Note: This document is a translation of a part of the original Japanese version and provided for reference purposes only. In the event of any discrepancy between the Japanese original and this English translation, the Japanese original shall prevail.



Fiscal Year Ended December 31, 2024

Financial Results Presentation

Monday, February 17, 2025

Beaglee Inc.

TSE Standard Market: 3981

Agenda



- 1 FYE Dec. 2024 Financial Results
- Medium Term Management Plan (Excerpt from MTP for 2025–2027)
- 3 FYE Dec. 2025 Earnings Forecast
- 4 About Beaglee



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Executive Summary for FYE Dec. 2024



Net sales

18,446 million yen

(Down 3.3% YoY)

Operating profit

1,786 million yen

(Up 19.4% YoY)

Profit

1,303 million yen

(Up 89.1% YoY)

ROE

18.1%

(Up 7.7 pt YoY)

- Net sales decreased 3.3% YoY due to decreased net sales in the P Seg and increased net sales in the C Seg.
- Operating profit reached an all-time high due to increased profit in both segments.
- Profit increased 89.1% YoY due to a decrease in corporate taxes making use of inherited loss carried forward for tax purposes after the absorption-type merger of subsidiaries, and ROE increased 7.7 points YoY.

FYE Dec. 2024 Full-year | Financial Highlights—Statement of Income



(Unit: Millions of yen)

P/L	FYE Dec. 2023	FYE Dec. 2024 Yo		Υ	
	Full-year	Full-year	Change	Rate of change	
Net sales	19,080	18,446	(633)	(3.3%)	
Operating profit	1,496	1,786	+289	+19.4%	
Ordinary profit	1,440	1,726	+285	+19.8%	
Profit attributable to owners of the parent	689	1,303	+614	+89.1%	
Net income per share (yen)	114.74	220.02	+105.28	-	
Adjusted EBITDA	2,516	2,783	+266	+10.6%	

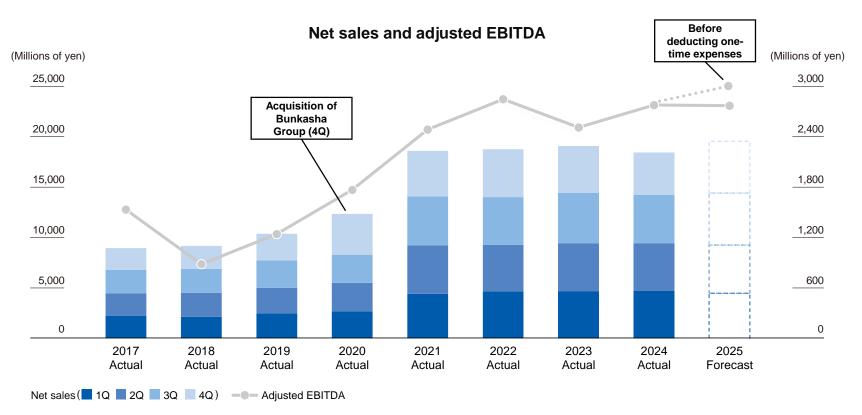
Note: 1. Totals may not match due to rounding.

^{2.} Adjusted EBITDA = Operating profit + Depreciation (including amortization of publishing rights) + Amortization of goodwill

⁺ Amortization of leasehold deposits + Share compensation expenses ± Other adjustment items

FYE Dec. 2024 Full-year | Changes in Net Sales and Adjusted EBITDA





Note: Adjusted EBITDA = Operating profit + Depreciation (including amortization of publishing rights) + Amortization of goodwill + Amortization of leasehold deposits + Share compensation expenses ± Other adjustment items

FYE Dec. 2024 Full-year | Financial Highlights—Balance Sheet



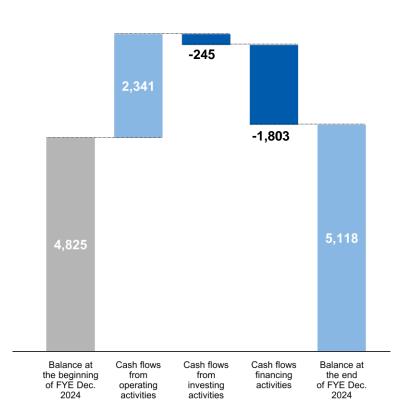
(Unit: Millions of yen)

B/S	FYE Dec. 2023 Full-year		FYE Dec. 2024 Full-year			
D/3	Amount	Ratio	Amount	Ratio	Change	Notes
Current assets	9,009	49.0%	8,579	49.6%	(429)	
Non current assets	9,375	51.0%	8,714	50.4%	(661)	Goodwill of 7,730 million yen Publishing rights of 270 million yen
Total assets	18,384	100.0%	17,294	100.0%	(1,090)	
Total liabilities	11,431	62.2%	9,808	56.7%	(1,623)	D/E ratio 0.64
Total net assets	6,953	37.8%	7,486	43.3%	+533	
Total liabilities and net assets	18,384	100.0%	17,294	100.0%	(1,090)	
Capital-to asset ratio	37.8%		43.3%			

Note: Totals may not match due to rounding.

