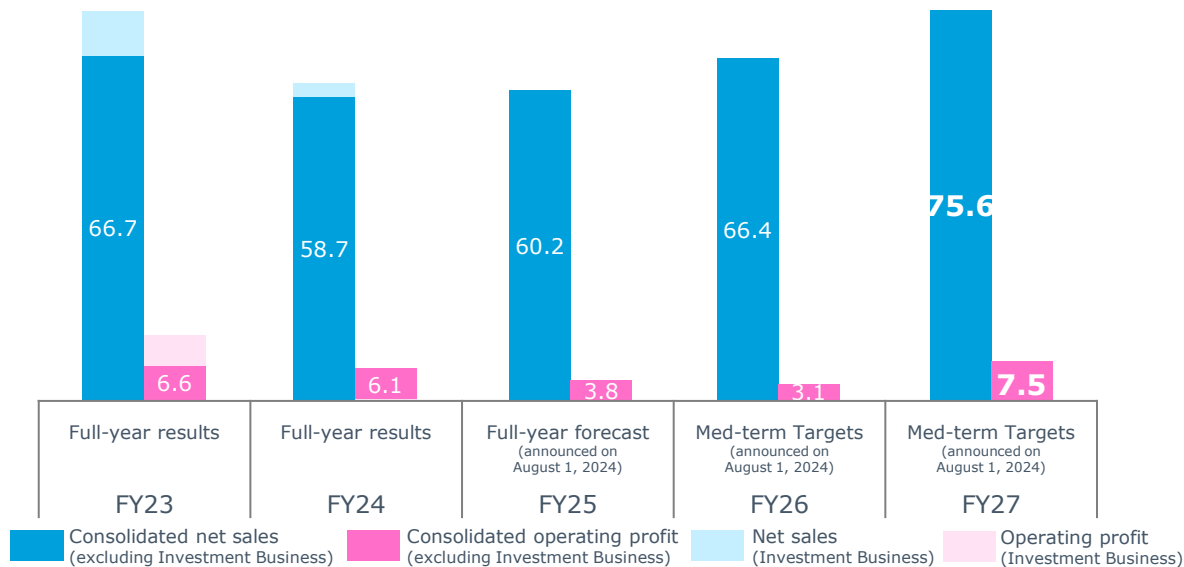


Medium-term Targets (excluding Investment Business)

Sales and Operating Profit

Profit CAGR(25-27) : 41%

Billions of yen



Focus Points

- We target steady growth in the Metaverse Business and the DX Business and growth in the Game and Anime Business starting in FY2027

Notes:
 • We have not disclosed medium-term targets for the Investment Business because it is dependent upon market conditions

1. Financial Results Overview
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3. Progress Made in Each Business Segment

Sales and Operating Income by Segment

Billions of yen

		FY24				FY25	QoQ		YoY	
		1Q	2Q	3Q	4Q	1Q				
Game and Anime	Sales	11.72	10.44	12.95	9.74	9.06	-0.67	-7%	-2.65	-23%
	Operating profit	1.56	1.35	2.60	1.42	0.75	-0.67	-47%	-0.82	-52%
Metaverse	Sales	1.96	1.79	1.61	1.88	1.96	0.07	+4%	-0.00	-0%
	Operating profit	0.12	-0.12	0.08	0.13	0.15	0.02	+17%	0.03	+24%
DX	Sales	1.59	1.66	1.83	1.75	1.75	-0.00	-0%	0.16	+10%
	Operating profit	0.19	0.24	0.29	0.22	0.21	-0.01	-5%	0.02	+9%
Investment	Sales	0.56	0.44	0.84	0.81	0.24	-0.57	-70%	-0.32	-58%
	Operating profit	-0.16	-0.10	0.02	0.15	-0.81	-0.96	-648%	-0.66	---
Consolidated (including adjustments)	Sales	15.79	14.24	17.17	14.11	12.94	-1.17	-8%	-2.85	-18%
	Operating profit	1.23	0.81	2.52	1.43	-0.13	-1.56	-109%	-1.36	-111%

Notes:
 • Figures for past fiscal years are recalculated to reflect changes to reportable segments made in FY2024 and FY2025

3. Progress Made in Each Business Segment

Earnings Estimates and Forecast by Segment

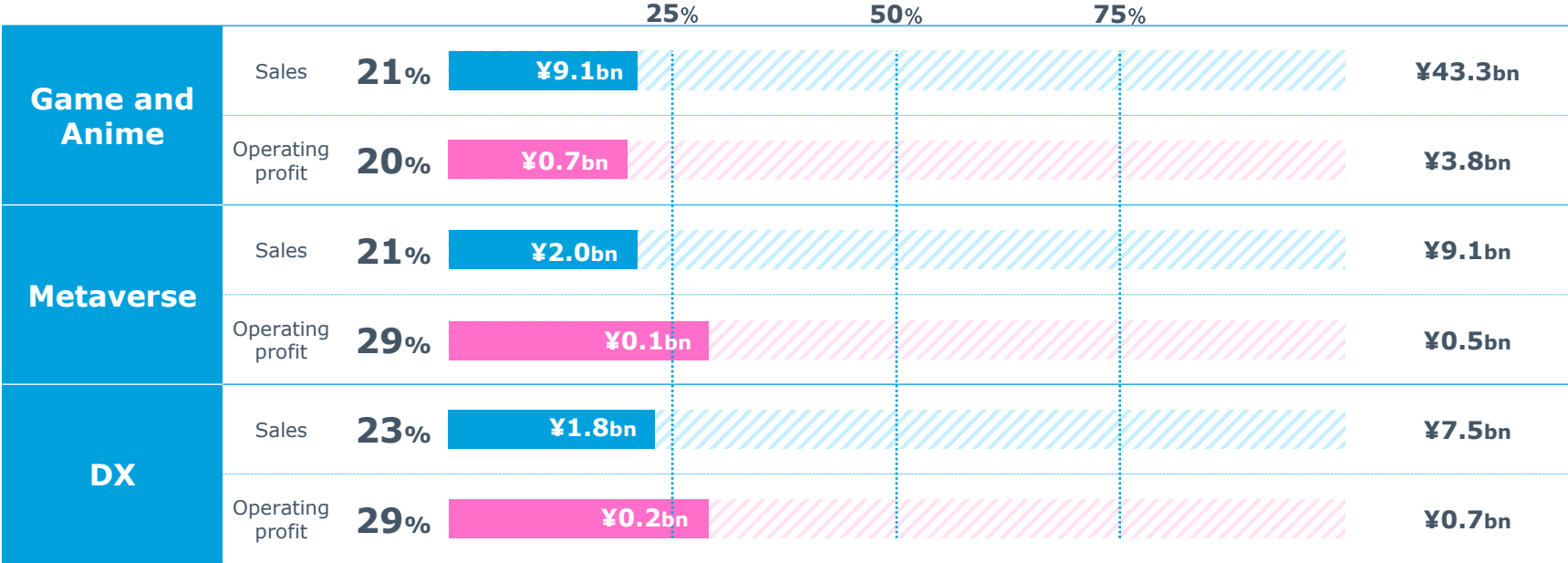
Billions of yen

		FY25 2Q			FY25 Full-year			FY25 1Q Result	FY24 Full-year Result
		Estimates	QoQ		Forecast	YoY			
Game and Anime	Sales	9.77	0.71	+8%	43.3	-1.5	-3%	9.06	44.8
	Operating profit	0.92	0.17	+23%	3.8	-3.1	-45%	0.75	6.9
Metaverse	Sales	2.20	0.24	+12%	9.1	1.9	+26%	1.96	7.2
	Operating profit	0.02	-0.13	-86%	0.5	0.3	+142%	0.15	0.2
DX	Sales	1.68	-0.07	-4%	7.5	0.7	+10%	1.75	6.8
	Operating profit	0.17	-0.04	-19%	0.7	-0.2	-23%	0.21	0.9

Notes:
 • As earnings in the Investment Business are impacted by stock market, we do not provide earnings forecasts for this business.

3. Progress Made in Each Business Segment

FY25 Full-Year Earnings Forecast Progress (as of 1Q FY25)



Notes:
 • As earnings in the Investment Business are impacted by stock market, we do not provide earnings forecasts for this business.



Game and Anime Business

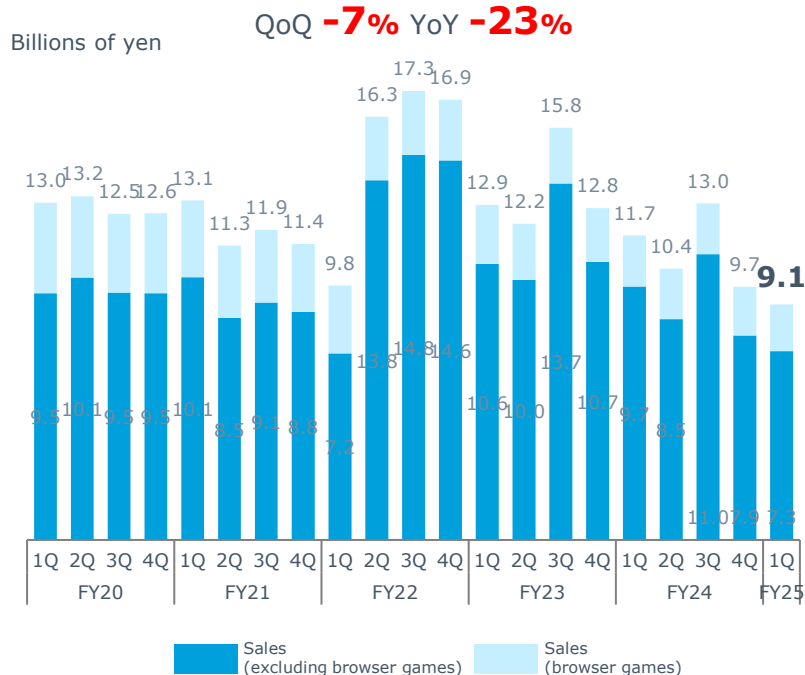
Senior Vice President
Yuta Maeda

3. Progress Made in Each Business Segment: Game and Anime Business

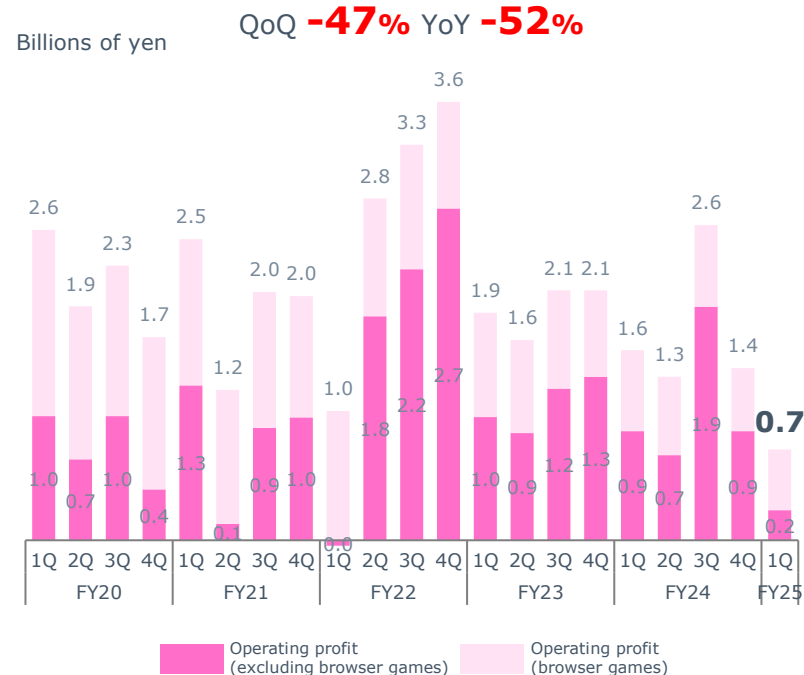


Sales and Operating Profit

Sales



Operating Profit



Notes:

