



Factbook

freee K. K.
September, 2024

Contents

1. **About freee**
2. **Member & Culture**
3. **Mid to Long-term Growth Strategy**
4. **Market Potential and Go-to-Market Strategy**
5. **Product**
6. **Regarding Regulatory Changes Affecting Small Businesses Started in 2023 and 2024**
7. **Key Metrics**
8. **ESG**
9. **Case Study**
10. **Others (Product Overview)**



About freee

freee at a Glance

Founded:
2012

of Employees⁽¹⁾
1,722

Subscription Rate⁽²⁾
90%+

ARR⁽³⁾
JPY26.0Bn

of Paying Customers⁽⁴⁾
532K+ / 197K+
Total Corporates

LTM Average Churn Rate⁽⁵⁾
1.2% / 0.6%
Overall Corporates



1. As of June 30, 2024.
2. For the twelve months of the fiscal year ended June 30, 2024. Rate calculated by dividing subscription revenue (revenue earned every month from contracts that automatically renew unless customer indicates intention to terminate) by total revenue.
3. Annual Recurring Revenue. Monthly Recurring Revenue (MRR) at June 2024, multiplied by 12. Monthly Recurring Revenue is defined as the amount of fees contracted to be paid by customers on a monthly basis as of the end of a particular month.
4. As of June 30, 2024. The number of paying customers includes self-employed customers.
5. As of June 30, 2024. Average monthly churn rate (ARR of paying customers who left freee in a month / ARR at the end of the previous month) for the past 12 months. All customer segments are included in this calculation.

Mission

Empower Small Businesses to Take Center Stage

With the mission of empowering small businesses to take center stage, we strive to develop and offer innovative solutions with the aim of creating a platform that empowers anyone with ideas, passion and skills to easily grow a robust and streamlined business.

We believe that small businesses have the ability to act quickly and boldly to put ideas into action, positioning them to achieve innovation in various areas, push big businesses to evolve and inspire new movements and ideas in society.



Vision



Integrated Management Platform for Everyone to Manage Business Freely

We strive to develop and offer an “integrated management platform” for creating environments where anyone and everyone can manage their own business freely and naturally.

We dedicate to integration of back office operations in order to enhance automation and increase overall operational efficiency. By visualizing comprehensive management structures, we will advance the platform into the one that enables smart and best business actions than ever before.

In addition, as an open platform that builds connections with external services, we support various business needs.

Likewise, we are also committed to vitalizing mutual business transactions within the user network. We do not just offer a platform. We promote change in society by striving to improve the environment for the people involved in small businesses.

Our Integrated Cloud ERP for Small Business

Cloud-native⁽¹⁾ Integrated Accounting Software



free Accounting

Launched in 2013.3
No.1 Japan Cloud
Market Share ⁽²⁾

Invoicing | Expense management | Financial statements |
Budgeting | Workflow | Internal controls

Cloud-native Integrated Payroll Software



free HR

Launched in 2014.10
No.1 Japan Cloud
Market Share ⁽³⁾

Time tracking | Joining/leaving management | Payroll
| Year-end tax adjustments and filings |
Personal identification number (My number) management

