

Summary of Financial Results for the Fiscal Year Ended March 31, 2024

Broadmedia Corporation

May 10, 2024

The statements contained here indicate the Company's current plans, expectations, strategies, and beliefs. Any statements that are not historical facts are forward-looking statements regarding future business performance. This document contains forecasts determined by the Company's management based on information presently available. The Company asks that you do not rely completely on these forward-looking statements because actual business results may vary materially from these statements due to various risks and uncertain factors.

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Summary of Financial Results for FY2023

Financial Forecasts for FY2024

- **Capital Allocation and Shareholder Return**
- **Medium-Term Initiatives**
- Transition to Company with Audit & Supervisory Committee

[Reference Documents]

- Sustainability (Human Capital) Initiatives
- Other Topics

Consolidated Financial Results for FY2023



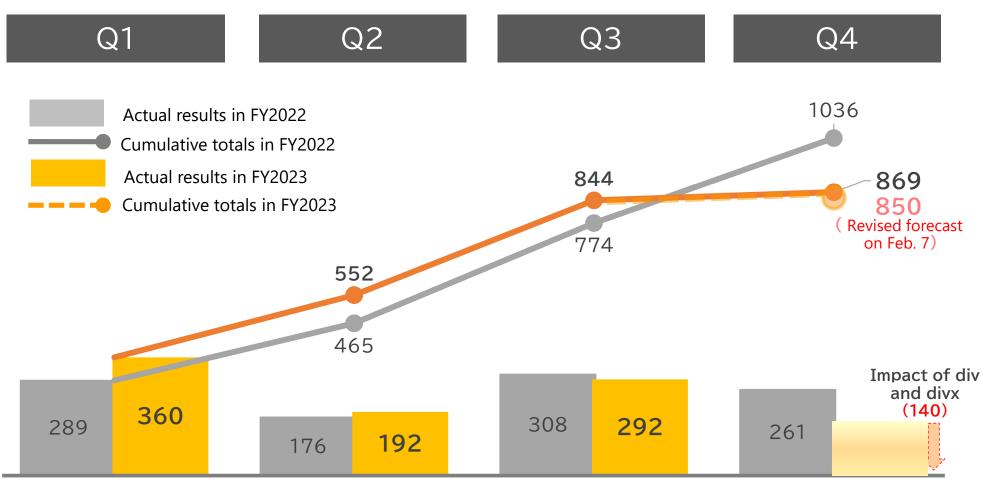
(Unit: Million yen)(Amounts are rounded down to the nearest million yen)

	FY2022	FY2023 existing businesses Results	FY2023 div and divx Results	FY2023	Difference	Rate of difference	Financial Forecasts (announced on Feb. 7, 2024)	Achievement ratio
Revenue	13,023	13,772	406	14,179	7 1,156	+9%	14,200	100%
Operating income	1,036	1,009	(140)	869	📏 (166)	(16%)	850	102%
Ordinary income	1,079	1,058	(147)	910	📏 (168)	(16%)	880	104%
Net income	1,110	831	(151)	680	\ (430)	(39%)	630	108%

- Revenue increased but income decreased from the previous fiscal year due to a slump in all segments except Education and Technology and the acquisition of div Inc. and divx Inc.
- ✓ Net income decreased significantly due to income taxes deferred (deferred tax assets) being lower than in the previous fiscal year and the recording of extraordinary losses (an impairment loss due to the withdrawal from a business, etc.).
- ✓ Results were mostly in line with the full-year consolidated forecasts.

Changes in Operating Income (year over year)



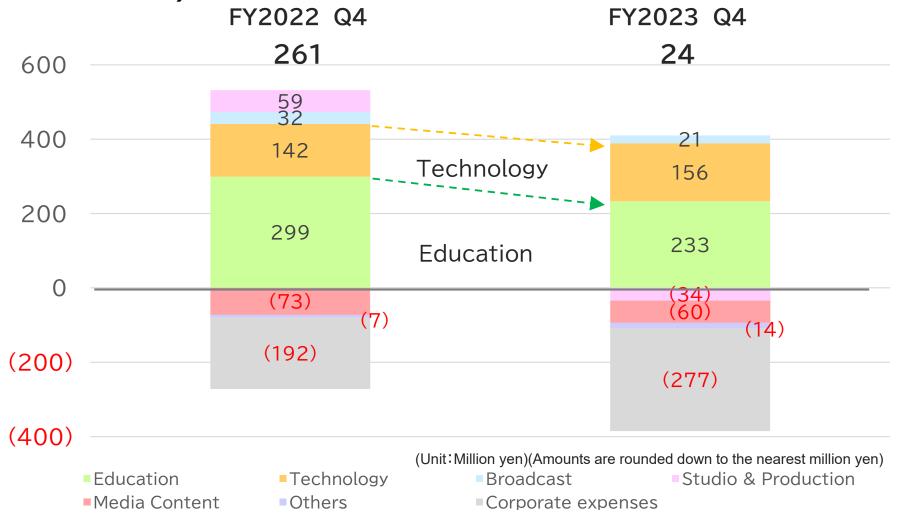


(Unit: Million yen)(Amounts are rounded down to the nearest million yen)

Operating income for the fourth quarter decreased significantly due to lower income in the existing businesses and the recording of M&A expenses. In particular, div and divx had a negative 140 million yen impact on operating income.

Operating Income for the 4th quarter of the fiscal year (Year-over-Year)



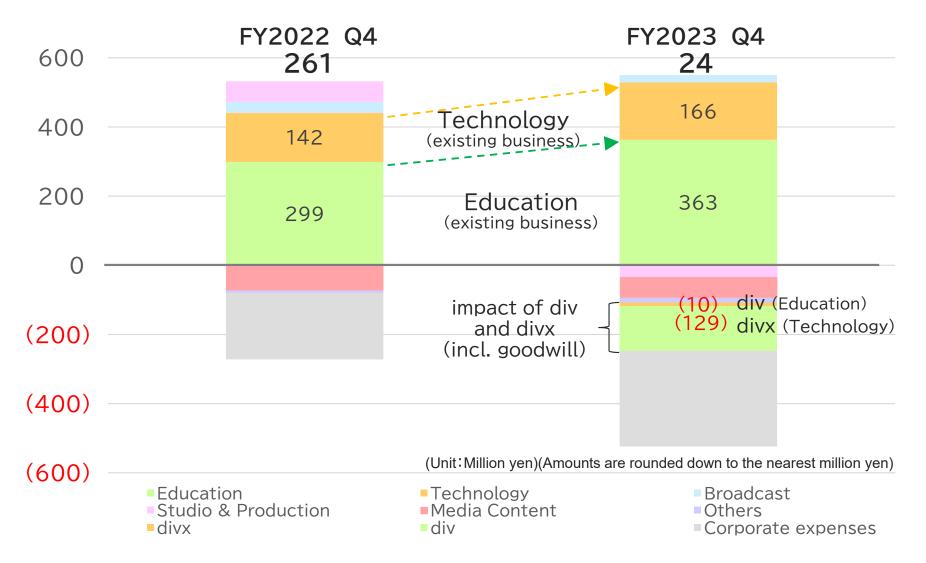


- In the existing businesses, Education and Technology achieved strong results. The other businesses were sluggish.
- ✓ div Inc. (Education) and divx Inc. (Technology) posted operating losses.
- ✓ The expenses of Corporate (an administrative department) increased temporarily mainly due to increased personnel expenses and M&A activity-related costs.