FYE Dec. 2024 Full-year | Financial Highlights—Cash Flow Statements





(Unit: Millions of yen)

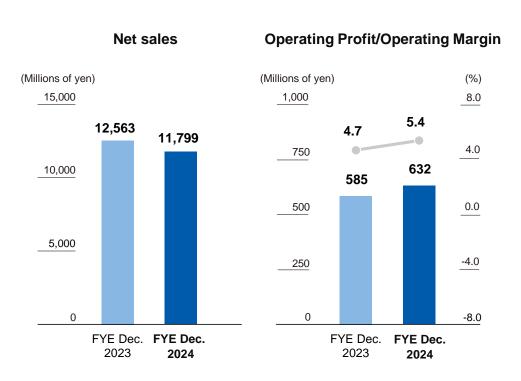
	FYE Dec. 2023	FYE Dec. 2024	Change
Cash flows from operating activities	1,859	2,341	+481
Cash flows from investing activities	(173)	(245)	(71)
Cash flows from financing activities	(1,078)	(1,803)	(724)
Cash and cash equivalents at end of period	4,825	5,118	+293

Note: Totals may not match due to rounding.

Segment Breakdown—Platform Segment



Platform Segment: engages in operation of comic distribution service Manga Kingdom, digital publishing of original works on Manga Kingdom, and other peripheral businesses



Net sales

- Net sales and net sales of Manga Kingdom decreased 6% YoY.
- As a result of a decrease in MAU due to a review of advertising operations in the second half of the year, net sales of Manga Kingdom in the second half of 2024 decreased 10% YoY.

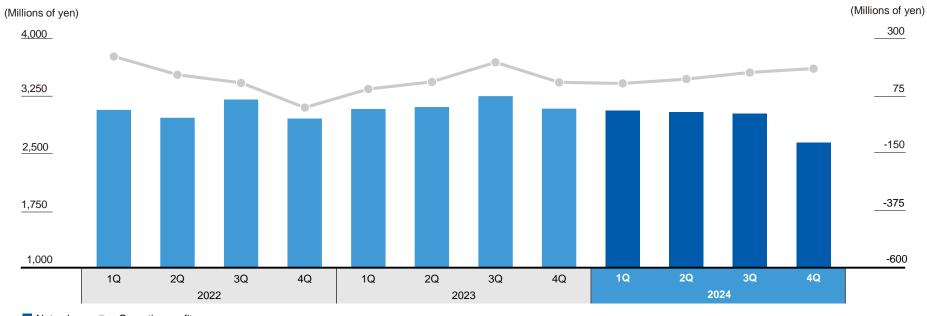
Operating profit

- Operating profit increased 47 million yen YoY due to a significant decrease in SG&A expenses, including advertising and promotional expenses, in the second half of the year.
- Advertising and promotional expenses decreased 515 million yen YoY as a result of a review of advertising operations and a reduction in the number of advertisements published due to a lack of hit advertisements.

FYE Dec. 2024 Full-year | Platform Segment



Platform Segment: Net Sales and Operating Profit

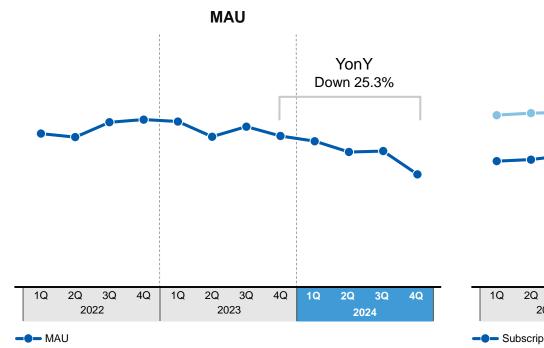


Net sales — Operating profit

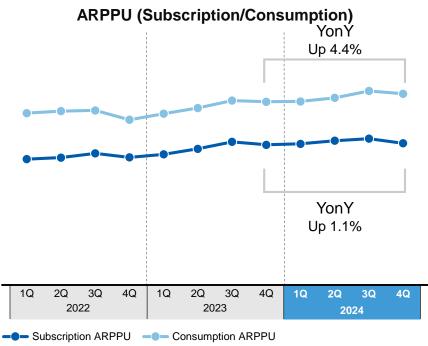
Note: Net sales includes internal net sales and transfers between segments.

FYE Dec. 2024 Full-year | Platform Segment KPI





Changes in the number of members visiting Manga Kingdom



Changes in the amount determined by dividing subscription amount/consumption amount by the number of paid memberships

FYE Dec. 2024 Full-year | Platform Segment





Developed loyal customers Expanded original contents and added to the lineup for the strategy to create a sense of value



Hoseki no Musume to Ino no Oii

Watashi Murakami (author) Maika (planning)



Itsuko Ikkanda, Child Welfare Officer (Remake Version)

Noriko Sakata (author) Ayuko Omi (original author) Beaglee (production)

- Manga Kingdom members broke through the 9 million mark.
- The printed book of Hoseki no Musume to Ino no Oji, which won first place in the 2022 Manga Kingdom annual comprehensive ranking, is now on sale.
- The full-color remake of Itsuko Ikkanda, Child Welfare Officer is selling well.









Hosted novel contests on novelba, a novel posting service, to promote comicalization of original posted works.





- · Held the "First BK Comics Isekai Novel Contest," a contest sponsored by Bunkasha.
- Started distributing a novel based on a draft by Eiko Kano on novelba, in collaboration with TOKYO FM.



Help Me, Even Though I'm a Killer! I Can't Finish This Terrible Cursed Video Game. By the Way, Please Subscribe to My Channel!

Eiko Kano (draft) Kyosuke Kagami (author) Yuka kuramochi (character draft) Beaglee (plan)

Expanded the lineup of our group's works on yomoyo, a comic distribution service for North America, and promoted acquisition of distribution licenses.