- Changes in reportable segments are reflected in past FY figures

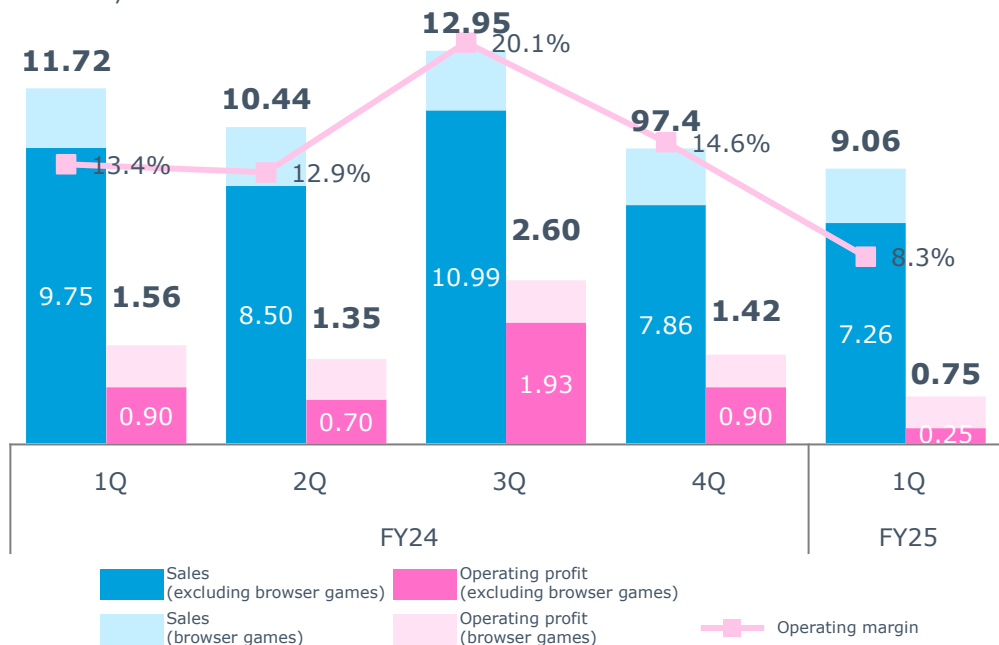
3. Progress Made in Each Business Segment: Game and Anime Business

Summary of the Game and Anime Business

Sales and Operating Profit

Sales: QoQ **-7%** YoY **-23%** / Operating Profit: QoQ **-47%** YoY **-52%**

Billions of yen



Focus Points

- While *Heaven Burns Red* has gotten off to a strong start as an out-licensed title in China, sales of some of the titles that we operate have been weak, resulting in QoQ declines in sales and profit
- Working on new titles for FY2026 and beyond

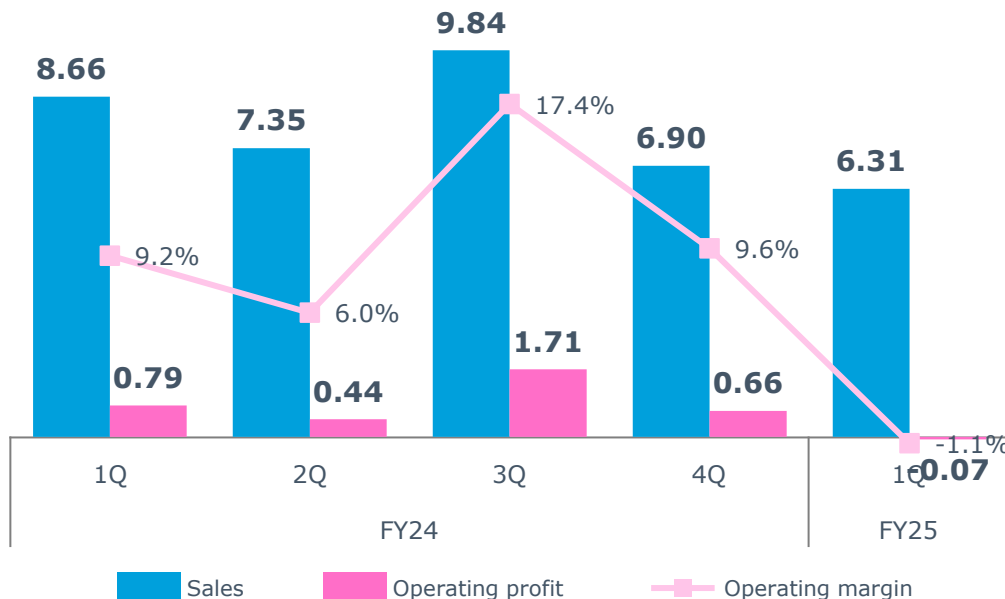
3. Progress Made in Each Business Segment: Game and Anime Business

Live Service Game Business

Sales and Operating Profit

Sales: QoQ **-9%** YoY **-27%** / Operating Profit: QoQ **-110%** YoY **-109%**

Billions of yen



Focus Points

- While *Heaven Burns Red* has gotten off to a strong start as an out-licensed title in China, sales of some of the titles that we operate have been weak, resulting in QoQ declines in sales and profit
- Working on new titles for FY2026 and beyond

Notes:

- Starting in 3Q FY2024, we exclude segment-wide adjustment expenses, past figures reflect this change

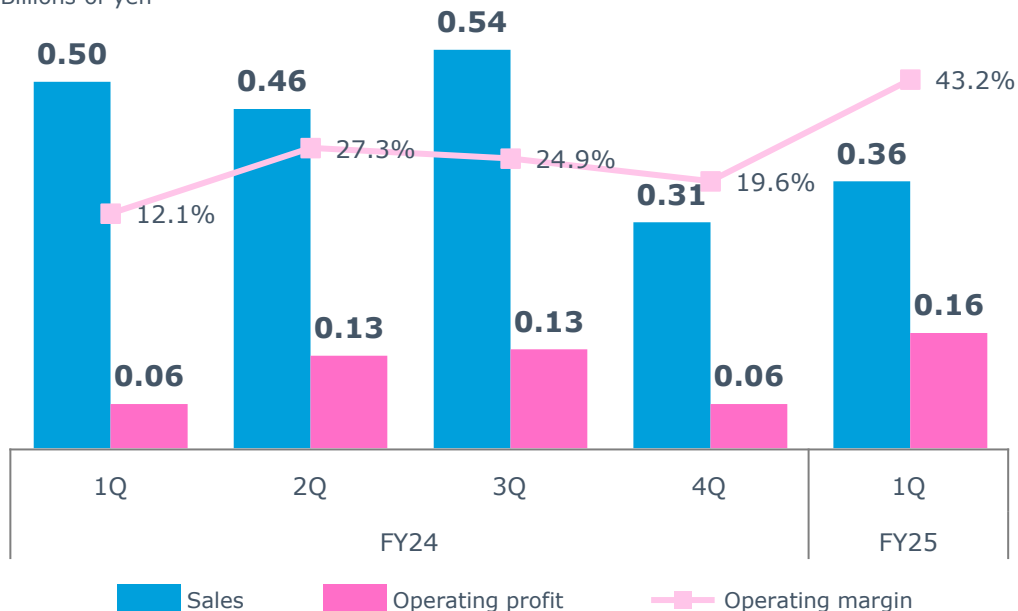
3. Progress Made in Each Business Segment: Game and Anime Business

Licensed Game Business

Sales and Operating Profit

Sales: QoQ +18% YoY -27% / Operating Profit: QoQ +160% YoY +160%

Billions of yen



Focus Points

- Sales and profit rose QoQ on strong performance from overseas licensed game titles and an increase in returns from investments in anime

Notes:

- Starting in 3Q FY2024, we exclude segment-wide adjustment expenses, past figures reflect this change

3. Progress Made in Each Business Segment: Game and Anime Business

Pipeline

4 titles (including console games) in planning and development stages



Notes:
• Only in-house development projects (excluding outsourced development, etc.) listed, includes titles currently in planning stages
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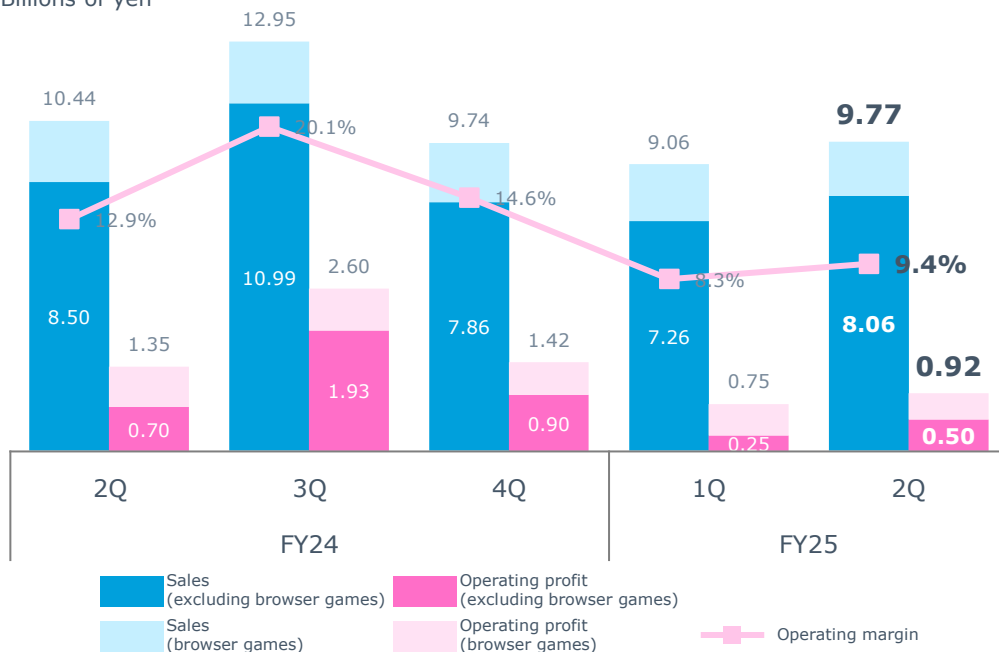
3. Progress Made in Each Business Segment: Game and Anime Business

Earnings Estimates (2Q FY25)

Sales and Operating Profit

Sales: QoQ **+8%** YoY **-6%** / Operating Profit: QoQ **+23%** YoY **-31%**

Billions of yen



Focus Points

- We expect QoQ growth in sales and profit on the impact of events and anniversary promotions for mainstay titles

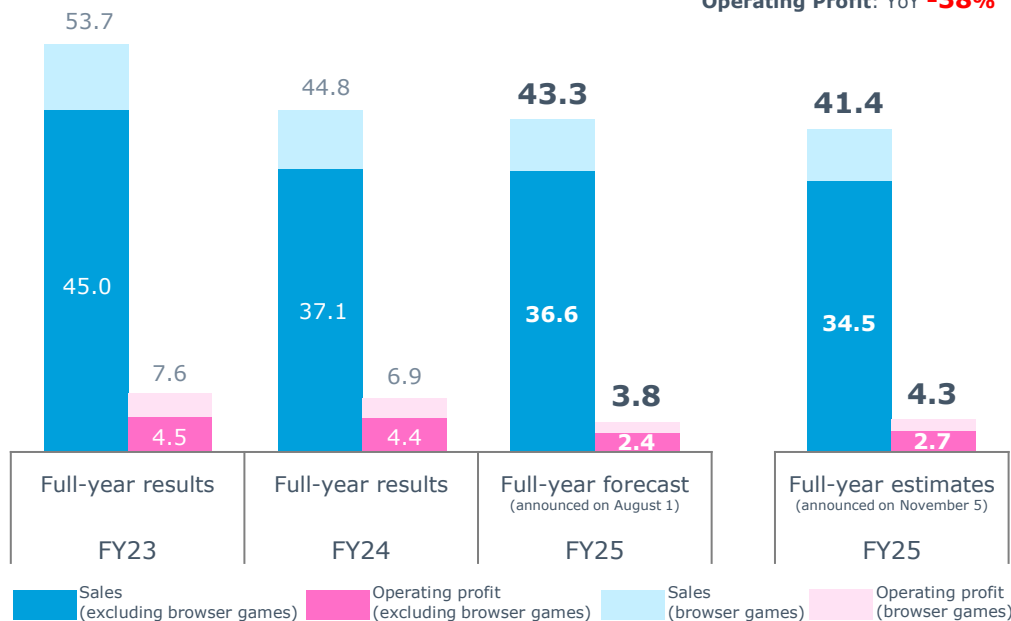
3. Progress Made in Each Business Segment: Game and Anime Business

Earnings Forecast and Estimates (Full-Year FY25)

Sales and Operating Profit

Billions of yen

Sales: YoY **-8%**
Operating Profit: YoY **-38%**



Notes:
 • Changes in reportable segments are reflected in past FY figures
 • Full-year forecast: Full-year FY2025 forecast figures announced alongside 4Q FY2024 results on August 1, 2024
 • Full-year estimates: Based on 1Q results and our most recent estimates for 2Q to 4Q

Focus Points

- We factor in contribution from new titles conservatively and expect sales and operating profit to decline slightly YoY