Operating Income for the 4th quarter of the fiscal year (Year-over-Year)



- Breakdown of operating income with div Inc. and divx Inc. shown separately from their respective segments -



- In the existing businesses, Education and Technology achieved strong results. The other businesses were sluggish.
- ✓ Both div Inc. and divx Inc. negatively impacted operating income (including goodwill).



(Unit: Million yen)(Amounts are rounded down to the nearest million yen)

	Revenue			Ope	erating inc	ome
	FY2022	FY2023	Difference	FY2022	FY2023	Difference
Education (Incl. div impact/goodwill)	3,444	4,449 [176]	1,004	1,089	1,218 [(-129)]	129
Media Content	736	633	(102)	(279)	(195)	8 4
Studio & Production	1,922	1,734	(188)	191	38	(153)
Broadcast	2,518	2,358	(160)	193	95	(98)
Technology (Incl. divx impact/goodwill)	4,213	4,745 [230]	5 32	508	542 [(-10)]	34
Others	186	257	70	(24)	(20)	4
Corporate expenses				(642)	(810)	(168)
Total	13,023	14,179	1,156	1,036	869	(166)

※ Reporting segments have been changed from this fiscal year.

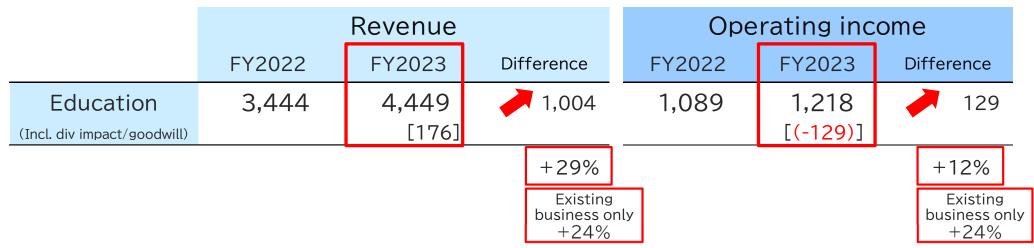
•The Studio & Content segment was divided into the Media Content segment and the Studio & Production segment.

•The Pocket Company, which we have invested in, became a consolidated subsidiary in the Others segment.

•The results of Media Content and Studio & Production segments for FY2022 are shown after being reclassified under the new segment.



(Unit: Million yen)(Amounts are rounded down to the nearest million yen)



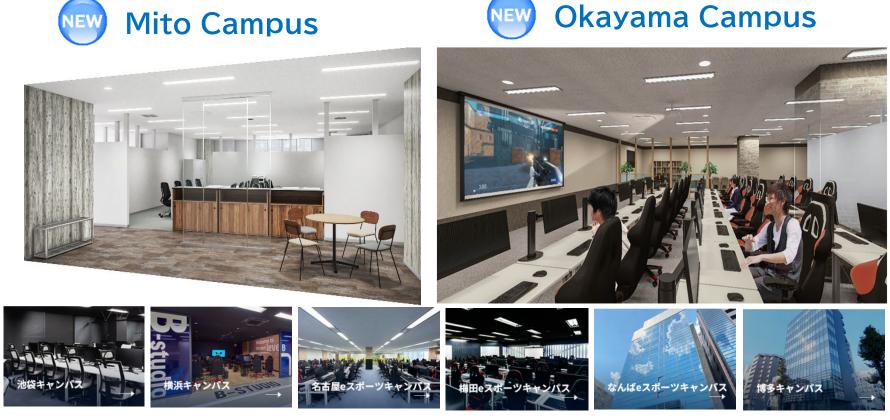
- ✓ In the correspondence e-learning high school business, the number of new students reached a record high for the 8th consecutive year, resulting in growth in both revenue and income.
- Regarding the eSports course, efforts continued to be made to expand locations. Additionally, there were strong tournament results.
- ✓ The increase of the enrollment limit of the Osaka school from 3,000 to 3,920 was approved.
- Measures continued to be taken to address ongoing issues attributable to rapid growth such as the securing of teachers, increase of enrollment limits, etc.

Online credit-based e-learning high schools (Renaissance High School Group)
Japanese Language Education (Renaissance Japanese Language Academy)
Programming Education





Renaissance High School Group, The Mito Campus and The Okayama campus opened

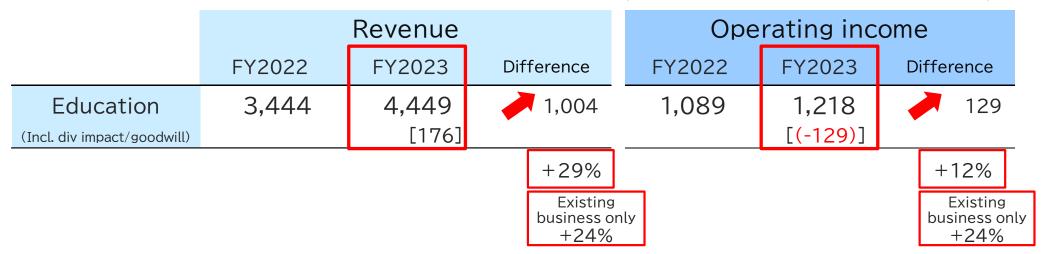


The number of eSports program applicants has increased for six consecutive years.

The number of facilities for the eSports program and Renaissance Junior High School has increased to eight nationwide.



(Unit: Million yen)(Amounts are rounded down to the nearest million yen)



Impact of div Inc. which was acquired as a subsidiary in the fourth quarter

- ✓ Contributed to higher revenue in the relevant business segment.
- ✓ The recording of losses and the amortization of goodwill reduced operating income.
- ✓ While the losses are expected to affect the Group in the short term, efforts will be made to improve profitability with an eye toward achieving more robust growth.

Online credit-based e-learning high schools (Renaissance High School Group)
Japanese Language Education (Renaissance Japanese Language Academy)
Programming Education







Renaissance High School Group Launches Programming Course that Teaches Professional-Level IT Engineering Skills

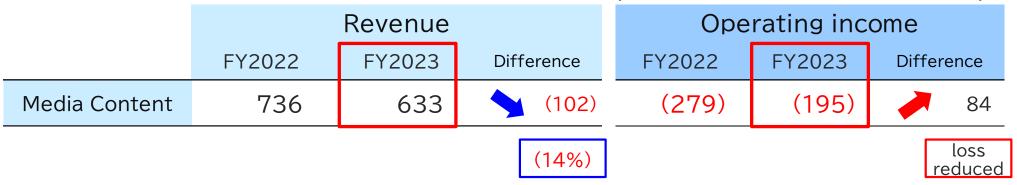


https://www.r-ac.jp/curriculum/course/programming/

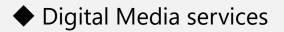
- Creation of the programming course with the full cooperation of div.
- ✓ div Inc. plans to open TECH CAMP High School and provide services to other online high schools.