Other Products and Services



free Order Management



free Workload Management



free Tax Filing



free Sign



free Employee Benefits



free Employee Healthcare



Employee SaaS ID Management



free Contractor Management

free Card Unlimited



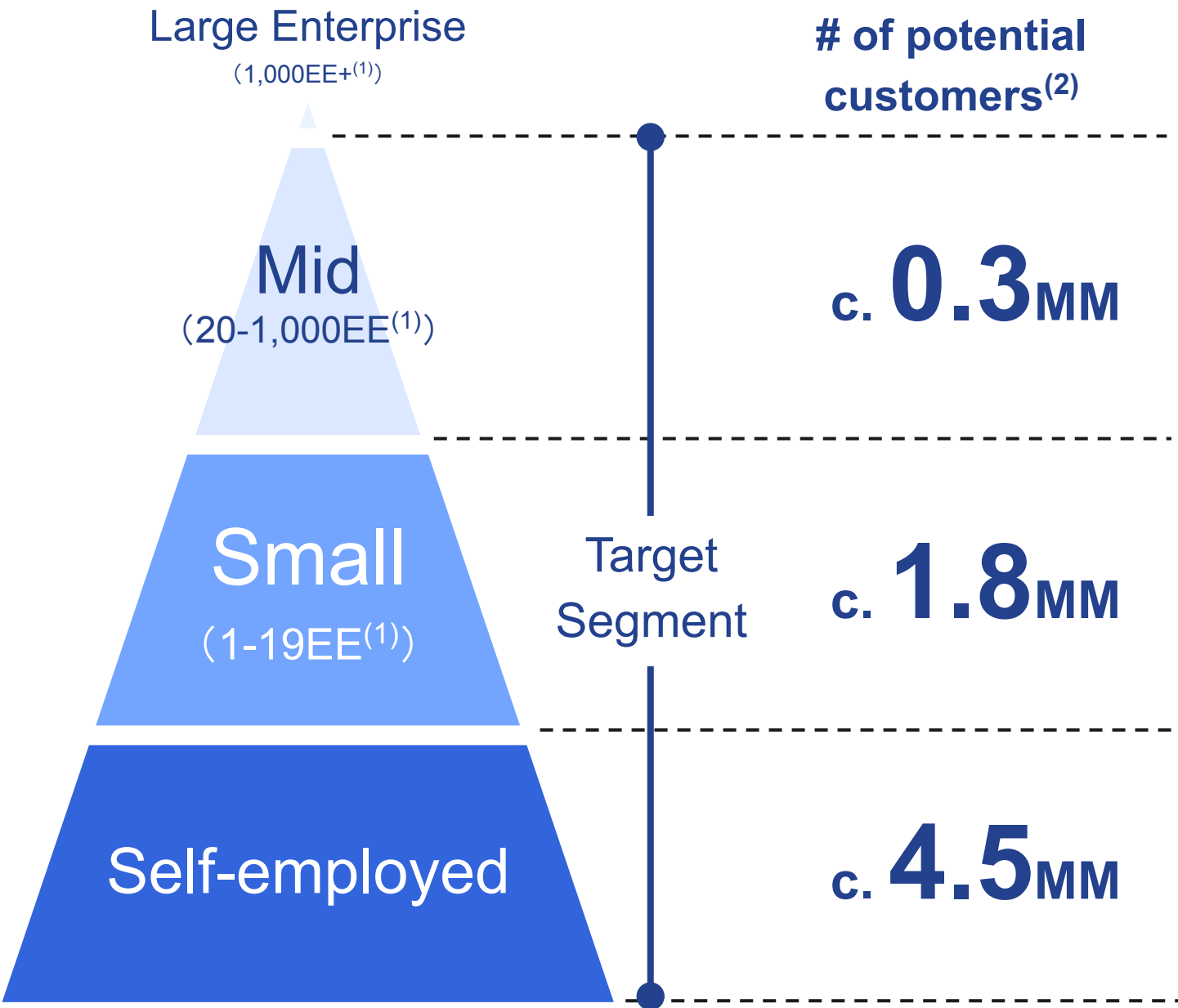
1. Cloud-native services: Services that give users access to an IT system via the Internet, eliminating the need to own software or hardware.

2. Source: LeadPlus, "Industry Analysis Through Keywords Series: Cloud Accounting Software" (June 2023).

3. Source: MM Research Institute. Web survey in March 2016 of employees of entities with less than 300 employees about the usage of cloud payroll software in Japan (N=4,168).