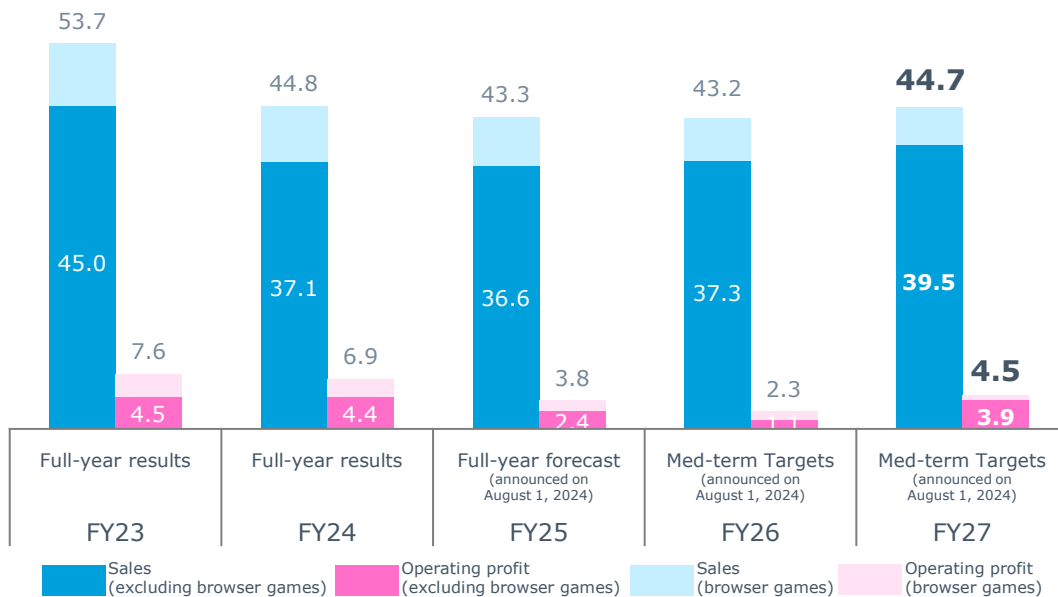
3. Progress Made in Each Business Segment: Game and Anime Business

Medium-term Targets

Sales and Operating Profit

Profit CAGR(25-27) : 9%

Billions of yen



Focus Points

- We position the Game and Anime Business as a long-term investment business, targeting long-term growth; until FY2027, we will focus on development of new titles and preparation for full-scale entry into the console market



Metaverse Business

Senior Vice President

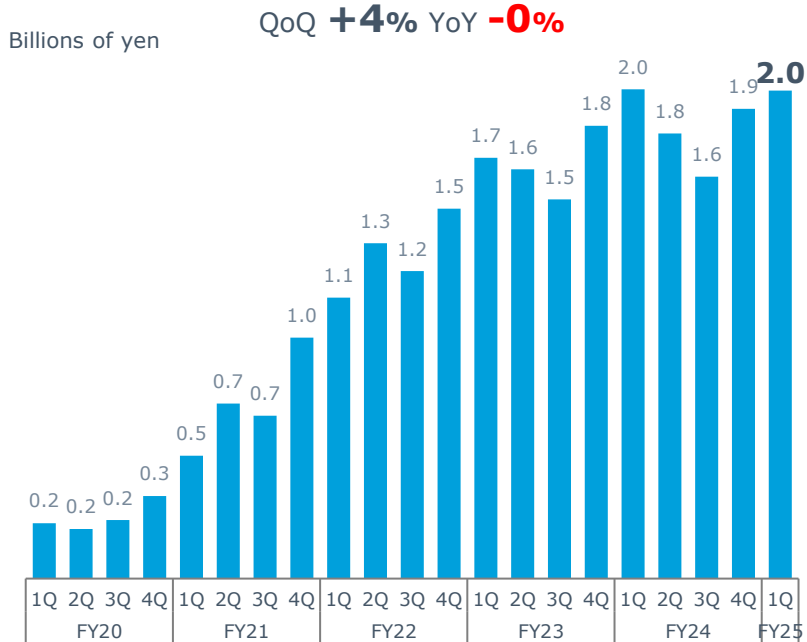
Eiji Araki

3. Progress Made in Each Business Segment: Metaverse Business

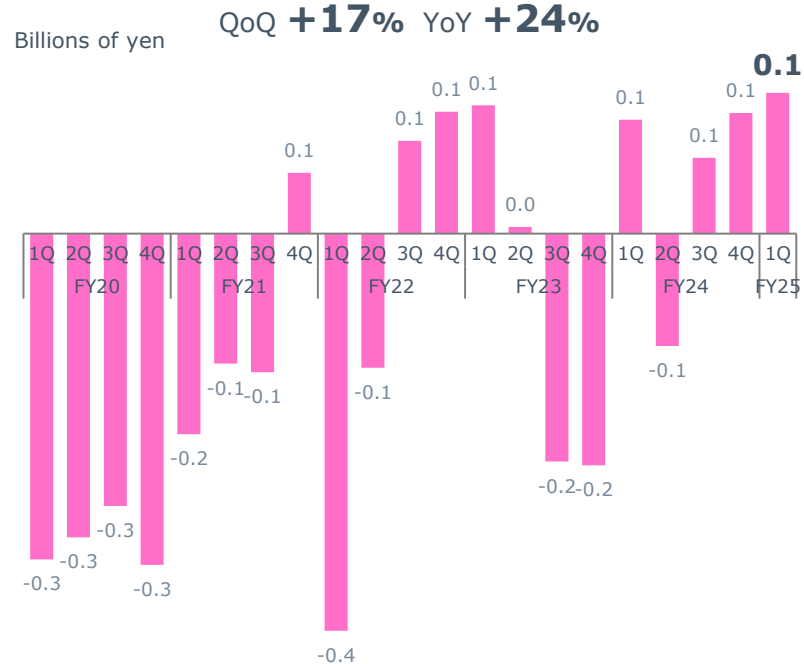


Sales and Operating Profit

Sales



Operating Profit



Notes:
• Changes in reportable segments are reflected in past FY figures

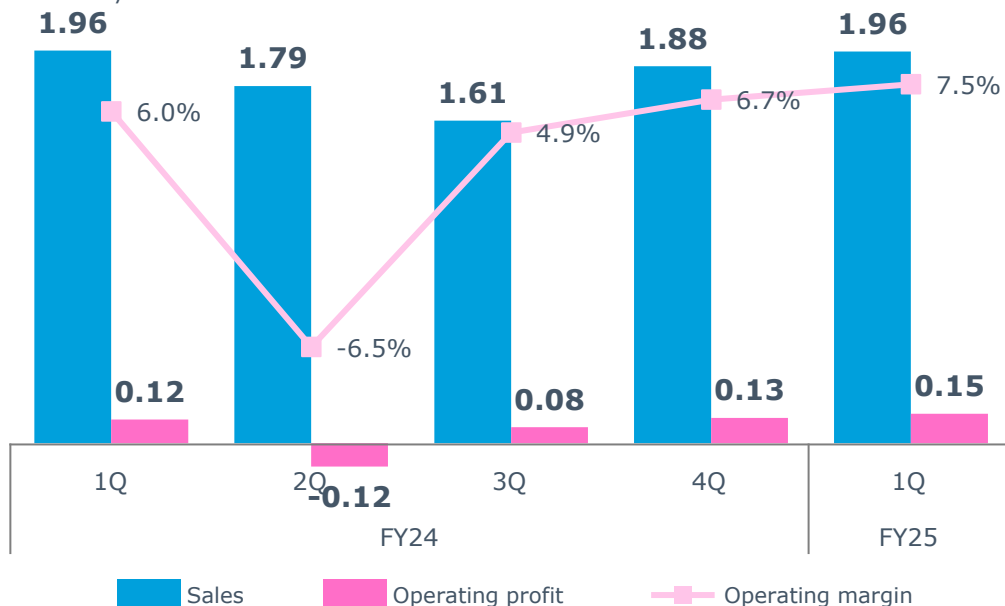
3. Progress Made in Each Business Segment: Metaverse Business

Summary of the Metaverse Business

Sales and Operating Profit

Sales: QoQ +4% YoY -0% / Operating Profit: QoQ +17% YoY +24%

Billions of yen



Focus Points

- Strong results in the platform business and the VTuber business
- Sales and profit rose QoQ despite continuing aggressive investment in VTuber business

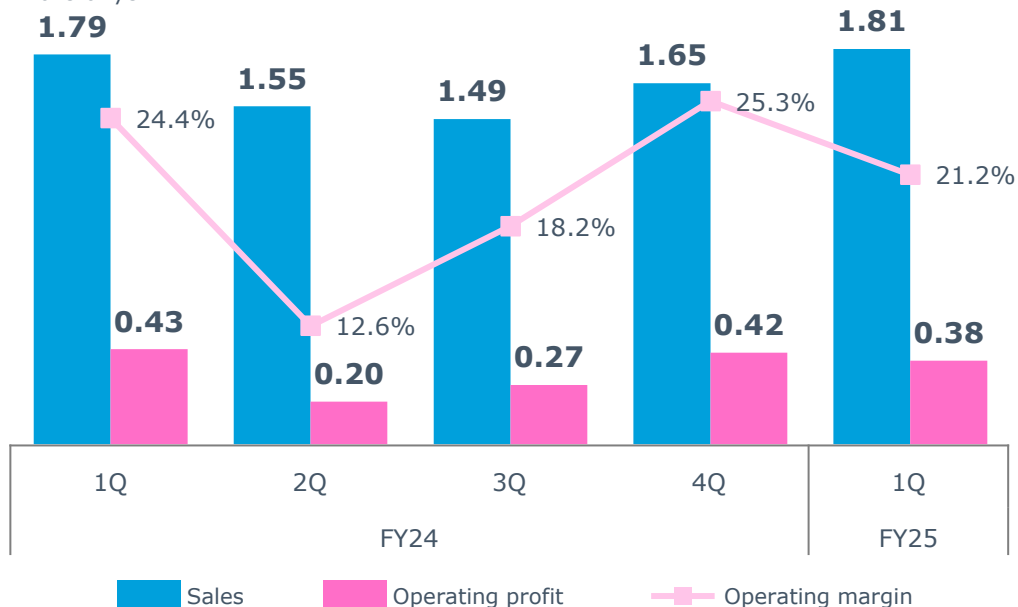
3. Progress Made in Each Business Segment: Metaverse Business

Platform Business (REALITY, Inc.)

Sales and Operating Profit

Sales: QoQ **+9%** YoY **+1%** / Operating Profit: QoQ **-9%** YoY **-12%**

Billions of yen



Focus Points

- Continued to strengthen alliances with livestreaming talent agencies, domestic livestreaming remains strong
- Launched game streaming feature, aiming to further increase revenue through live streaming
- Made progress toward a major update for avatar and room feature

Notes:

- Starting in 3Q FY2024, we exclude segment-wide adjustment expenses, past figures reflect this change

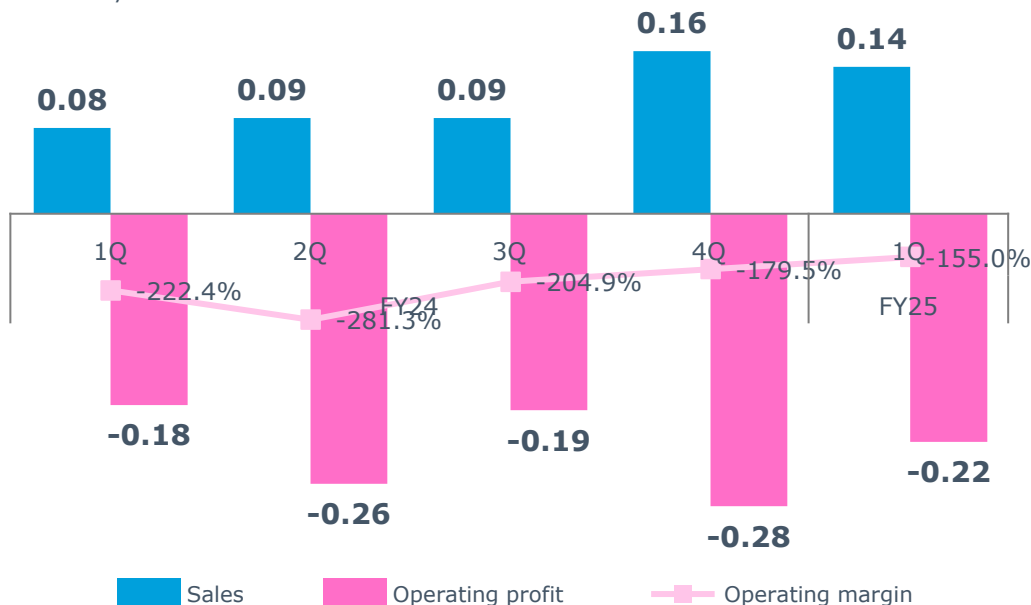
3. Progress Made in Each Business Segment: Metaverse Business

VTuber Business (REALITY Studios, inc.)