(Unit: Million yen)(Amounts are rounded down to the nearest million yen)



- ✓ With the termination of sales to TV stations, the content licensing business ended in FY2023. An impairment loss was posted to reflect the withdrawal from the business.
- ✓ In digital media services, the loss decreased due to the recovery of advertising revenue and the effects of cost control, although revenue from content distribution services declined.
- ✓ The Company will consider its options strategically.



Content licensing business

* The results of Media Content segment for FY2022 are shown after being reclassified under the new segment.

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(Unit: Million yen)(Amounts are rounded down to the nearest million yen)

	Revenue			Ope	rating inc	ome
	FY2022	FY2023	Difference	FY2022	FY2023	Difference
Studio & Production	1,922	1,734	(188)	191	38	(153)
			(10%)			(80%)

- ✓ In Q1 there was a negative impact after the transition to recording revenue from overseas drama series, among other programs, in a lump sum after delivery of all episodes of each series.
- Revenue and profit decreased in the 4th quarter following the 3rd quarter due to the impact of the Writers Guild of America and Screen Actors Guild strike in Hollywood, USA.
- Efforts were made to facilitate the opening of an audio describer training course and a collaboration with Hello Movie, a service provider of an accessibility system to movie theaters.
- ✓ Efforts will be made to offer high added value products.

Production business

* The results of Studio & Production segment for FY2022 are shown after being reclassified under the new segment.



(Unit: Million yen)(Amounts are rounded down to the nearest million yen)

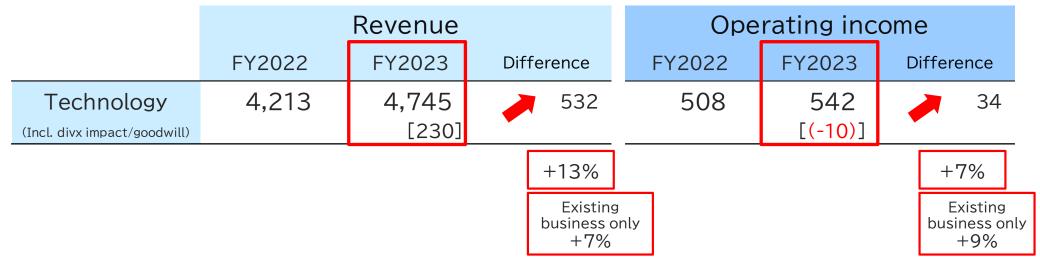
	Revenue			Ope	rating inc	ome
	FY2022	FY2023	Difference	FY2022	FY2023	Difference
Broadcast	2,518	2,358	(160)	193	95	(98)
			(6%)			(51%)

- Sponsorship revenues are also declining as subscription fee revenue continues to fall.
- ✓ Sales of "Fishing Vision Club (VOD)" increased, but this could not offset the above effects, resulting in a decrease in both revenue and income.
- ✓ Urgent need to grow "Fishing Vision Club (VOD)".
- ✓ The Company will consider its options strategically.

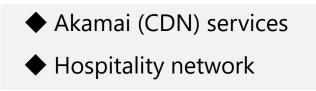
"Fishing Vision", a channel dedicated to fishing programs
"Fishing Vision VOD", a streaming service for multiple devices

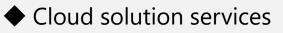


(Unit: Million yen)(Amounts are rounded down to the nearest million yen)

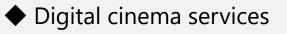


- ✓ The mainstay CDN (Akamai) services are driving segment performance with initiatives including the expansion of services to existing customers.
- ✓ Losses from cloud solution services increased due to closure of a partner's service on their platform.
- \checkmark Contributing to the DX of each business in the Group





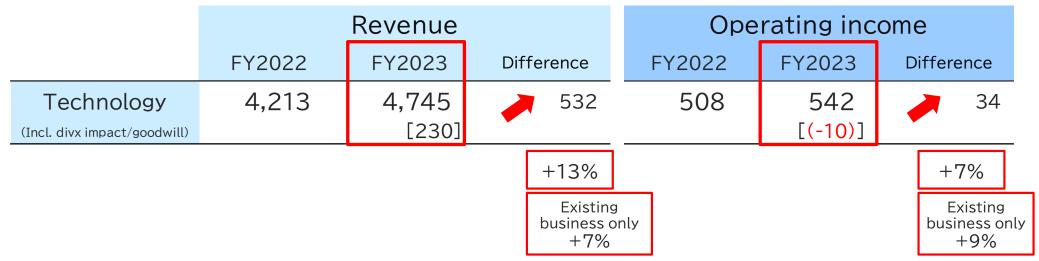
System development



Other solution services

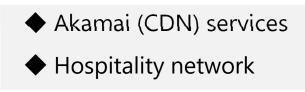


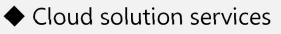
(Unit: Million yen)(Amounts are rounded down to the nearest million yen)



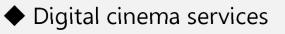
Impact of divx Inc. which was acquired as a subsidiary in the fourth quarter

- ✓ Contributed to higher revenue in the relevant business segment.
- The amortization of goodwill and other factors increased operating income slightly.





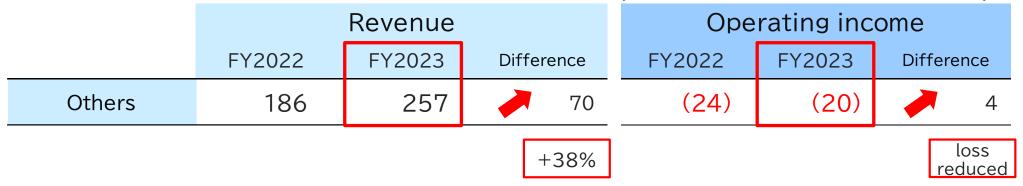
System development



Other solution services



(Unit: Million yen)(Amounts are rounded down to the nearest million yen)



- ✓ The Pocket Company posted operating profit due to the release of *Uchitore* for Nintendo Switch™.
- ✓ The business of professional eSports promotion, which is in the launch stage, posted an operating loss that was the same as in the previous year.
- ✓ Network sales operations ended at the end of the third quarter.