"yomoyo," a comic distribution service for North America



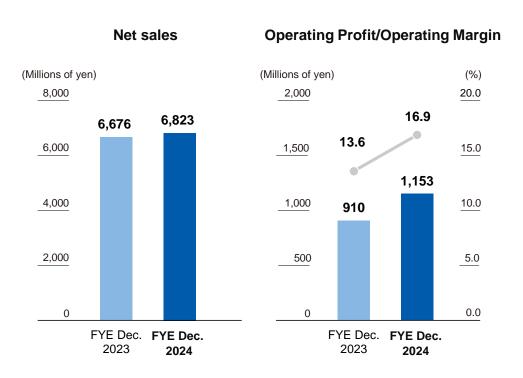
FOOL'S SKIN

Yoshimi Kusano (author)/Bunkasha

Segment Breakdown—Contents Segment



Contents Segment: engages in printed and digital publishing of books and magazines centered around Bunkasha



Net sales

- Net sales of digital products were 4,946 million yen, up 10% YoY due to a steady increase in the number of digital works published.
- Net sales of printed publications were 1,876 million yen, down 13% YoY due to a reduction in the number of copies distributed.
- Segment sales were up 2% YoY due to increased net sales of digital products, despite a YoY decrease in net sales of printed publications.

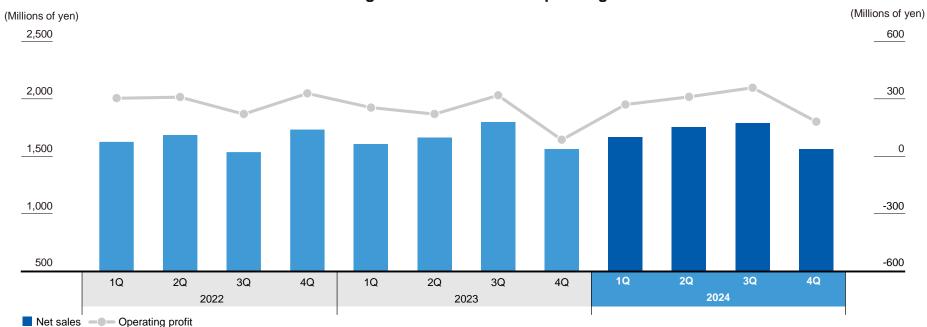
Operating profit

- Profit from digital products increased YoY due to increased net sales of digital products.
- Profit from printed publications improved YoY as production costs per unit decreased due to decreased book distribution as well as steady overseas licensing.
- Operating profit increased 242 million yen YoY due to an increase in gross profit driven by digital publishing.

FYE Dec. 2024 Full-year | Contents Segment





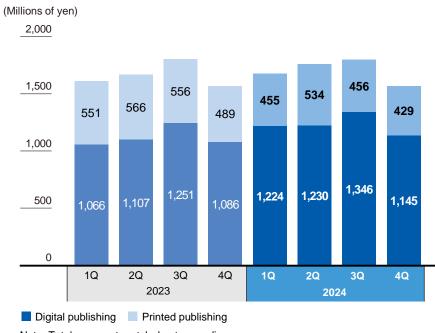


Note: Net sales includes internal net sales and transfers between segments.

FYE Dec. 2024 Full-year | Contents Segment KPI

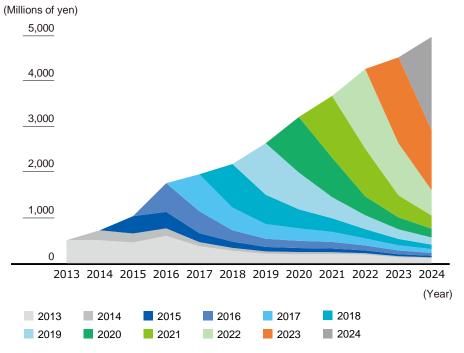






Note: Totals may not match due to rounding.

Digital Net Sales and Distribution Timing



Note: Figures are based on managerial accounting and do not match those for financial accounting.

FYE Dec. 2024 Full-year | Contents Segment





Expanded genre variation and contents Continued growth in genres with high affinity to the digital field mainly in comics geared toward women



Even Though It Was a Contract Marriage with a Divorce Planned, the Cold-hearted Duke Is Attached to Me

Sua Tsumugi (author) Kotoko (original author)



◀ Then Why Don't You Cook It Yourself?

Natsuko Taniguchi (author)



Revenge Agent App: One Tap to Execute Them

Kayu Miyashita (author) Jun Kivama (original author)

Reinforced comic editorial structure

- Launched a new label, GUSHgem, in April 2024
- Increased the number of editors by four to reinforce the comic editorial structure
- Developed editorial managers



Promotion of media mix, including TV dramatizations and exhibition events





Bunkasha's work was dramatized for a TV program!

- In-House Executioner. She eliminates the enemies was broadcast on Kansai Television from April 2024.
- Mr. Mitsuya's planned feeding was broadcast on Mainichi Broadcasting System from July 2024.





The total number of copies sold exceeds 1.8 million!

Held a special exhibition of I want you to love me to the inside.

- Held an exhibition of Momose An. I want you to love me to the inside in Tokyo and Osaka to commemorate the release of the fourth paperback volume.
- Held exhibitions of replicas of original drawings and sale events of newly-drawn goods.

Enhance Kindan Shoten, an official YouTube channel, and content on GUSH_&.Emo. Continued expanding Let's GO 4WD video contents and promoted real events.



Started distributing the voice comics of popular works on Kindan Shoten.