Sales and Operating Profit

Sales: QoQ **-10%** YoY **+71%** / Operating Profit: QoQ **+¥0.06bn** YoY **-¥0.04bn**

Billions of yen



Focus Points

- Continued growth on a steady increase in the size of our talent pool (+12 QoQ) as sales rose 71% YoY
- Continued aggressive investment

Notes:

- Starting in 3Q FY2024, we exclude segment-wide adjustment expenses, past figures reflect this change

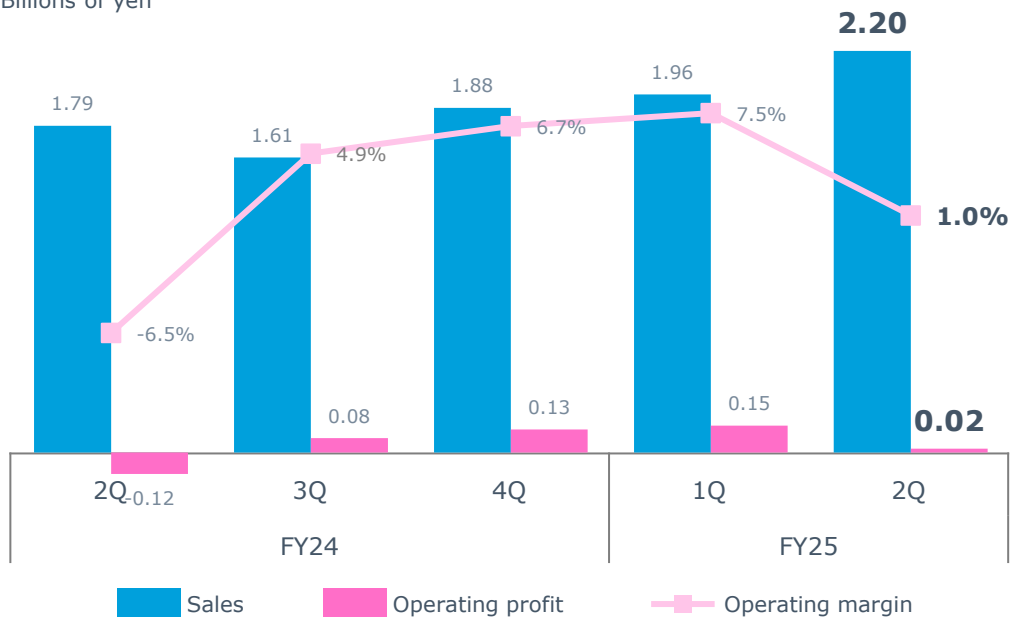
3. Progress Made in Each Business Segment: Metaverse Business

Earnings Estimates (2Q FY25)

Sales and Operating Profit

Sales: QoQ +12% YoY +23% / Operating Profit: QoQ -86% YoY +¥0.14bn

Billions of yen



Focus Points

- We expect sales growth in the platform business on growth in avatar and room sales
- We expect a decline in operating profit in the VTuber business on increased investment in costs related to events and auditions

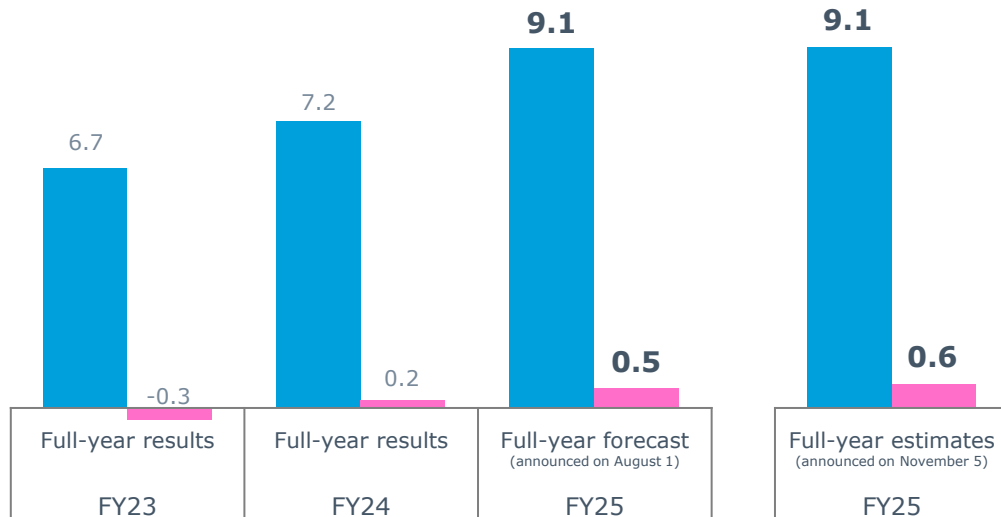
3. Progress Made in Each Business Segment: Metaverse Business

Earnings Forecast and Estimates (Full-Year FY25)

Sales and Operating Profit

Billions of yen

Sales: YoY **+26%**
Operating Profit: YoY **+183%**



■ Sales ■ Operating profit

Focus Points

- We expect to reach our forecast targets

Notes:
• Changes in reportable segments are reflected in past FY figures
• Full-year forecast: Full-year FY2025 forecast figures announced alongside 4Q FY2024 results on August 1, 2024
• Full-year estimates: Based on 1Q results and our most recent estimates for 2Q to 4Q

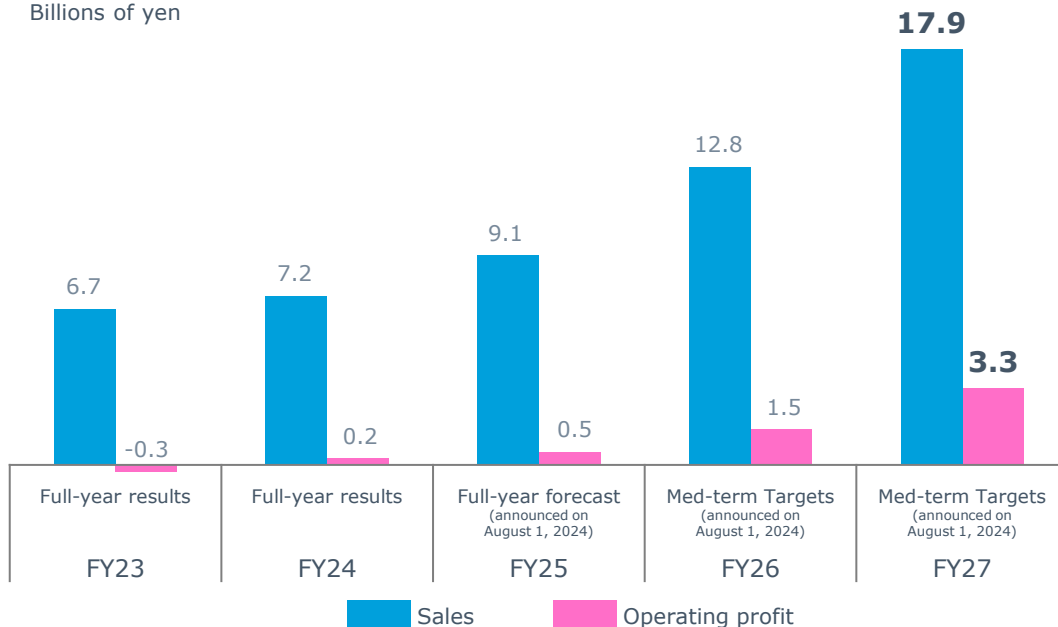
3. Progress Made in Each Business Segment: Metaverse Business

Medium-term Targets

Sales and Operating Profit

Profit CAGR(25-27) : 158%

Billions of yen



Focus Points

- We forecast continued steady growth in the Platform Business and the VTuber Business; expect operating profit of ¥3.3bn in FY2027



DX Business

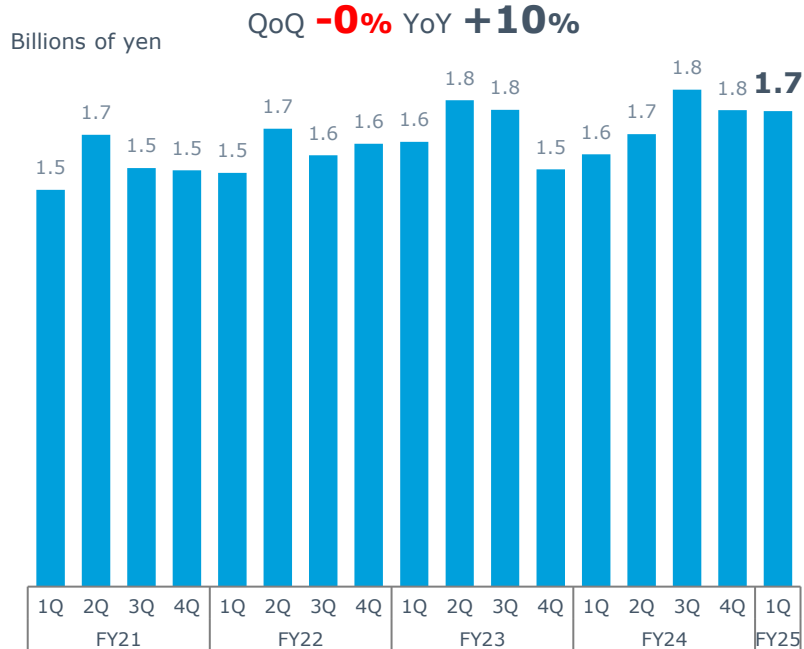
Vice President

Kazuhisa Adachi

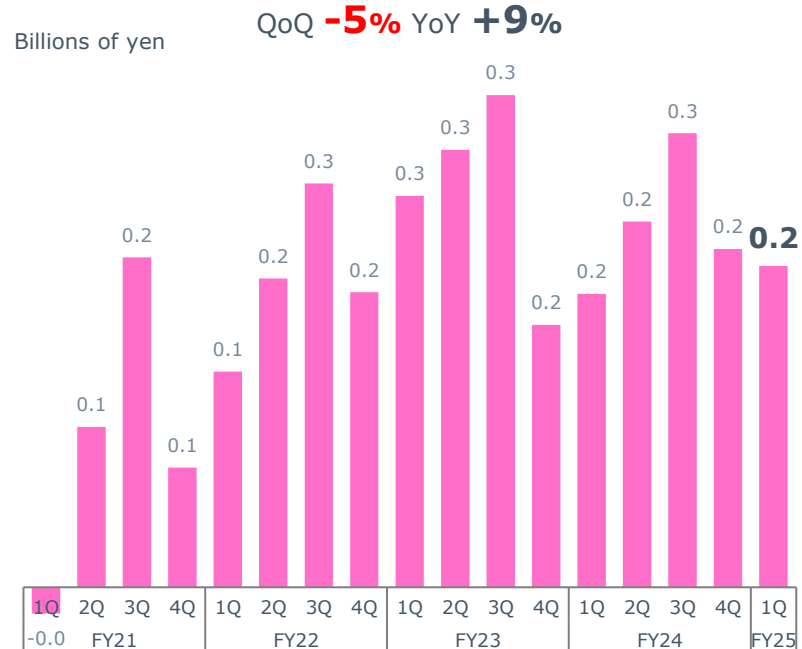
3. Progress Made in Each Business Segment: DX Business

Sales and Operating Profit

Sales



Operating Profit



Notes:
• Figures for past fiscal years reflect changes to reportable segments made in FY2024 and FY2025