Game Publishing
Promotion of professional eSports (income from prize money, distribution, sponsorships, etc.)
Network sales



(Unit: Million yen)(Amounts are rounded down to the nearest million yen)

	Operating income			
	FY2022	FY2023	Difference	
Corporate expenses	(642)	(810)	(168)	
		[26% cost increased	

- ✓ There were increases mainly in personnel expenses due to the enhancement of the administrative division associated with the Group's growth.
- ✓ There were costs incurred due to the introduction of systems to comply with the qualified invoice-based method (the invoice system) and the Electronic Books Maintenance Act.
- \checkmark There were one-time expenses incurred in relation to M&A activities.

• Operating costs for the administrative division of the Group headquarters (Broadmedia)

 Costs for supporting the entire Group (improving productivity and efficiency and enhancing governance, etc.)

Consolidated Financial Position

Condition of assets, liabilities,

and net assets

(Unit: Million yen)(Amounts are rounded down to the nearest million yen)

		-		-
	FY2022	FY2023	Difference	Rate of difference
Total assets	9,948	11,890	1,941	+20%
Liabilities	4,498	5,981	1,483	+33%
Net assets	5,450	5,909	458	+8%
Shareholders' equity	4,300	4,774	474	+11%
Stock acquisition rights for non-controlling shareholders	1,149	1,134	(15)	-1%
Shareholders' equity ratio	43%	40%		

Total assets While program accounts and cash and deposits decreased, there were increases in accounts receivable, as well as goodwill due to the conversion of div Inc. and divx Inc. into subsidiaries.

Liabilities There were increases in advances received and long-term borrowings.

Net assets increased due to the posting of net income despite the dividends paid.

Net

assets

19



Consolidated Financial Position



Condition of Casl	Condition of Cash flow		FY2023
	Operating cash flow	1,429	1,176
	Investing cash flow	(331)	(915)
	Financing cash flow	(564)	(320)
	Effect of exchange rate change on cash and cash equivalents	14	19
	Changes in cash and cash equivalents	547	(40)
	Year-end balance of cash and cash equivalents (Unit:Million yen)(Amounts are rounded down to the n	5,866	5,826

* The table above does not reflect increase (17 million yen) due to the addition of Broadmedia eSports Corporation to consolidation.

Operating cash flow	Increased 1,176 million yen mainly due to the posting of income before income taxes of 772 million yen and increased advances received.
Investing cash flow	Decreased 915 million yen, mainly reflecting payments related to asset acquisitions to increase the number of locations of the online high school business, as well as the acquisition of shares of a subsidiary (div Inc. and divx inc.).
	Decreased 220 million year mainly due to the navment of dividends, the renavment
Financing cash flow	Decreased 320 million yen mainly due to the payment of dividends, the repayment of lease liabilities, the redemption of corporate bonds and the repayment of borrowings, despite the implementation of new borrowings.



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- **Capital Allocation and Shareholder Return**
- **Medium-Term Initiatives**
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[Reference Documents]

- Sustainability (Human Capital) Initiatives
- Other Topics

Consolidated Financial Forecasts



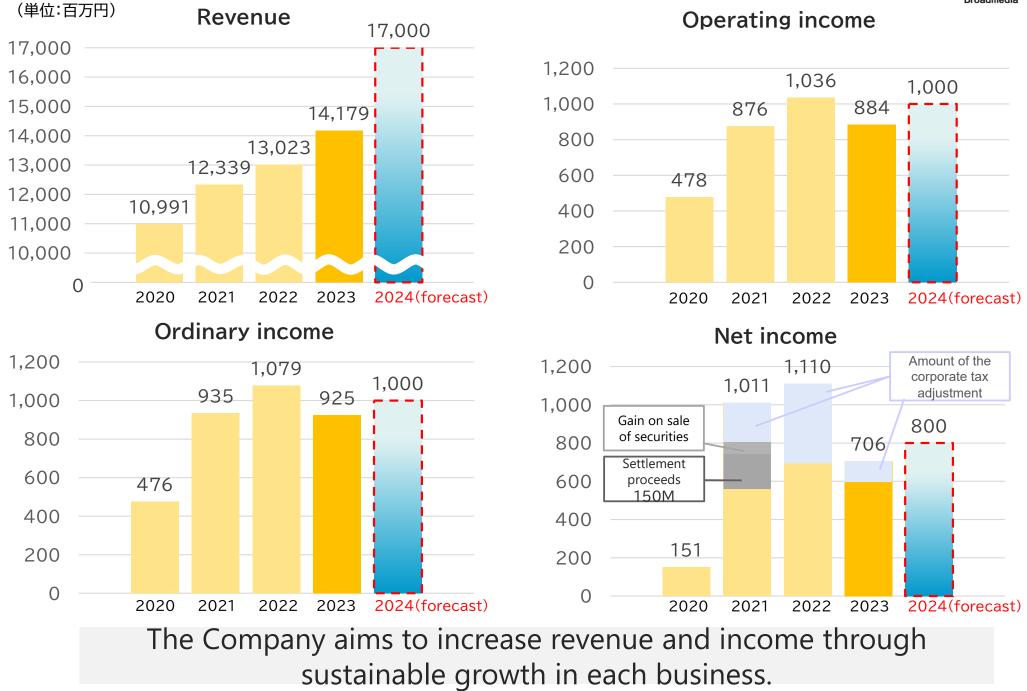
(Unit: Million y	en)(Amounts are	rounded down	n to the neares	t million yen)
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	FY2023 actual results	FY2024 Full-year forecasts	Difference	Rate of difference
Revenue	14,179	17,000	2,821	+20%
Operating income	869	1,000	/ 131	+15%
Ordinary income	910	1,000	90	+10%
Net income	680	800	120	+18%

- Revenue is expected to increase, reflecting the continued strong performance of Education and Technology, as well as the full-year contributions of div Inc. and divx Inc., which were acquired as subsidiaries, in FY2024.
- ✓ On the profit side, although div Inc. expects to record losses, operating income, ordinary income and net income are forecast to increase, reflecting the growth of existing businesses in Education and Technology.

Full-year earnings trends and forecasts





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Summary of Financial Results for FY2023 Financial Forecasts for FY2024

Capital Allocation and Shareholder Return

Medium-Term Initiatives

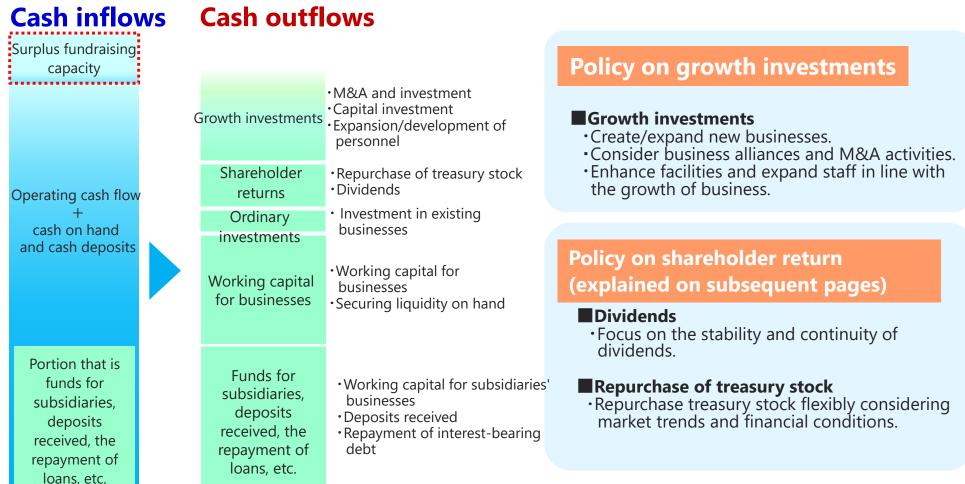
Transition to Company with Audit & Supervisory Committee

[Reference Documents]

- Sustainability (Human Capital) Initiatives
- Other Topics

Capital Allocation Policies

Efforts will be made to improve capital efficiency through the allocation of the generated cash flows to growth investments and shareholder return, while also maintaining financial soundness.



