

# ARTERIA Networks Group FY21-FY25 Mid-Term Plan

## Main measures for FY21-25 and earnings targets for FY25 (excl. M&A)

Aim for market capitalization of over 200bn yen through continued investments towards sustainable growth

	FY21	FY23	FY25
Net sales	54.5bn yen	65.0bn yen +	80.0bn yen + (※)
Operating profit	9.3bn yen	11.5bn yen +	15.0bn yen +
EBITDA margin	30.0% or higher		
Dividend payout ratio	Target 50% (biannual dividends)		

※ Targeting sales of 100.0bn yen including M&A

## FY21-FY25 management strategy framework

### Measures for growing the core business

- Gain further demand by optimizing and updating FTTx network
- Enhance customization capabilities to generate added value and aim to capture more network demand from OTTs(※1)
- Accelerate growth in the rental market in addition to the owned condo market and further consolidate leading position

### Measures for incorporating a new growth portfolio

- Respond to soaring demand for telecommuting by building a D2C service platform for condominium residents
- Use the D2C(※2) service platform to expand the range of customers to SOHOs, and corporations
- Capture growth domains through M&A or business alliances, accelerate expansion of the non-telecommunications business

### Pursue planet-friendly management by addressing workstyle reform (Hatarakikata Kaikaku) and SDGs

- Use clean energy in provisioning to condos and contribute to a decarbonized society through the provision of telecommuting solutions etc.
- Upgrade to highly energy-efficient internal system and strengthen security by implementing zero-trust(※3) security
- Enhance development of human resources, implement diversity and reform workstyles through roll out of satellite offices etc.

※1 Over The Top

※2 Direct To Consumer

※3 Network environment in which no one is trusted by default from inside or outside the network, and users and devices are constantly monitored.