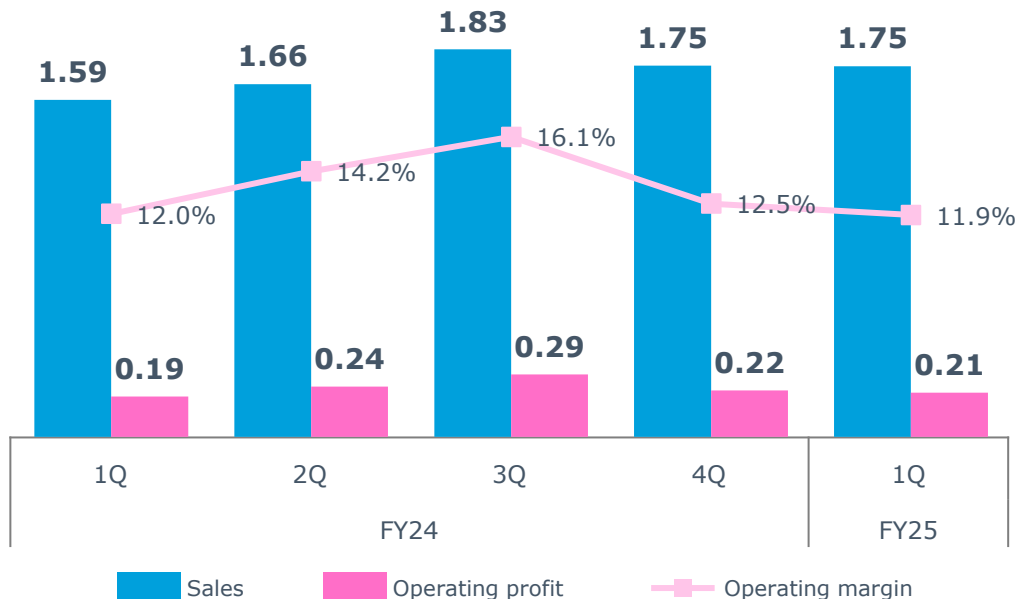
3. Progress Made in Each Business Segment: DX Business

Summary of the DX Business

Sales and Operating Profit

Sales: QoQ **-0%** YoY **+10%** / Operating Profit: QoQ **-5%** YoY **+9%**

Billions of yen



Focus Points

- 1Q results were in line with our forecast, with sales up 10% YoY and steady QoQ
- Continued to make investments aimed at transitioning from a project-based business structure to a recurring-earnings-type business structure

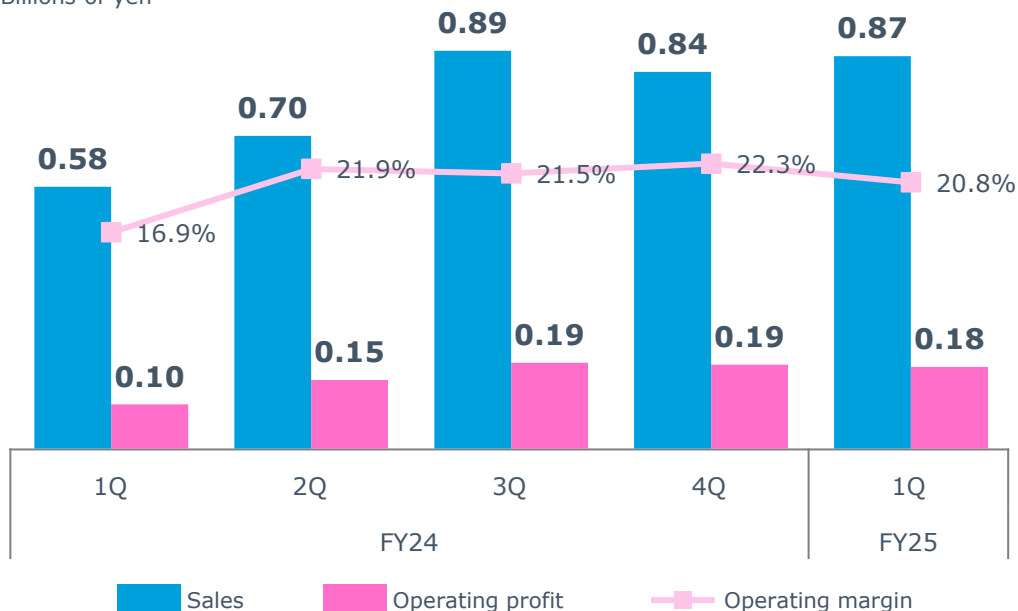
3. Progress Made in Each Business Segment: DX Business

Marketing DX Business

Sales and Operating Profit

Sales: QoQ **+4%** YoY **+50%** / Operating Profit: QoQ **-3%** YoY **+84%**

Billions of yen



Focus Points

- Secured new projects on pace with our target
- The marketing DX business currently has a labor-intensive business structure, this means that earnings are limited by the number of employees
- We are therefore building relationships with our outsourcing partners in order to free ourselves from these limitations

Notes:

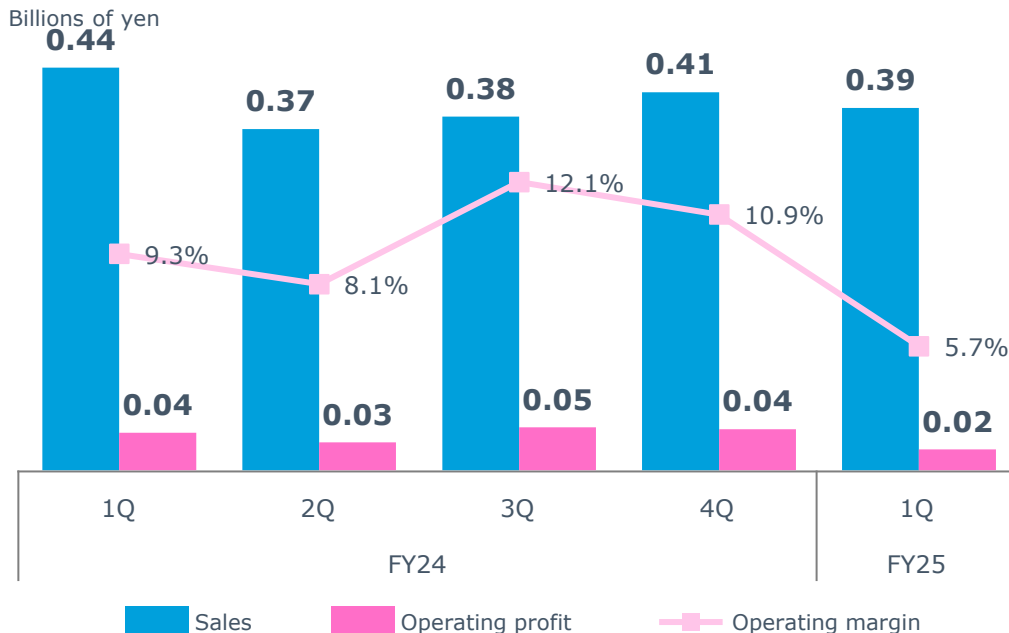
- In 3Q FY2024, the scope of the Marketing DX Business was changed; past figures reflect this change

3. Progress Made in Each Business Segment: DX Business

Social DX Business

Sales and Operating Profit

Sales: QoQ **-4%** YoY **-10%** / Operating Profit: QoQ **-49%** YoY **-45%**



Focus Points

- Earnings in the social DX business were also on target
- We are currently investing in development of SaaS product in order to drive future growth
- We aim to launch SaaS product in 3Q

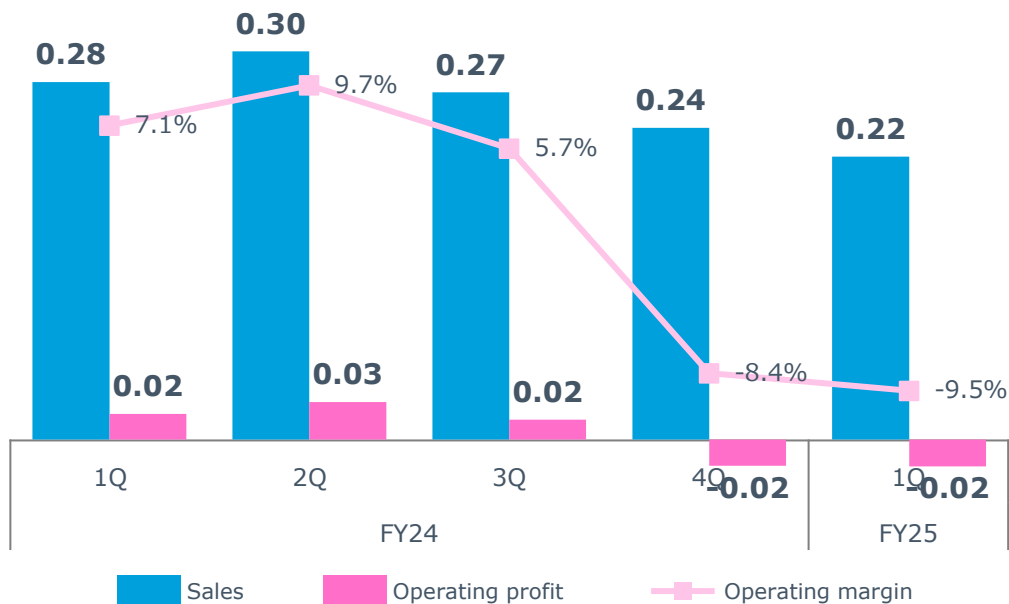
3. Progress Made in Each Business Segment: DX Business

aumo, Inc.

Sales and Operating Profit

Sales: QoQ **-9%** YoY **-21%** / Operating Profit: QoQ **-¥0.00bn** YoY **-206%**

Billions of yen



Focus Points

- The aumo business continues to face difficulties
- aumo's mainstay SaaS product is closely linked to our aumo website and related services, so the lower value placed on aumo's SEO has resulted in a decline in the value of the SaaS product
- We will work to improve the value of aumo's SEO and strengthen the functions of the SaaS product in order to achieve future growth

Notes:

- Starting in 3Q FY2024, we exclude segment-wide adjustment expenses, past figures reflect this change

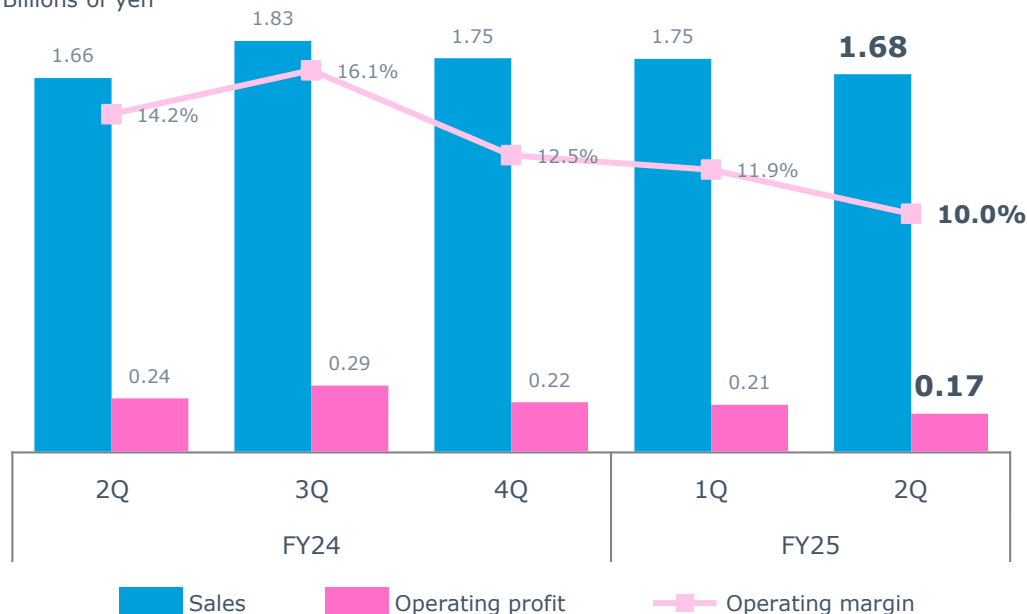
3. Progress Made in Each Business Segment: DX Business

Earnings Estimates (2Q FY25)

Sales and Operating Profit

Sales: QoQ **-4%** YoY **+1%** / Operating Profit: QoQ **-19%** YoY **-29%**

Billions of yen



Focus Points

- In 2Q, we will continue to invest in the transition to a recurring-earnings-type business structure