"We aim for further expansion and higher profitability"





Shareholder Return i) Acquisition and cancellation of treasury stock



✓ A resolution on the repurchase and cancellation of treasury stock was passed at a meeting of the Board of Directors held on May 10, 2024.

[Acquisition of treasury stock]

Total number of acquirable shares	up to 200,000 shares (Their ratio to the total number of outstanding shares (excluding treasury stock): 2.75%)
Total share acquisition value	up to 260 million yen
Acquisition period	from May 13, 2024, to July 31, 2024
Acquisition method	market purchase through discretionary investment performed by a securities company
Cancellation of treas	surv stock】
Total number of shares to	414,732 shares
be cancelled	(5.24% of total number of outstanding shares before the cancellation) (Total number of shares outstanding after the cancellation : 7,500,000 shares)
Scheduled date of cancellation	June 11, 2024
*If 200.000 shares of treasury stock are purchased, 423.	891 shares of treasury stock will be held after the cancellation of treasury stock and the ratio of treasury stock to the total

*If 200,000 shares of treasury stock are purchased, 423,891 shares of treasury stock will be held after the cancellation of treasury stock and the ratio of treasury stock to the total number of outstanding shares will be 5.65%.

(reference) Number of treasury stock held as of March 31, 2024;

- •Number of issued shares 7,914,732 shares (excluding treasury stock:7,276,109 shares)
- •Number of treasury stock 638,623 shares

※ Total dividend amount a

Shareholder Return i i) Dividends

- ✓ In FY2023, we are going to pay a year-end dividend of 33 yen per share (consolidated payout ratio: 35.3%), as planned at the beginning of the fiscal year.
- ✓ It will be submitted to the Ordinary General Meeting of Shareholders scheduled in June 2024.
- ✓ <u>The dividend for FY2024 is planned to be 40 yen per share (consolidated payout ratio: 35.6%).</u>

	Annual Dividend (per share)	Total Dividend Amount (millions of JPY)	Payout Ratio (Consolidated)
FY 2021 (results)	25.00	184	18.8%
FY 2022 (results)	30.00	218	19.9%
FY 2023 (planned)	33.00	240	35.3%
FY 2024 (forecasts) 💥	40.00	283	35.6%

X Total dividend amount and consolidated payout ratio for FY2024 (forecast) take into account the impact of share repurchases (200,000 shares) and cancellations.



Shareholder Return Policy



Shareholder Return Policy	Total return ratio	Aim to maintain it at 50% in and after FY2024.										
	dividend	Consolidated dividend payout 30% to 50%.								ratio of		
(Unit: Millions Total amount of Total amount of	250			150						260		
			184			218			233		283	
		FY2021 results		FY2022 results			FY2023 planned		FY2024 forecasts			
Annua	l dividend per share	25 yen		30 yen			33 yen		40 yen			
Total am	ount of treasury stock acquired	250 millions of yen		150 millions of yen			_		260 millions of yen			
Total a	mount of dividends	184 millions of yen		218 millions of yen			240 millions of yen		283 millions of yen			
Consolid	ated total return ratio	42.9%		33.2%			35.3%		67.9%			
Conso	lidated payout ratio	18.8%		19.9%			35.3%		35.6%			

Note1) Total amount of treasury stock acquired rounded to the nearest million yen.

Note2) No treasury stock acquisitions were made in FY2023.

Note3) Total dividend amount and consolidated payout ratio for FY2024 (forecast) take into account the impact of share repurchases (200,000 shares) and cancellations.



Our company recognizes that one crucial issue for its management is simultaneously securing competitiveness in our business lines and returning profits to our shareholders.

We will continue to provide shareholder returns, considering the need to balance it with investments necessary for growth.



Summary of Financial Results for FY2023 Financial Forecasts for FY2024

Capital Allocation and Shareholder Return

Medium-Term Initiatives

Transition to Company with Audit & Supervisory Committee

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- Sustainability (Human Capital) Initiatives
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"The Broadmedia Group will grow with sustainable and ethical businesses."

"We aim for further expansion and higher profitability."

"We grow with sustainable and ethical businesses."



\checkmark Promotion of the original combined education business



<u>Wide-area online school business</u>, the only school business expanding despite the declining birth rate

×



eSports education business, a business whose market is expected to expand.

×



Japanese language education business, a business for developing Japanese language teachers who are in short supply

\times

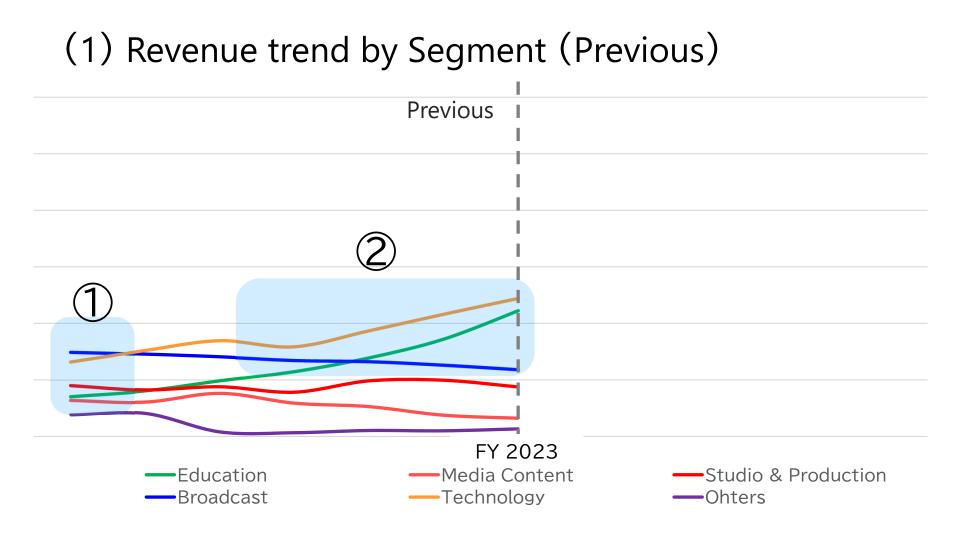


Programming education business, a business for developing engineers because they are in short supply due to the implementation of DX



"We aim for further expansion and higher profitability."