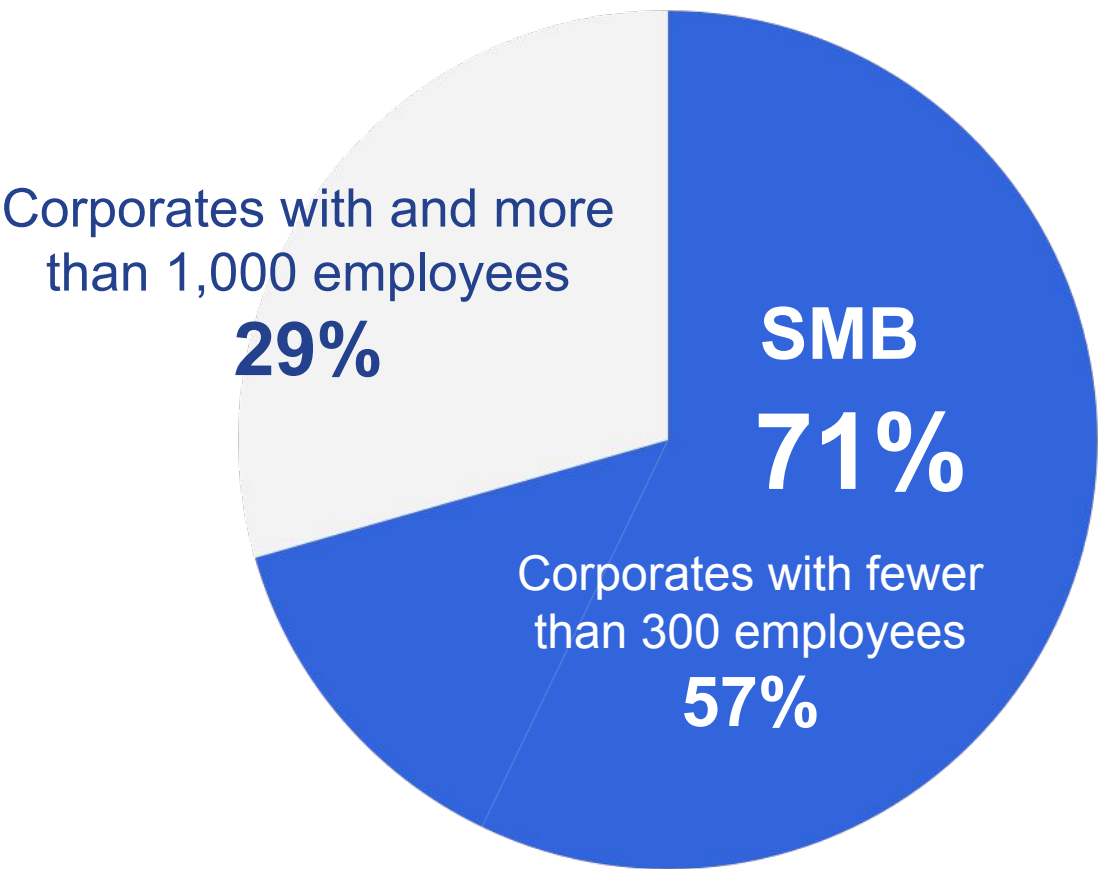
Our Services for 6.6 Million Potential Customers and over 70% of total employees

freee's target segment



SMB accounts for more than 70% out of the 57 million employees work for companies in Japan

Ratio of total employees by company size⁽³⁾



1. EE: Employee.
2. Number of potential customers and workers of Self-employed: Company's estimate based on National Tax Agency "Tax Statistics 2022" ; Number of potential customers and workers of Small and Mid: Company's estimate based on Ministry of Internal Affairs and Communications "2021 Economic Census for Business Activity".
3. Ministry of Internal Affairs and Communications "2021 Economic Census for Business Activity".

TAM is Expanding in Line with Product Lineup Enhancement

Transition of TAM Expansion⁽¹⁾⁽²⁾



1. TAM: Total Addressable Market: This figure is our estimate of the maximum amount of revenue we could possibly generate and is not intended as an objective indicator of the size of the market for our businesses as of the date of disclosure of this material. Our estimate of the TAM for each products is based on the following statistical data and publications from external sources as well as the status of our business initiatives, including product lineup expansion and price revisions. Actual market size may differ from this estimate due to the limitations peculiar to such statistical data and publications in terms of their accuracy.

2. Source: National Tax Agency “Tax Statistics 2022” ; Ministry of Internal Affairs and Communications “2021 Economic Census for Business Activity” ; Portal Site of Statistics of Japan website.

3. Includes free Workload Management and free Employee Benefits. free Employee Benefits provides only company housing program, this figure shows the TAM of company housing program.

Key to Develop Small Business Market is Meeting Needs for Cross-functional Streamlining and Maximizing Profitability

ERP software market characteristics



Enterprise
Market

- High unit prices.
- Needs for module-based products are high: business process is subdivided and the importance of sub-optimization of business processes is significant.
- Complicated requirements.