Focused on promotion using social media, YouTube, etc.



Strengthened production of video contents by utilizing YouTube. Expanded the number of contents available on the video platform.

Hold real 4WD events to deepen connections with fans, including through the use of social media, which contributed to raising recognition of the medium.

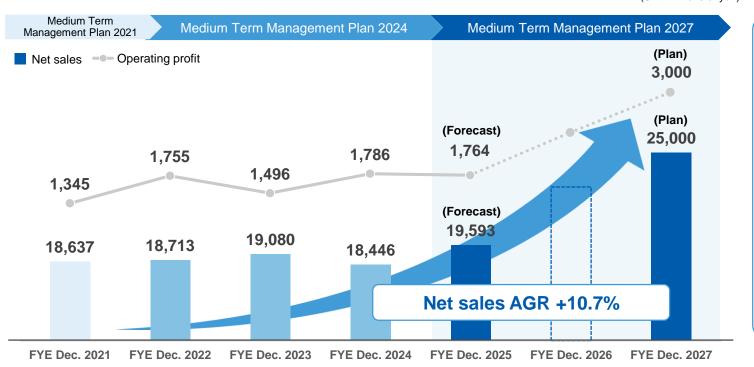


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Business Performance Targets



Aim to gain a 5% or more share in terms of sales of comics distributed in the e-book market*, based on the total amount distributed by our entire group. (Unit: Millions of ven)





Note: This represents the percentage of the total of sales from Manga Kingdom and sales of digital content mainly from Bunkasha against the forecast for the e-book market size in 2027 of 771 billion yen.

Strategy by Segment (Platform Segment) Beaglee



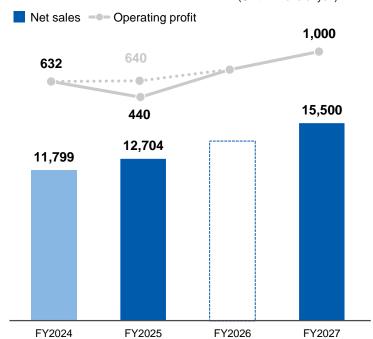
Aim for the re-growth of Manga Kingdom by optimizing its operation and acquiring and retaining light users.

Main measures

- Continuation of the royal customer strategy & optimization of its operation
- Develop heavy users by continuing the strategy to be recognized as No. 1 in terms of a sense of value.
- Increase sales by enhancing advertising.
- Reinforcement of measures to acquire and retain light users
 - Strengthen measures to increase and retain light users by expanding services and content for them
 - Optimize targeting.
 - Reinforcement of the production of original content
 - Establish a new production method using generative Al.
 - Reinforce the production and sales of original content in-house and through collaboration.







Note: Net sales includes internal net sales and transfers between segments.

Note: In FY2025, profits are expected to decrease due to the double rent payments accompanying the relocation of the head office, the lack of funds to cover the cost of restoring the current office to its original state, and the incurrence of one-time expenses. including strategic expenses.

Strategy by Segment (Contents Segment) Beaglee

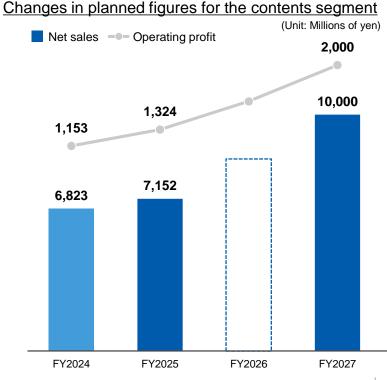


Strengthen general works targeting broader readers, as well as increase works for female readers, which we are strong in.

Aim for net sales of 10 billion yen in the final year covered by the plan.

Main measures

- Further growth of digital content
 - Enhance content that makes use of the characteristics of each genre.
 - Reinforce editorial staff in accordance with the recruitment plan in response to the expansion of content.
- **Maximizing profits from printed publishing**
 - Reduce the publication of printed magazines as a part of the process to improve profitability.
 - For printed books, carefully select genres and works aiming for revenue growth.
- **Secondary development of content**
 - Expand works in multiple ways through secondary development such as converting them for media or producing goods.
 - Actively promote the operation of YouTube, etc., and overseas licensing.



Medium Term Management Plan 2027 Future Policy for Overseas Expansion



Implement initiatives with the aim of full-scale overseas distribution from both the platform and content perspectives while evaluating the market scale and investment effects.

Market environment

- The comic market in North America is expected to grow, but it is expected that printed comics will remain the mainstream for the time being.
- At present, there are not enough translated content of Japanese comics, but as translation and distribution progress, it is predicted that the scale of e-comic sales in the North American comic market will expand.

Understand the current situation of competition, risks, etc.

- ✓ Intensification of the competition environment due to the overseas expansion of Japanese companies Many platforms are already offering services for the current market size.
- ✓ External factors, including pirate sites The risk of the impact caused by the use of pirate sites is more prominent than in Japan.

Overseas expansion policy in the Medium Term **Management Plan 2027**

"yomoyo," a comic distribution service for North America

- Put efforts in procuring localized contents and enhancing the functions on the site.
- We plan to increase advertising and translation investment according to the market development.

Licensing out

- Build local networks for future distribution, mainly through licensing out and exhibiting at overseas trade fairs, etc.
- Expand genres and create content in anticipation of increased translation demand.