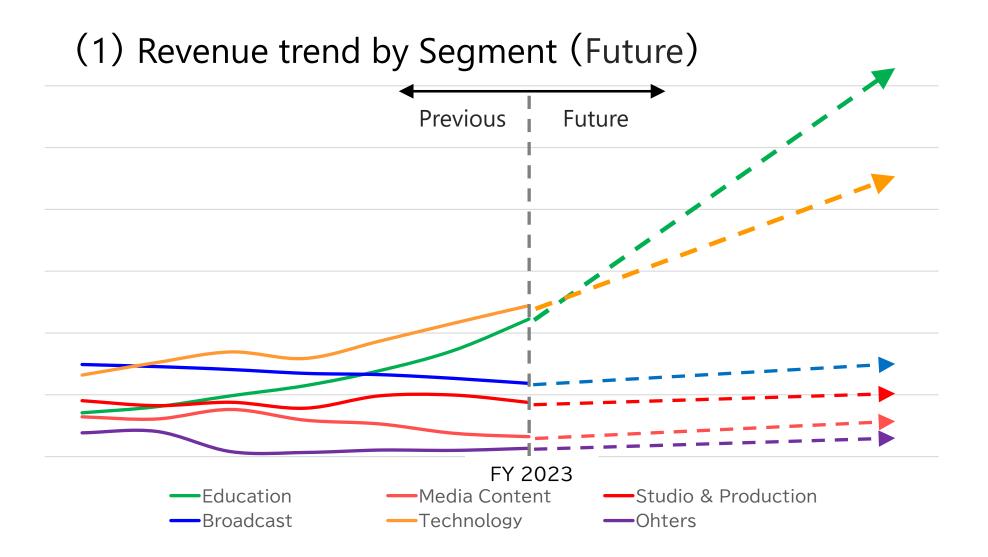


(i) The revenues of each segment had been close to each other.

(ii) In recent years, growth has been recorded only in Education and Technology.

"We aim for further expansion and higher profitability."



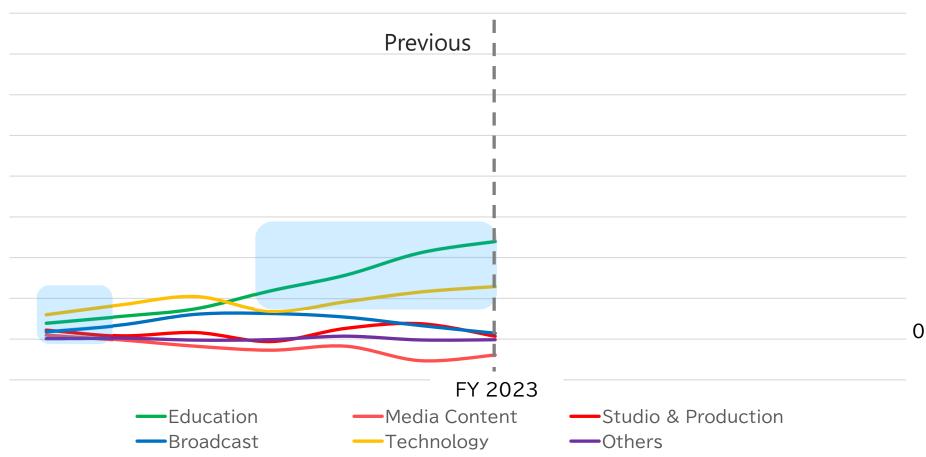


✓ It is expected that Education and Technology will continue to grow significantly.

"We aim for further expansion and higher profitability."



(2) Operating profit trend by Segment (Previous)

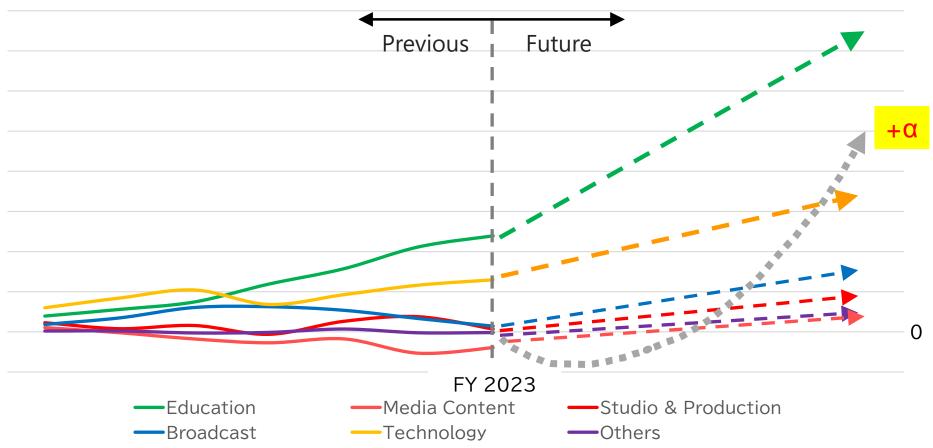


✓ As in revenue, the operating incomes of each segment had been close to each other. However, growth has been recorded only in Education and Technology in recent years.

"We aim for further expansion and higher profitability."



(2) Operating profit trend by Segment (Future)



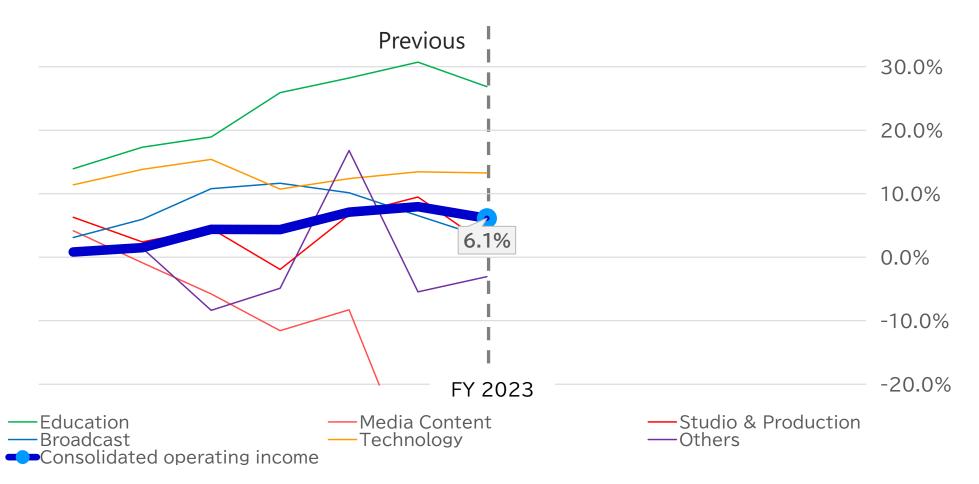
- Looking ahead, operating income will rise in both Technology and Education, and significant growth is expected to be recorded in Education in particular.
- ✓ The Group, including div Inc. and divx Inc., will seek to create highly profitable new businesses ($+\alpha$; with additional value).