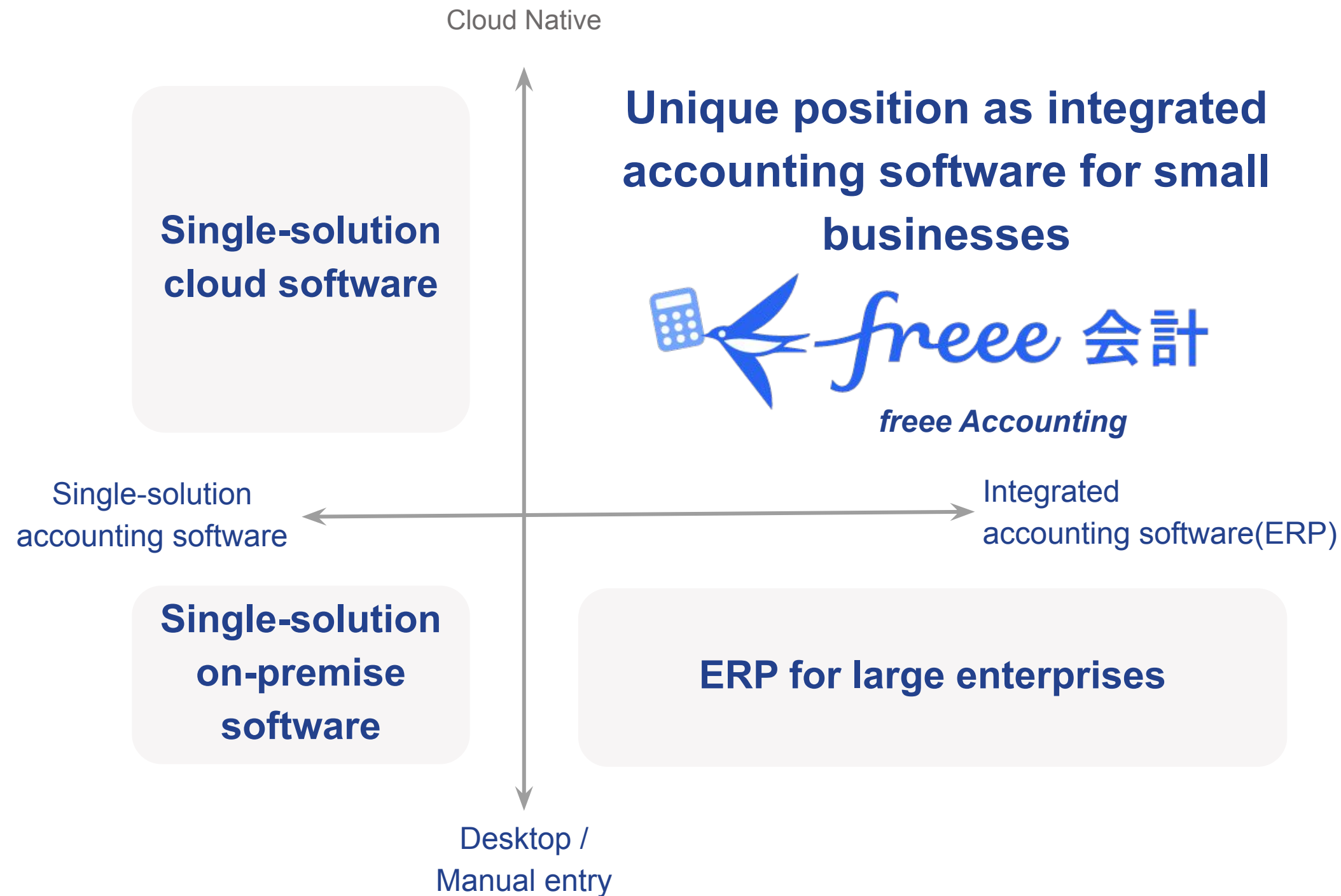
Small
Business
Market

- Low unit prices.
- Needs for integrated products are high: the overall business efficiency is highly significant with limited human resources.
- Limited learning resources.

Implications for competitive landscape

- Increasing numbers of vendors enter into the enterprise market by module-based product in pursuit of short-term profits.
- Ensuring profitability by integrated products is the key in the small business market.