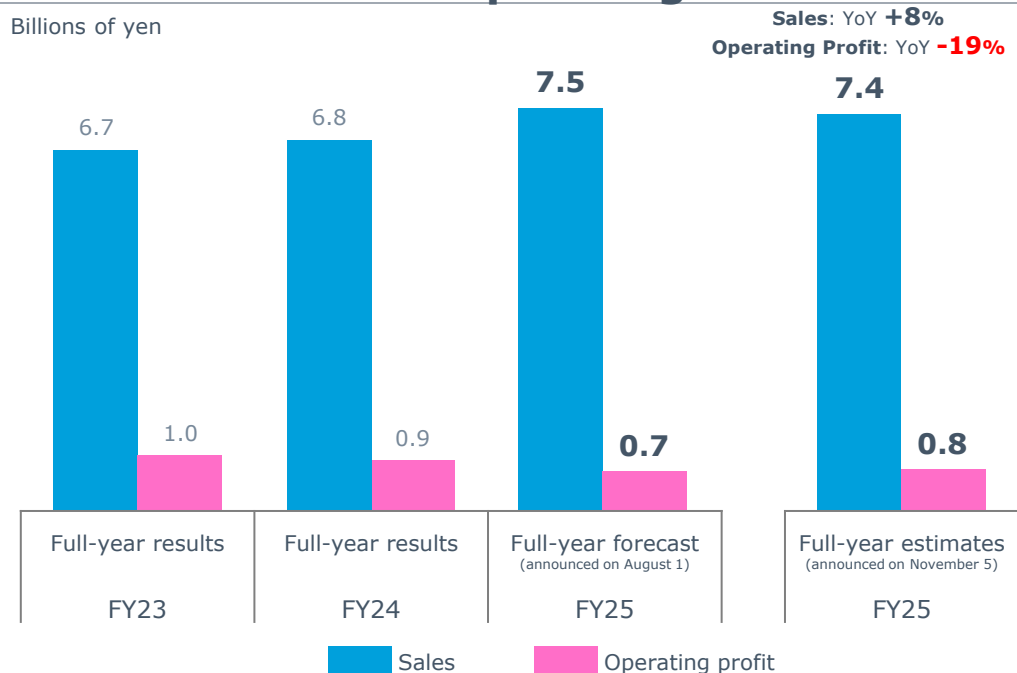
Notes:

- Figures for past fiscal years reflect changes to reportable segments made in FY2025

3. Progress Made in Each Business Segment: DX Business

Earnings Forecast and Estimates (Full-Year FY25)

Sales and Operating Profit



Focus Points

- We have designated FY2025 as a period of investment aimed at reigniting growth

Notes:

- Figures for past fiscal years reflect changes to reportable segments made in FY2024 and FY2025
- Full-year forecast: Full-year FY2025 forecast figures announced alongside 4Q FY2024 results on August 1, 2024
- Full-year estimates: Based on 1Q results and our most recent estimates for 2Q to 4Q

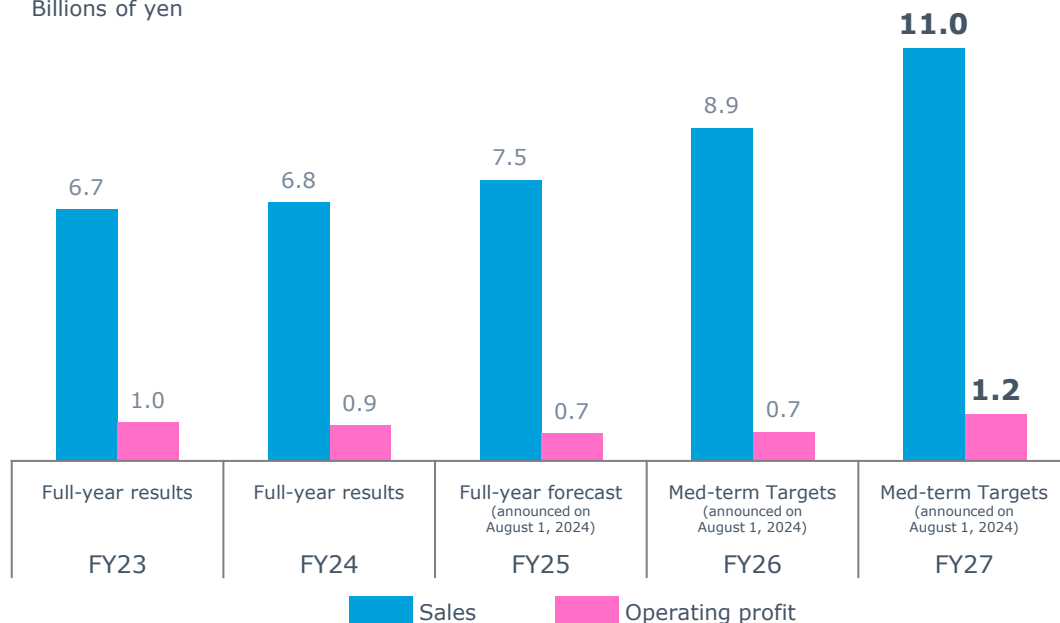
3. Progress Made in Each Business Segment: DX Business

Medium-term Targets

Sales and Operating Profit

Profit CAGR(25-27) : **31%**

Billions of yen



Focus Points

- In FY2025-2026, we will continue to invest in the transition from a project-based business structure to a recurring-earnings-type business structure
- We will complete this transition by FY2026 and target growth from FY2027 onward

Notes:

- Figures for past fiscal years reflect changes to reportable segments made in FY2024 and FY2025



Investment Business

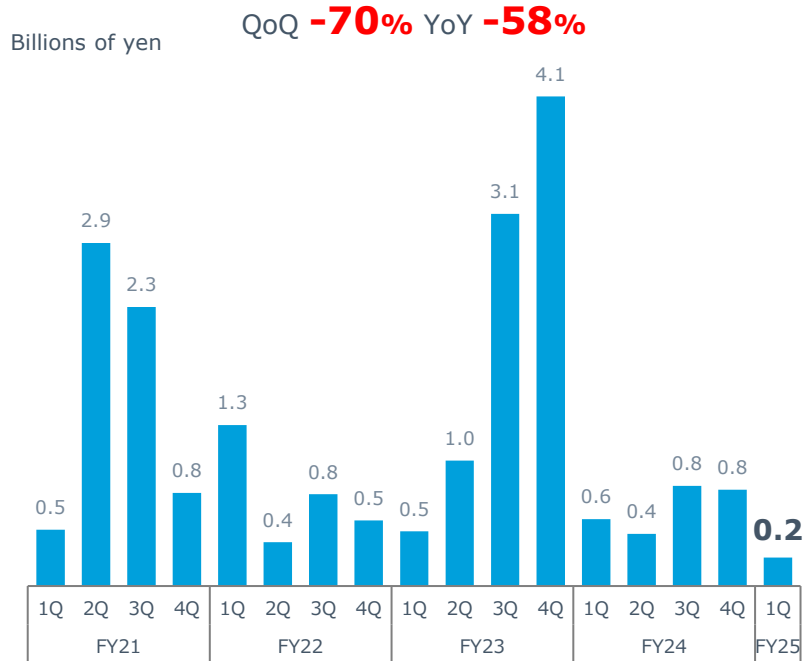
**Senior Vice President,
Chief Financial Officer**

Toshiki Oya

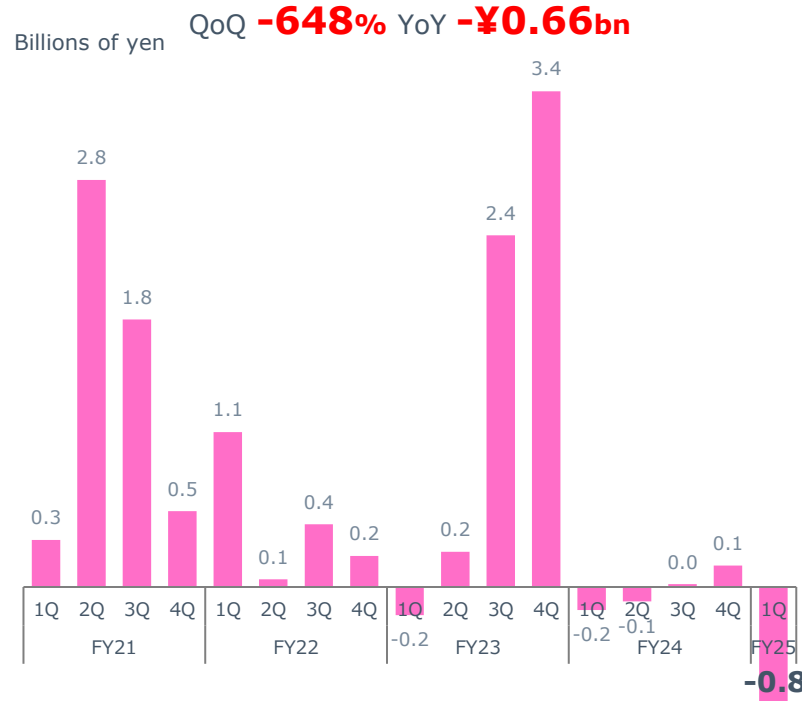
3. Progress Made in Each Business Segment: Investment Business

Sales and Operating Profit

Sales



Operating Profit



Notes:

- Figures for past fiscal years reflect changes to reportable segments made in FY2022

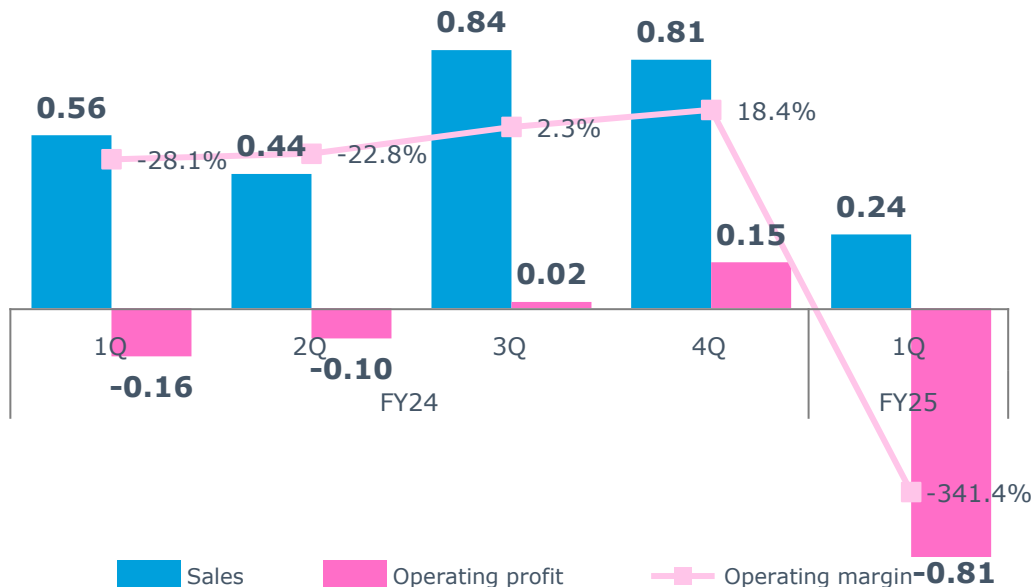
3. Progress Made in Each Business Segment: Investment Business

Summary of the Investment Business

Sales and Operating Profit

Sales: QoQ **-70%** YoY **-58%** / Operating Profit: QoQ **-648%** YoY **-¥0.66bn**

Billions of yen



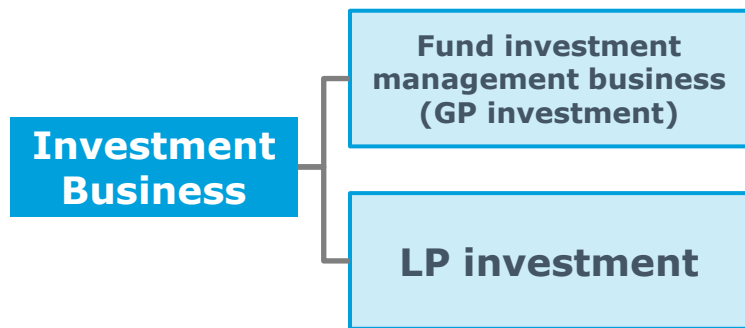
Focus Points

- We posted a quarterly loss in 1Q due to revaluation of some of our holdings
- Continued steady investment

3. Progress Made in Each Business Segment: Investment Business

Business Structure and Basic Plan

Business Structure



- ✓ The Investment Business segment consists of two subsegments: the fund investment management business (GP investment), which earns stable income from management fees and the LP investment business which earns income through capital gains.