Medium-Term Initiatives

"We aim for further expansion and higher profitability."



(3) Operating profit trend by Segment (Previous)



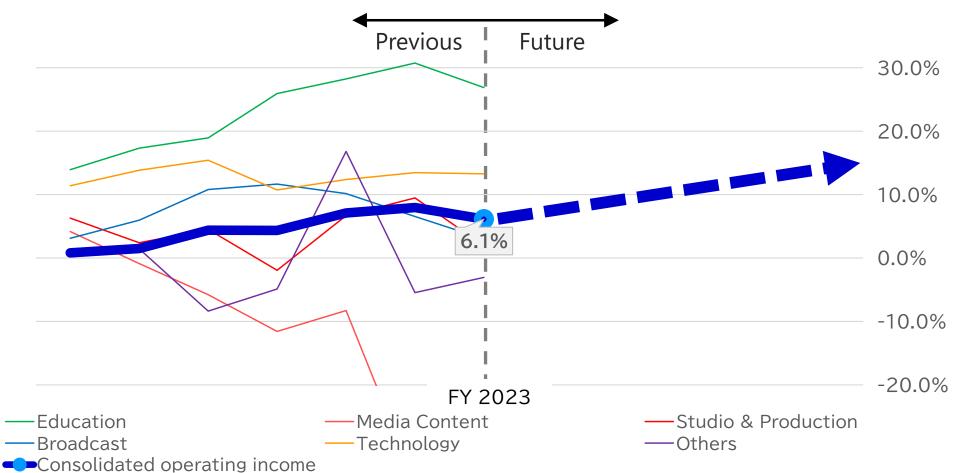
- ✓ The operating margins of each segment, which had been close to each other, have become significantly different in recent years.
- \checkmark The consolidated operating margin was 6.1% in FY2023.

Medium-Term Initiatives

"We aim for further expansion and higher profitability."







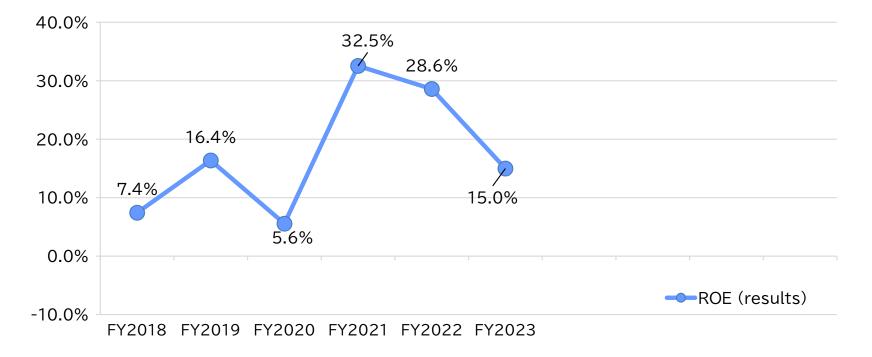
The Group will aim to achieve a consolidated operating margin of 10%.

Initiatives to Improve Return on Equity (ROE)



"We aim for further expansion and higher profitability."





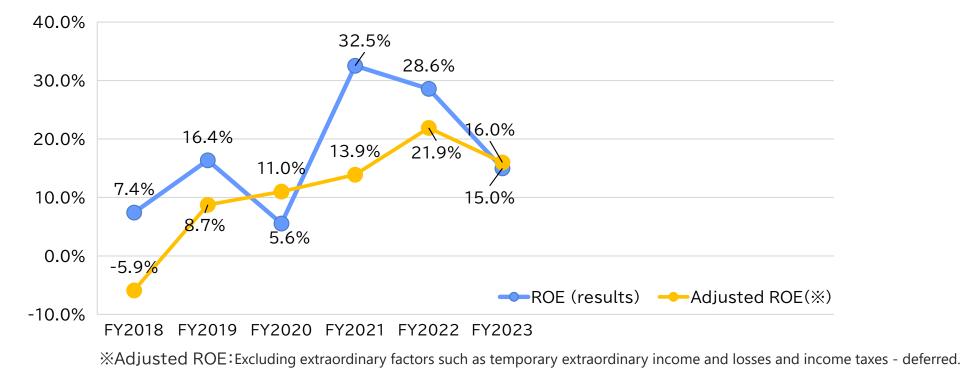
- ✓ In FY2021, ROE rose to higher than 30% due to the accrual of extraordinary income (a legal settlement) and the recording of income taxes - deferred (deferred tax assets).
- ✓ In FY2023 ROE significantly declined from the previous fiscal year.

Initiatives to Improve Return on Equity (ROE)



"We aim for further expansion and higher profitability."



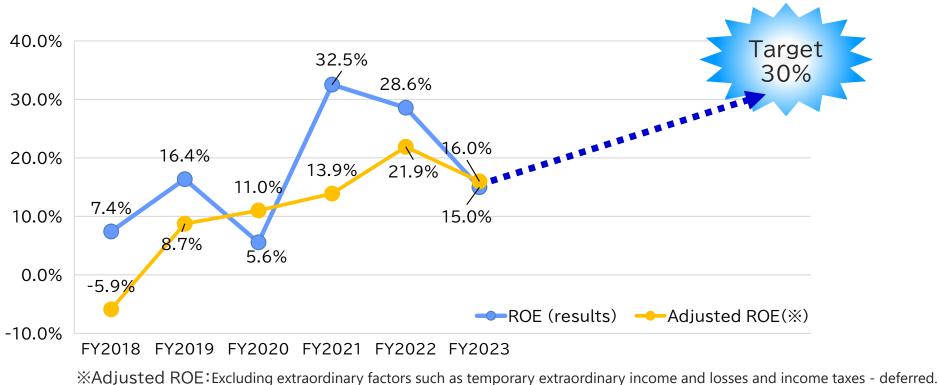


✓ Adjusted ROE rose steadily and exceeded 20% in FY2022.

Initiatives to Improve Return on Equity (ROE)



"We aim for further expansion and higher profitability."



(4) ROE trend by Segment (Previous)

✓ The Group will promote initiatives to improve ROE.

(Improvement of performance, repurchase or cancellation of treasury stock, increase of dividends, strategic selection of businesses, etc.)





"The Broadmedia Group will grow with sustainable and ethical businesses."