The Only "Integrated Management Platform" for Small Businesses in Japan



Compelling Value Proposition

- Easy-to-use, automated functionality
- Fully-integrated, comprehensive back office functions
- Navigational solutions supporting informed decision-making
- Collaborative across internal functions
- Scalability through public API⁽¹⁾



1. Public API: An API that is meant for internal use only is called a private API while an API that is accessible by external entities is called an open API. An open API that is publicly available to a wide range of entities not only specific partners is called a public API.

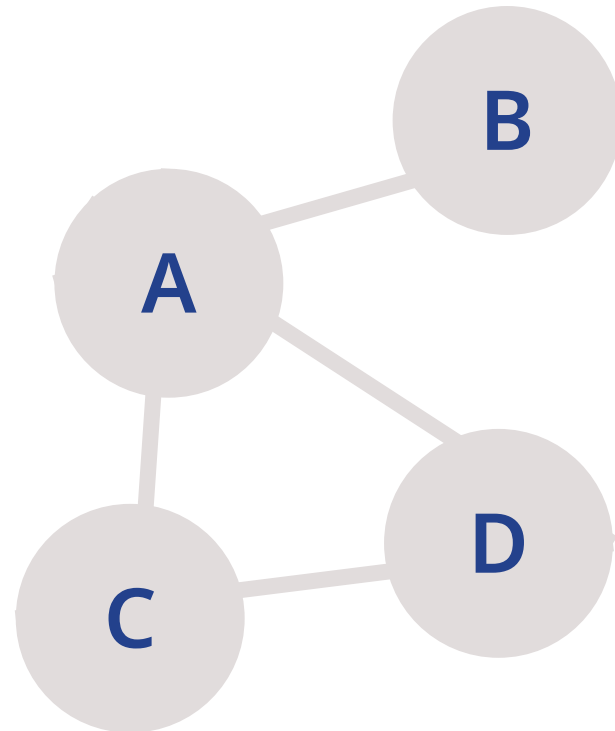
“Integration” and “Connection”: Differing User Experiences

- Integrated cloud ERP lowers hurdles for management and supports small businesses to manage their business freely.

Connection (Other services)

Integration (freee)

- User interfaces among modules are different and take time to get used to...
- A and B are showing different figures; which one is correct? I'm not sure about this, I need to check it over one more time...