Basic plan for the Investment Business

- **Continuous, staggered investment timing**
 - ✓ Make continuous, steady investments regardless of market conditions and accumulate investment assets
 - ✓ Stagger timing of investments over periods of 10 years or more to achieve staggered timing of investment return phases
 - ✓ Continuously hold multiple investments that have staggered investment return phases, aiming for stable profit contribution over the medium-to-long term

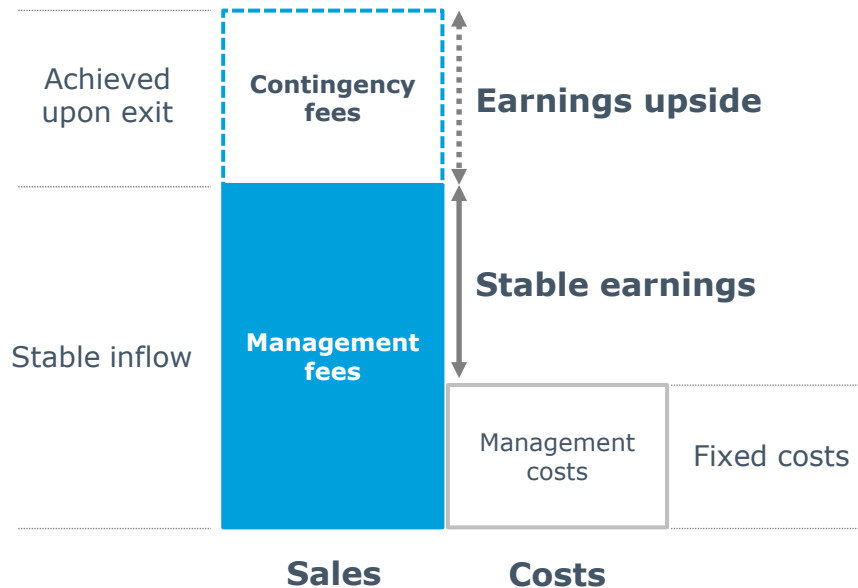


3. Progress Made in Each Business Segment: Investment Business

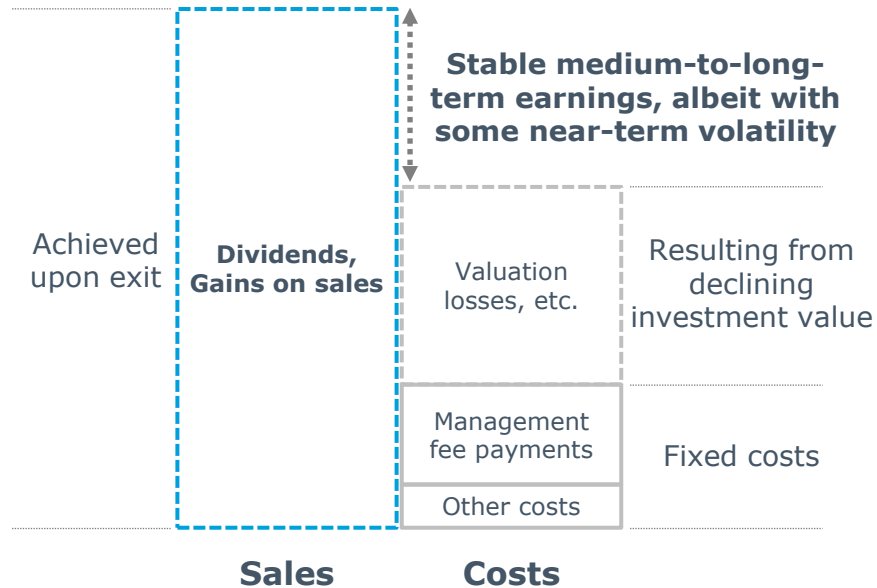


Earnings Structure

Fund investment management business (GP)



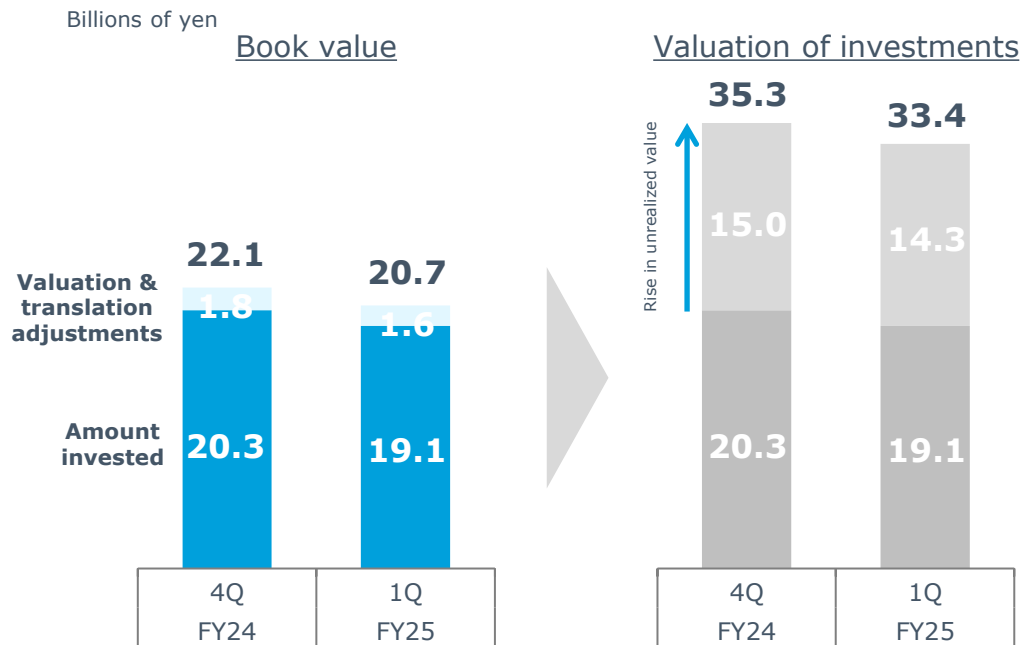
LP investment



3. Progress Made in Each Business Segment: Investment Business

Summary of the Investment Business

Quarterly change in operational investment securities investment valuation



Investment status in 1Q

- Investment in 4 VC funds in Japan and the United States
- Investment in 1 startups
- Valued at approximately ¥33.4bn based on valuation of invested companies at time of raising capital

Notes:

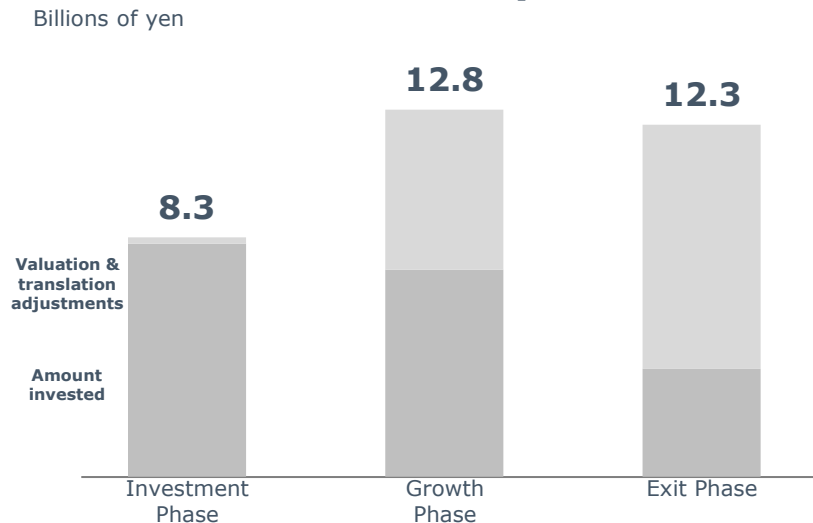
- Valuation & translation adjustments: Valuation of shares of listed companies held by GREE and VC funds in which GREE is invested
- Valuation of investments: Reference values for VC fund portfolio startup companies, converted based on most-recent financing procurement

3. Progress Made in Each Business Segment: Investment Business

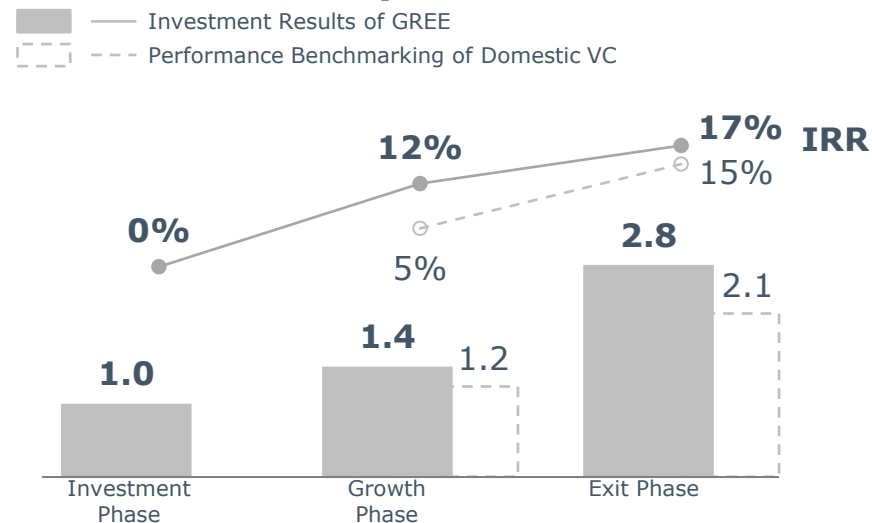
Status of Investment Results

Staggering investments over long periods of time results in staggered timing of investment return phases and high investment returns

Valuation of investments by investment period



Net multiples and IRR



Notes:

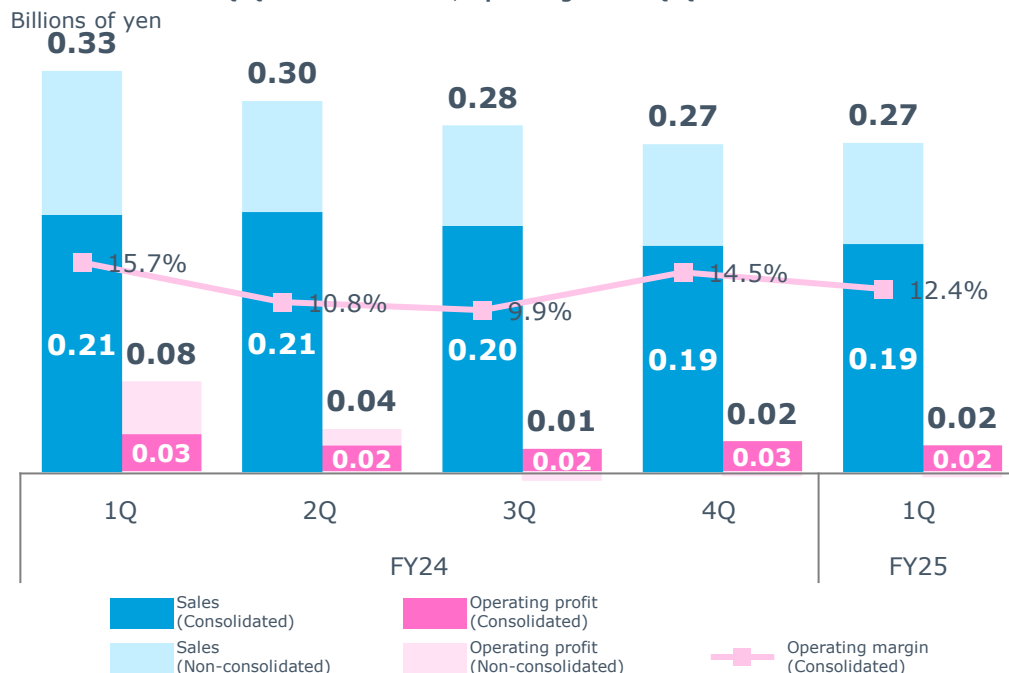
- Investment Phase: Investment made after FY22, Growth Phase: Investment made between FY18-FY21, Exit Phase: Investment made before FY17
- Valuation of investments: Reference values for VC fund portfolio startup companies, converted based on most-recent financing procurement
- Performance Benchmarking of Domestic VC: Calculated based on the average of the relevant period (there is a six-month difference in the period covered due to the difference between the calendar year and the fiscal year) in *Performance Benchmark Update for Japanese Venture Capital 2023* published by PREQUIN

3. Progress Made in Each Business Segment: Investment Business

Fund Investment Management Business (GP)

Sales and Operating Profit

Sales: QoQ **+1%** YoY **-11%** / Operating Profit: QoQ **-13%** YoY **-30%**



Notes:
• Includes results of individual non-consolidated businesses

Focus Points

- Secured stable management fee revenue through continuous formation of investment funds