Initiatives with the Nippon Television Group Beaglee









Co-create contents delivering worldwide hits

Medium Term Management Plan (2022–2024)

Broadcast of the joint audition project THE TOKIWA and its dramatization

- (1) Discover, develop and support creators Promote various joint events/campaigns
- (2) Mutual use of original works Adapt the Group's works into movies and Nippon TV's IP into manga
- (3) Tackle challenges of media mix expansion Attract customers and licensing revenue by developing media mix in addition to events from the Group's new and old works, etc., beyond co-created works
- (4) Strengthen platforms Drive traffic from TV to Manga Kingdom

Medium Term Management Plan (2025-2027)

Continue to promote collaboration that leads to the co-creation of IP and reinforcement of platforms.

- (1) Discover, develop and support creators Promote various joint events/campaigns
- (2) Mutual use of original works Adapt the Group's works into movies and Nippon TV's IP into manga
- (3) Tackle challenges of media mix expansion Promote a media mix that includes various media such as short dramas, as well as terrestrial broadcasting
- (4) Strengthen platforms Promote collaboration with Hulu

Medium Term Management Plan 2027 Business Partnership with Hulu



Conclude a strategic partnership with HJ Holdings, Inc., which operates Hulu, an online video distribution service, in the field of comics and videos.





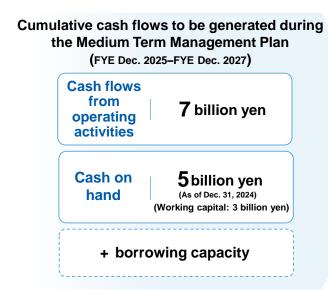
Overview of the strategic partnership

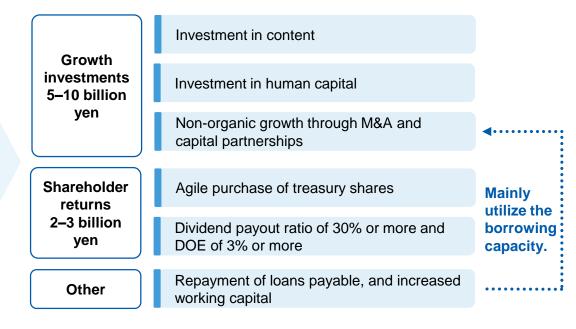
- Our company, which operates Manga Kingdom, a comic distribution service, and produces and distributes original digital comics, have formed a partnership with HJ Holdings, Inc., which operates Hulu, an online video distribution service, and produces and distributes original dramas and variety shows, to develop a business that can be expected to generate synergy between comics and videos.
- Plan to develop business by the end of fiscal year 2025

Capital Allocation Capital Allocation Policy



- We revised our capital allocation policy because our financial position has improved.
- We aim to actively expand growth investment and shareholder returns while being aware of capital efficiency.





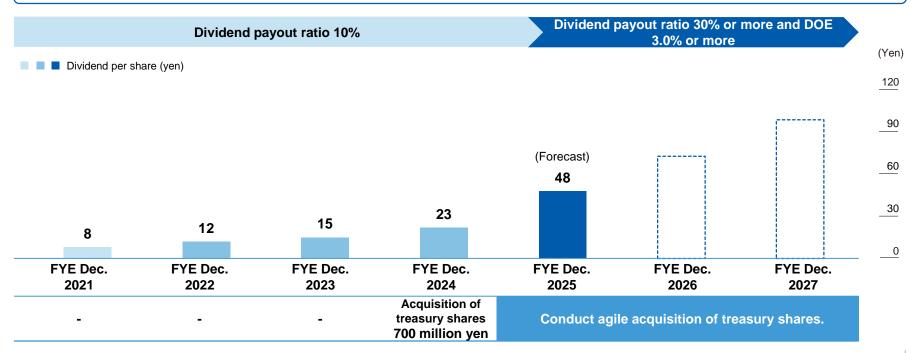
Policy on Shareholder Returns (Review of dividend policy)



In light of the discussion on measures to achieve management that is conscious of capital costs and stock prices, the dividend policy has been revised starting with the fiscal year ending December 2025.

Basic policy/ Dividend policy

- Implement stable and continuous profit distribution while securing the internal reserves needed for future growth investments.
- We have raised dividend payout ratio from the current 10% to 30% and newly set consolidated dividend on equity (DOE).





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Earnings Forecast (Consolidated)



Strengthen measures for light users, re-grow Manga Kingdom through operational optimization, increase works for female readers in the sale of digital content, and strengthen the production of works for general readers.

(Unit: Millions of yen)

P/L	FYE Dec. 2024 results	FYE D	FYE Dec. 2025 forecast		
	Full-year	Full-year	Change	Rate of change	
Net sales	18,446	19,593	+1,146	+6.2%	
Operating profit	1,786	1,764	(22)	(1.3%)	
Ordinary profit	1,726	1,709	(16)	(1.0%)	
Profit attributable to owners of the parent	1,303	885	(418)	(32.1%)	
Net income per share (yen)	220.02	159.02	(61.00)	_	
Adjusted EBITDA	2,783	2,775	(8)	(0.3%)	

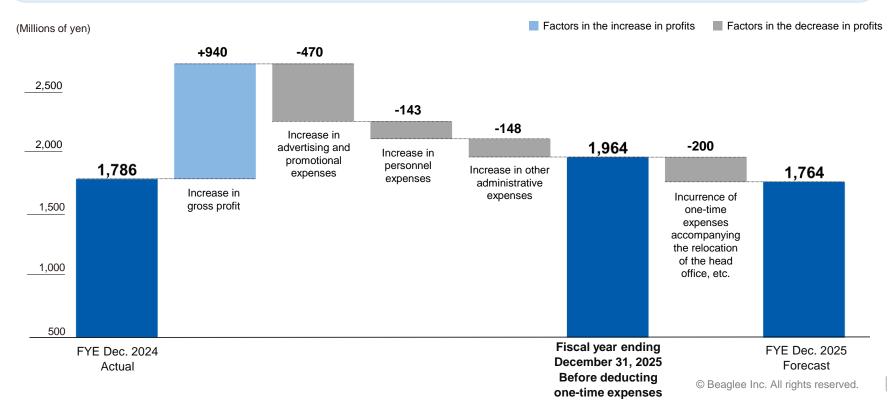
Note: 1. Totals may not match due to rounding.