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"We aim for further expansion and higher profitability." (Operating profit ratio 10%, ROE 30%)



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Transition to Company with Audit & Supervisory Committee

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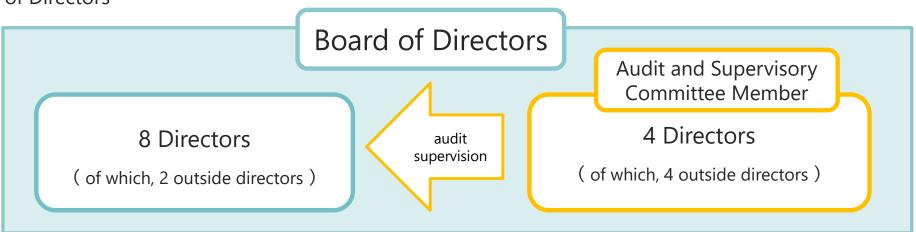
Transition to Company with Audit & Supervisory Committee



Transition to a company with audit & supervisory committee system, subject to approval of the proposal to amend the Articles of Incorporation at the Ordinary General Meeting of Shareholders scheduled to be held on June 27, 2024.

[Purpose of transition]

- ✓ Strengthening of the oversight functions of the Board of Directors
- ✓ Enhancing management transparency
- Improving the diversity of the Board of Directors
- ⇒ Providing voting rights to directors who are Audit and Supervisory Committee members
- ⇒ Increase the number of independent external directors to half (six internal and six external)
- ⇒ Appointing two women as directors



We seek to enhance corporate governance and realize further improvement of corporate value.



Thank you for your attention.



The statements contained here indicate the Company's current plans, expectations, strategies, and beliefs. Any statements that are not historical facts are forward-looking statements regarding future business performance. This document contains forecasts determined by the Company's management based on information presently available. The Company asks that you do not rely completely on these forward-looking statements because actual business results may vary materially from these statements due to various risks and uncertain factors.

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Summary of Financial Results for FY2023 Financial Forecasts for FY2024

- **Capital Allocation and Shareholder Return**
- **Medium-Term Initiatives**

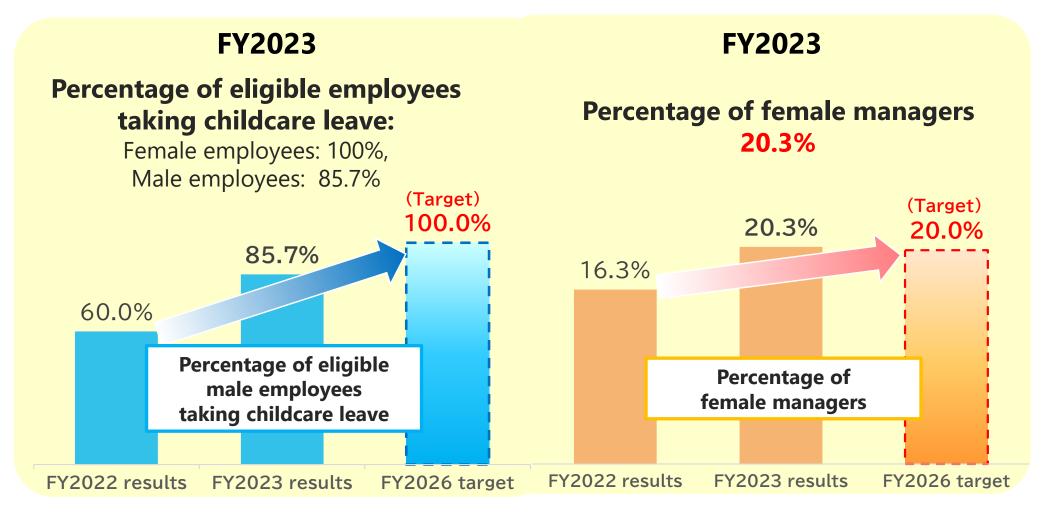
Transition to Company with Audit & Supervisory Committee

[Reference Documents]

- Sustainability (Human Capital) Initiatives
- Other Topics

Sustainability (Human Capital) Initiatives





Build and operate an environment and systems that enable all employees to work with high motivation

Consolidated Financial Results by Business Segment



Breakdown of revenue by income type

upper row:revenue(Unit:Million yen)(Amounts are rounded down to the nearest million yen)

lower row: Composition ratio

	Total	Breakdown of income by stock/flow		Breakdown of revenue from original products/others	
		Stock	Flow	Original products	Products other than original products
Education	4,449	4,188 _{94%}	260 ^{6%}	4,449 100%	
Media Content	633	387 _{61%}	246 ^{39%}	185 29%	448 _{71%}
Studio & Production	1,734		1,734 100%	1,734	
Broadcast	2,358	1,967 ^{83%}	391 17%	2,358 100%	
Technology	4,745	4,100 86%	645 14%	1,065 22%	3,680 78%
Others	257	27 11%	230 ^{89%}	223 87%	34 13%
Total	14,179	10,670 _{75%}	3,508 25%	10,016 ^{71%}	4,162 29%

Revenue from Education and Broadcast mainly consists of stock income with a high continuity.

✓ Income from Technology and Media Content centered on products other than original products.

 Revenue from Studio & Production mainly came from flow income that fluctuates considerably over the short term.





TECH CAMP, an engineer training school, opened an employment transition school specializing in the provision of support for people with developmental disorders.



https://tech-camp.in/lps/fukuoka

Professional staff members supporting people with developmental disorders and IT education are stationed at the Fukuoka School, providing thorough support including the acquisition of skills and settlement in workplaces.

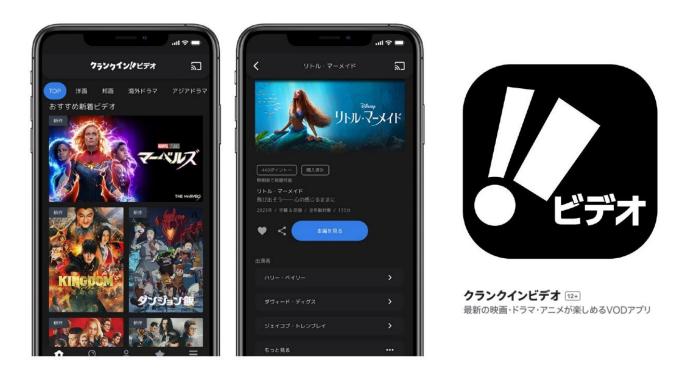
The Group aims to solve the shortage of IT personnel in communities through the provision of support for people with developmental disorders.

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Topics (Media Content)



Renewal of the free Crank In! Video App for the Crank In! Video distribution service



Every process including renting, purchasing and viewing works is completed through the app.

There is a common point system, so points are redeemable for comics as well.

Topics



(Others; Game Publishing)

The RIZAP for Nintendo Switch — Experience Rhythm-based Exercise software for the Nintendo Switch[™] is scheduled to be released on June 27.



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Jointly developed under the full supervision of RIZAP Inc. Offers a new training style for users working out at home.

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Topics



(Others; Promotion of Professional eSports)

CYCLOPS athlete gaming changes official team name to "CAG OSAKA"



We will further strengthen our identity by unifying with the name that has been familiar as a nickname up to now.



We contribute to communities through quality content and services produced by human creativity.



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