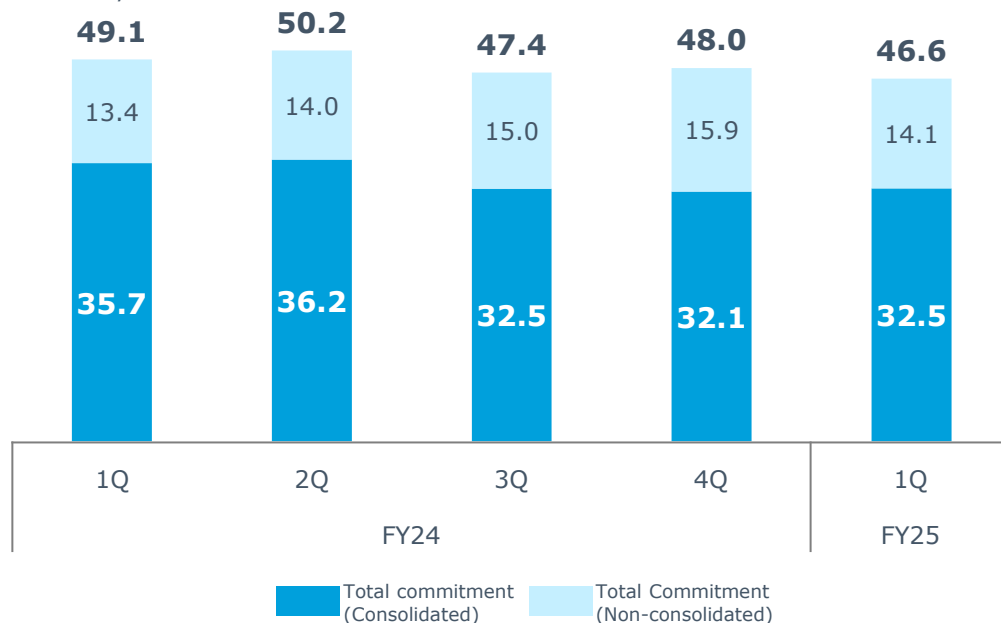
3. Progress Made in Each Business Segment: Investment Business

Fund Investment Management Business (GP)

Total AUM of Fund Investment Management Business

Based on total commitment

Billions of yen



Focus Points

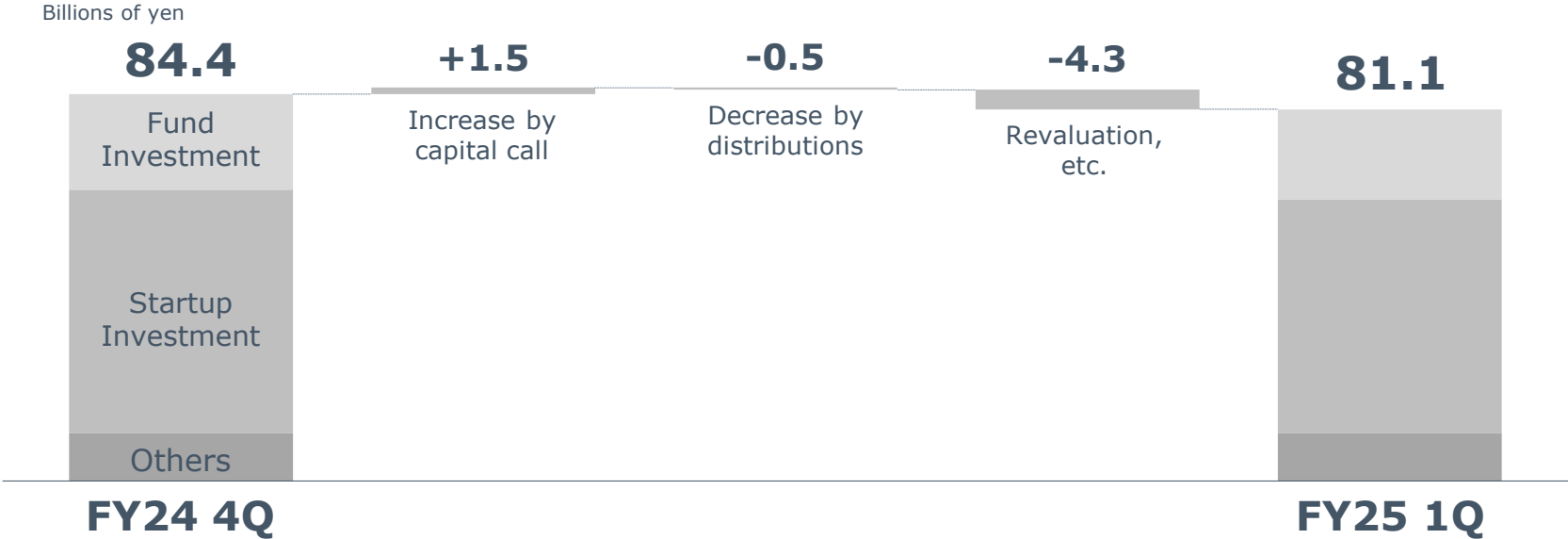
- Total commitment, on which management fee income is based, has remained steady

1. Financial Results Overview
2. Progress Toward Achievement of Management Plan Targets
3. Progress Made in Each Business Segment
4. **Appendix**

4. Appendix: Investment Business

Overview of Total AUM (Based on Investee Valuation)

Total AUM: 81.1 billion, down ¥3.3 billion QoQ on revaluation etc.



Notes:

- Fund Investments: Portion of assets of LP (limited partnership) fund assets held by GREE
- Startup Investments: Total AUM of funds managed by GREE's CVC Business (including investments from LPs)
- Increase by capital call: Increase by LP investment in VC funds, increase in total AUM from CVC capital calls, and increase from direct investment in companies
- Decrease by distributions: Decrease by earnings distributions from VC funds, decrease in total AUM by earnings distributions from CVC, and decrease by sales of interests in direct investments in companies
- Investee valuation: Reference values for VC fund portfolio startup companies, converted based on most-recent financing procurement

4. Appendix

1Q FY25 Cost Structure

Billions of yen

		FY25 1Q	QoQ	YoY	FY24 4Q	FY24 1Q
	Rental charges	0.53	0.02	-0.05	0.51	0.58
	Labor costs	2.32	-0.01	-0.09	2.32	2.41
	Others	3.84	0.18	-0.19	3.66	4.04
	Cost of sales	6.69	0.19	-0.33	6.50	7.02
	Advertising	1.09	0.29	0.08	0.80	1.01
	Commission fees	2.17	-0.27	-0.82	2.44	2.99
	Labor costs	1.24	-0.06	-0.04	1.30	1.28
	Others	1.88	0.24	-0.37	1.65	2.25
	SG&A	6.39	0.20	-1.15	6.19	7.54
	Total costs	13.08	0.39	-1.49	12.68	14.56

4. Appendix

1Q FY25 Balance Sheet

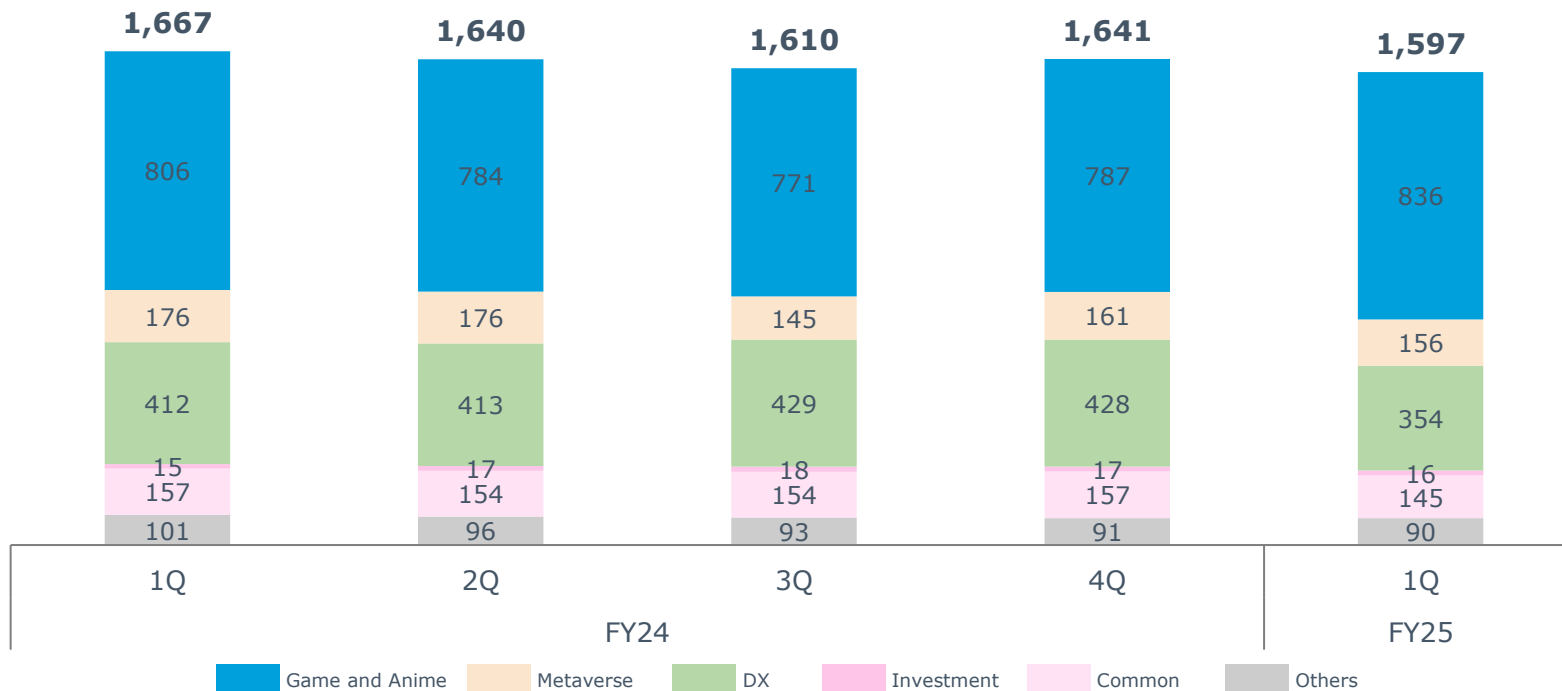
Billions of yen

	FY25			FY24 4Q	FY24 1Q
	1Q	QoQ	YoY		
Current assets	104.4	-7.8	-3.0	112.3	107.5
Non-current assets	16.2	-0.3	-0.7	16.5	16.9
Total assets	120.7	-8.1	-3.7	128.8	124.4
Current liabilities	17.8	2.8	-1.9	15.0	19.7
Non-current liabilities	12.1	-6.1	-0.1	18.2	12.3
Total liabilities	30.0	-3.3	-2.0	33.3	32.0
Total net assets	90.7	-4.8	-1.7	95.5	92.4
Cash and deposits	39.5	-10.3	-10.8	49.8	50.3
Interest-bearing debt	16.7	-	1.0	16.7	15.7
Net cash	22.8	-10.3	-11.8	33.1	34.6
Goodwill	-	-	-	-	-

4. Appendix

Group Headcount

Number of employees



Notes:

- Figures for the DX Business in FY2024 and earlier are the total for the DX Business and the Commerce Business, reflecting changes made to reportable segments effective from FY2025
- Includes non-consolidated group companies; as of the end of each quarter

Sustainability

GREE Group is continuously working to develop the Internet industry and solve various social issues. Please see our corporate website for more information.



Solving social issues through the Internet



Helping to create a diverse society



Building a safe and secure Internet society

<https://corp.gree.net/jp/ja/sustainability/our-actions/>

(Only available in Japanese)

4. Appendix

Additional Information Regarding Business Segment Classifications

Segment classification		Subsegment names		Main subsidiaries and details
Long-term investment businesses	Game and Anime	Browser games		GREE, Inc.
		Excluding browser games	Live Service Game Business	WFS, Inc., Pokelabo, Inc., parts of GREE Entertainment, Inc.
			Licensed Game Business	Parts of GREE Entertainment, Inc., etc.
			Others	
Continuous growth businesses	Metaverse	Platform Business		REALITY, Inc.
		VTuber Business		REALITY Studios, inc.
		Others		BLRD PTE.LTD., etc.
	DX	Marketing DX Business		Glossom, Inc.
		Social DX Business		GREE Lifestyle, Inc.
		aumo, Inc.		aumo, Inc.
		Others		ExPlay, Inc., jobda, inc., etc.
		Fund Investment Management Business		GREE Ventures, Inc., STRIVE, Inc., GREE Capital Partners, LLC, etc.
Others				
Investment		—		Corporate functions, consolidated adjustments, etc.
Adjustments		—		Corporate functions, consolidated adjustments, etc.



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- When producing this document, we were careful to avoid errors or omissions, but the accuracy and completeness of the provided information is not guaranteed.