^{2.} Adjusted EBITDA = Operating profit + Depreciation (including amortization of publishing rights) + Amortization of goodwill © Beaglee Inc. All rights reserved. + Amortization of leasehold deposits + Share compensation expenses ± Other adjustment items

Analysis of Changes in Operating Profit

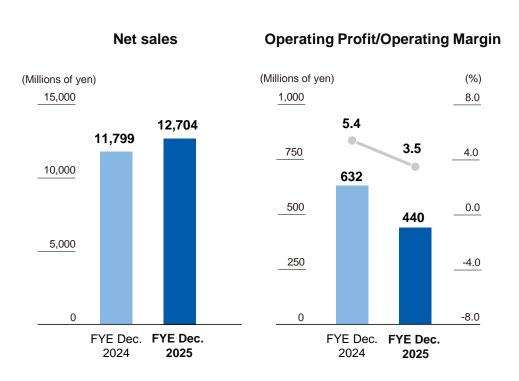


Operating profit before the deduction of one-off expenses, including the relocation of the head office of Beaglee and strategic expenses, was 1,964 million yen (up 178 million yen YoY).



Earnings Forecast (Platform Segment)





Net sales

Re-growth of Manga Kingdom

- Plan to grow Manga Kingdom net sales by approx. 7% YoY.
- Strengthen advertising investment with the launch of Machi-Comi service for light users.
- Enhance original content including a masterpiece remake project, etc.

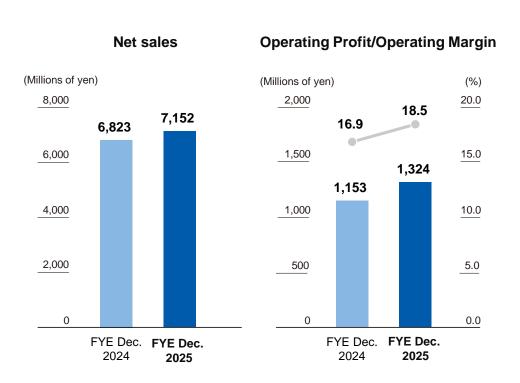
Operating profit

Plans to absorb the growth in advertising and promotional expenses through an increase in gross profit, resulting in a substantial increase in profits

- Aim to increase gross margin by optimizing operations and increasing original content.
- Implement agile advertising control according to targets.
- Expect to incur one-time expenses of 200 million yen for the relocation of the head office of Beaglee, etc.

Earnings Forecast (Contents Segment)





Net sales

Continue expanding genre variation and content

- Plan to grow digital net sales by approx. 13% YoY.
- Strengthen general works targeting broader readers, as well as increase works for female readers, which we are strong in.
- Actively promote overseas licensing and strengthen the secondary development of content.

Operating profit

Plan to increase profits by improving the profitability of the printed publishing business and digital growth

- Increase gross profit by growing digital net sales.
- Increase editors for expanding content.
- Aim to further improve profitability through distribution control in the print publishing business.



Cautionary Statement Regarding Forecasts -

- The materials and information provided in this presentation include forward-looking statements.
- These are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties, which
 could cause actual outcomes and results to differ materially from these statements.
- These risks and uncertainties include general domestic and international economic conditions, such as the state of business and markets, interest rates, and foreign exchange rate volatility.
- This presentation contains information believed to be useful as reference when explaining the business climate. It
 contains financial information that has not been audited by the Company's accounting auditor. Therefore, the Company
 cannot fully guarantee the accuracy of this information.
- The Company does not assume any obligation to update or review the forward-looking statements contained in this
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- The names of companies, products and services appearing in this presentation are the trademarks or registered trademarks of each relevant company.



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Company Info





Company name: Beaglee Inc.

Address: 4F Aoyama Sun Crest Building, 2-13-5 Kita Aoyama, Minato-ku,

Tokyo, Japan

Founded: October 25, 2004

Capital: 1,906.35 million yen (as of Dec. 31, 2024)

Market: TSE Standard Market (securities code: 3981)

Employees: 95 (Non-consolidated/as of Dec. 31, 2024)

Executive team: President and Representative Director Jimpei Yoshida

Outside Director Shunsuke Sato
Outside Director Shinichiro Kubo

Director (Audit and Supervisory Committee Member)

Shin Tanaka

Outside Director (Audit and Supervisory Committee Member)

Hiroaki Yoshida

Outside Director (Audit and Supervisory Committee Member)

Toshihiko Ohashi

Origin of company name

Named after the H.M.S. Beagle used by Charles Darwin (who introduced the theory of evolution) for his voyage around the world

Bunkasha Group

Bunkasha Co., Ltd.



- Founded: 1948
- Employees: 149 (as of Dec. 31, 2024)
- Business summary:

Integrated publishing business publishing printed and digital comics geared toward women

Kaiohsha Co., Ltd. Shin Apollo Publishing Co., Ltd. Bunyusha Co., Ltd.

海王社

Contract editing from Bunkasha 新アポロ出版

Contract editing of automobile magazines and contract advertising

文友舎

Publishing (editing) business for women's fashion magazines and automotive magazines

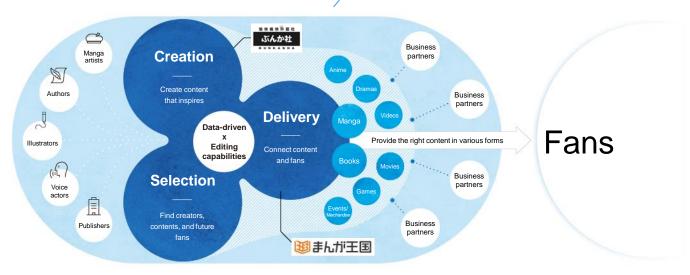
Management Philosophy







Contents producer providing creation, selection, and delivery all in one



Creation

Produce original content with the potential to duplicate hits, harnessing our strengths of data analysis and editing

Selection

Identify creators and content based on reader needs

Delivery

Provide fans with countless opportunities to experience excitement and joy



Contents producer providing creation, selection, and delivery all in one



Platform Segment

Accounts for over 90% of Beaglee's net sales



Comic distribution service with greatest sense of value

novelba



Contents Segment

Integrated publishing company group comprising four publishers



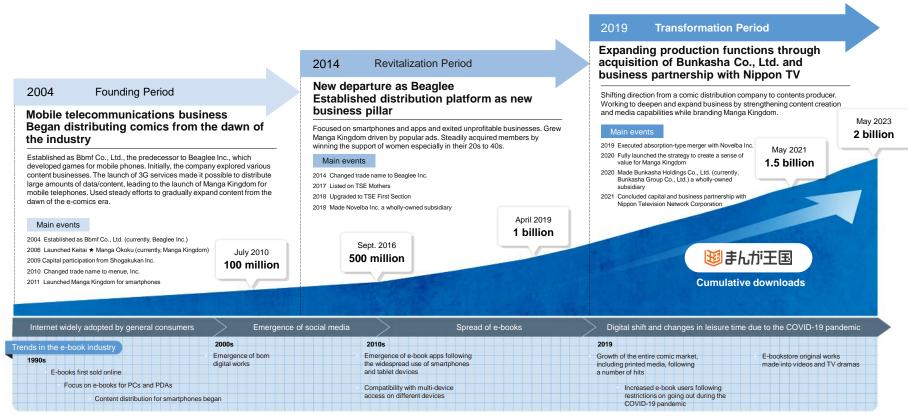
海王社





About Beaglee **Evolution of Beaglee**



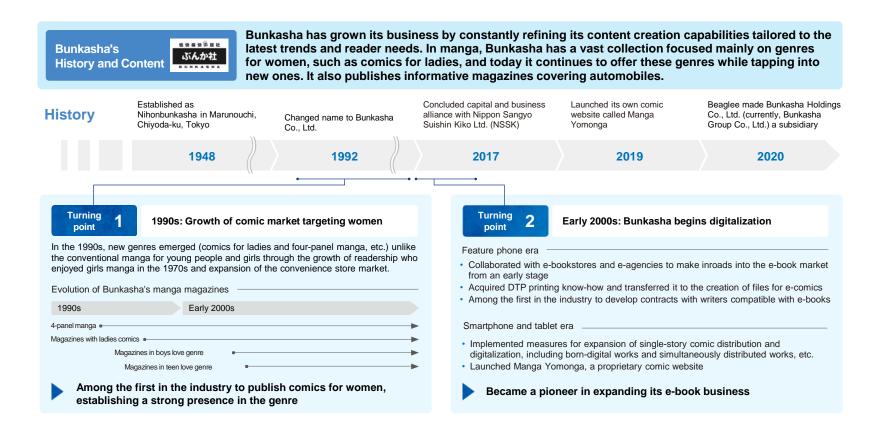


^{*} PDA: Personal Digital Assistant

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Evolution of Beaglee (Bunkasha)





What is Manga Kingdom?





Provide services with longevity using creative proposals that strike at the heart of customers

Members: Over 9 million

Downloads: 2.4 billion

Contracts with licensors such as publishers

and authors: Over 2,000

Always over 10,000 for free





Manga Kingdom's official mascot character **Hokoriamu**

Notes:

1. "Survey on E-Comic Services"

Period: March 15 to March 22, 2024

Targets: Men and women between the ages of 20 and 69 who use either Manga Kingdom or another

main e-comic service and who are subscribers (pay a fee to access)

Sample size: 1,648

Method: Internet research Partner: MARCS Co., Inc.

- 2. Data as of January 2025
- 3. Cumulative downloads include free titles and comic strip titles converted to books.

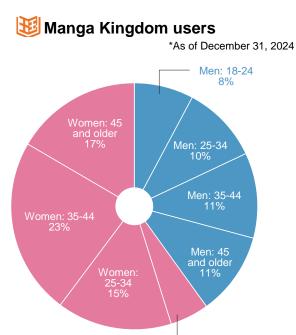
Manga Kingdom Membership Composition



Popular among women in their 20s to 40s.

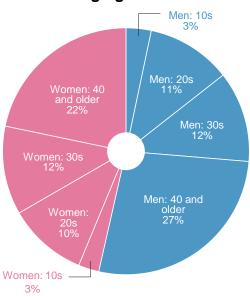
Many become fans after
encountering not only famous titles, but
also hidden gems and original content.
Many works have been turned into media
after gaining popularity, following the
Company's promotions, special features,
etc.





Women: 18-24-5%

General users of fee charging e-books



Source: Impress Corporation estimates, "eBook Marketing Report 2024"

What is novelba?





Novel posting service that connects creators and readers based on the concept of creating a world where all forms of novels can be enjoyed on a digital device by anyone

Novels posted: Over 20,000

Offers unique novelba remuneration program Hosting novel contests through partnerships with publishers

Production and distribution of comicalized original posted works in collaboration with Manga Kingdom

Link to novelba
https://novelba.com/



Administrator of novel posting app novelba **Lulu Nonobe**

Bunkasha's Services



Comics

- Specializing in comics for women which have a high affinity to digital contents.
- Many short works perfect for leisure reading also feature high affinity with digital works.
- Creating hit serialized works that are long and capable of enticing readers into purchasing the next work in the series, contributing to digital sales.

Comics for ladies-



The Love Between the Director and the Company Livestock Is Frustrating Shimo (author)



Manga Grimm Fairy Tales Kinpeibai Mami Takezaki (author)

-Comic essays/Light novels----



Remover of Impurities Okita Bakka (author)



Botsuraku Reijo, Binbo Kishi no Maid ni Narimasu Tokei Chiyo (author) Mashimesa Emoto (original author)

Teen love genre



Please Sleep With Me, Tachibana!: My First Sexual Partner is My Hot Coworker?! Fudono Fudou (author)



Kurobengoshi no Chijo: Sekai de Ichiban Omoi Junai Sumi (author)

- Boys love genre -



Kobayashi Senpai Wants to Do It with a Girl Uri (author)



Let's pray with the Buddhist priest Kotetsuko Yamamoto (author)

PICK UP

Media mix

- Content from a wide range of genres is visualized in various media.
- We increase revenue through promotion using YouTube and X.
- We hold real events for magazines and comic works. They contribute to enhancing the name recognition of media by strengthening ties with fans.

Visualized works



Daughter's Blues
Rin Sakurazawa (author)



r's Blues planned feeding awa (author) Ayaka Matsumoto (author)



HANJUKU FAMILIAR

~harapeko kyoudai no
jukusei recipe

Marie Hatori (author)



The Love Between the Director and the Company Livestock Is Frustrating Shimo (author)



~digital tattoos continue to go viral~ Shinobu Kuroda (author)

Voice comic works



Land of Beauty and Ugliness

The Woman Who Gave Up

Her Face for Revenge

Harumi Fujimori (author)



Assassin Diner Hatoji Erisaki (author)

Hold real events



Exhibition of Momose An, I want you to love me to the inside



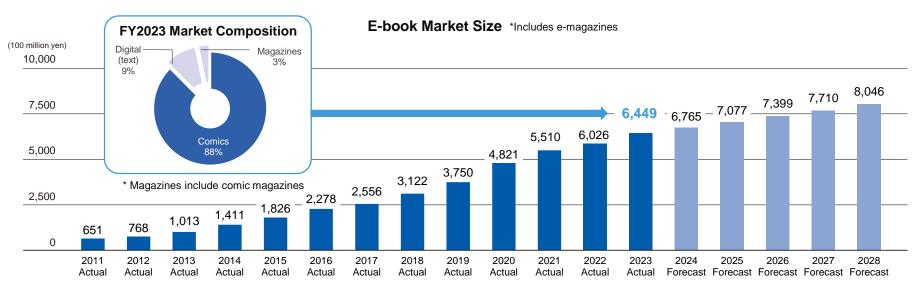
GUSH 20th anniversary exhibition -with LOVE.

E-book Market Environment



The size of the e-book market in fiscal 2023 is estimated to be 644.9 billion yen, an increase of 42.3 billion yen (7.0%) from 602.6 billion yen in fiscal 2022.

The market is expected to grow to 800 billion yen in fiscal 2028.

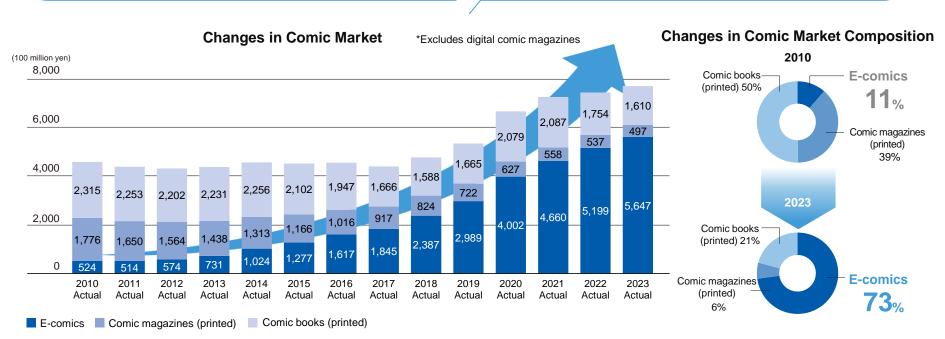


Source: Impress Corporation estimates, "eBook Marketing Report 2024"

Comic Market Environment



Comics' share of the publishing market increased from the previous year. In addition, e-comics account for more than 70% of the comic market.



Source: Impress Corporation estimates, "eBook Marketing Report 2024"/Research Institute of the Publishing Science, "Annual Report on the Publication Market 2024"

Create new value by connecting creators and fans



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