Fragmented links

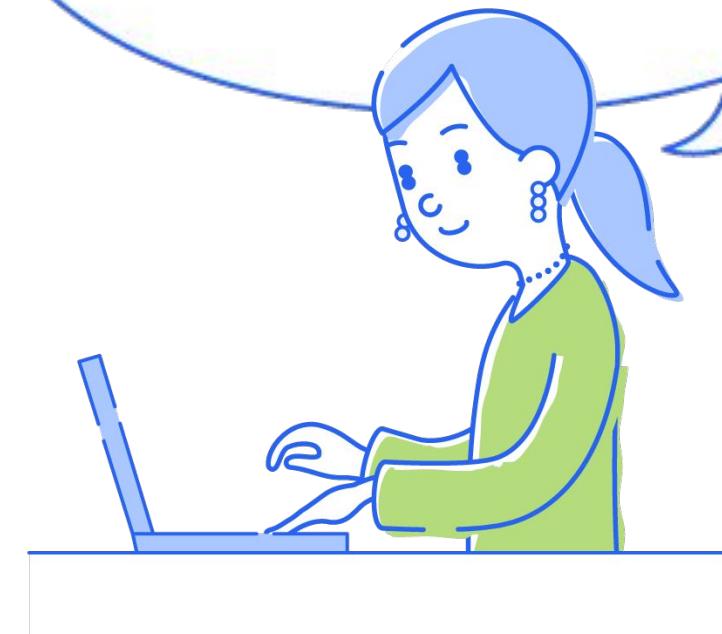
※A, B...: Modules



A B
C D

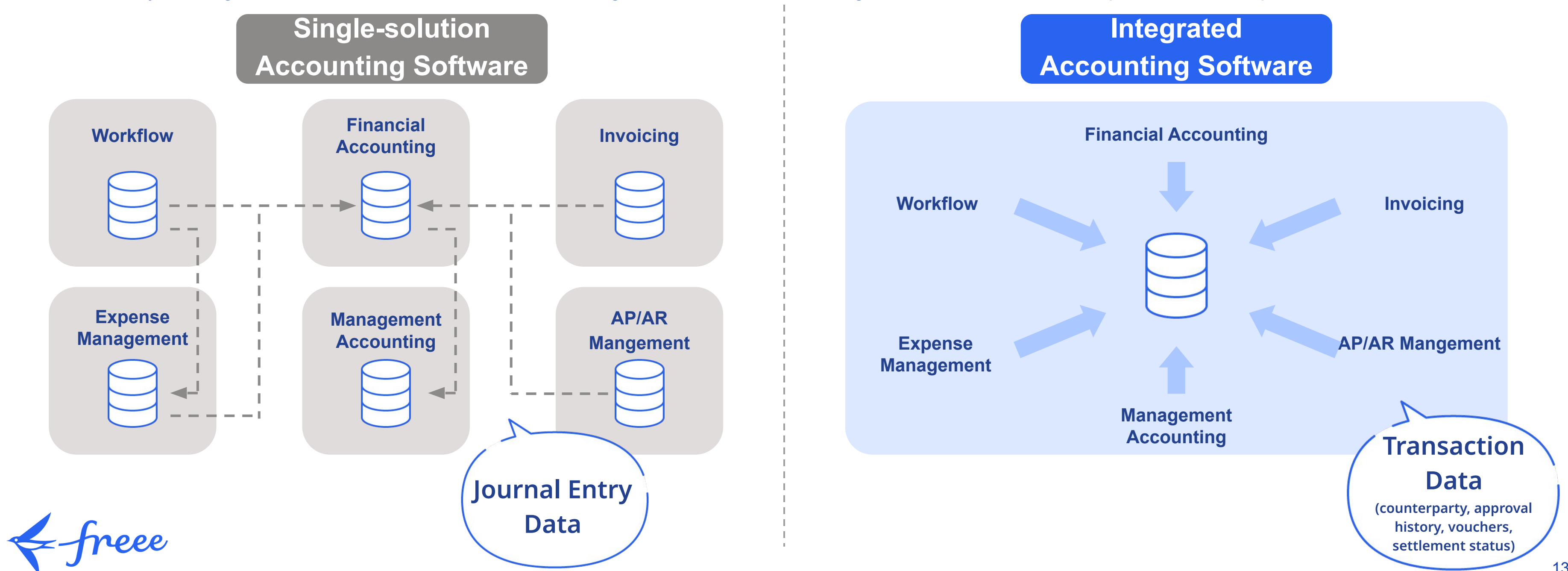
Reorganized
as a single unit

- It's easy to setup and learn how to use!
- Real-time data synchronization between functions minimizes the burden of checking numbers!
- It's easy to analyze business conditions and get insights!



Difference in Architecture between "Integrated ERP" and "Single-solution Accounting Software/Connection"

- *free Accounting* is an "integrated cloud accounting software" that covers not only financial accounting but also invoicing, expense management, workflow functions etc. By running operations other than financial accounting with *free Accounting*, the accounting books are automatically created.
- In addition to journal entry data, transaction data such as counterparty, approval history, vouchers, settlement status of each transaction can be centrally managed on the same database, contributing to more efficient management and back-office operations and quicker business decisions.



Member & Culture



Daisuke “Dice” Sasaki
Co-founder and CEO

Born in Tokyo in 1980 and brought up in a family running a beauty salon. Graduated from the Faculty of Commerce and Management, Hitotsubashi University.

Assumed the post of the Head of APAC SMB Marketing Department at Google and promoted use of Internet ads among Japanese SMBs, among which ads in the forms of FAX marketing and hard-copy flyers were conventionally the mainstream. Also played a role of CFO at a startup, where he experienced the complication of accounting operations.

Based upon these experiences, founded freee K.K. with a mission to boost low productivity and lagged use of new technologies at Japanese small businesses.

At freee, has launched software applications including “freee Accounting” designed for ease of preparation of financial statements and tax return.

Concurrently serves as a member of the Management Council of Hitotsubashi University. A father of two children. A favorite word is “MAJI-KACHI” (a true customer value).



Ryu Yokoji
Co-founder and CTO

Born in Matsue, known as the Ruby City. Graduated from Keio Univ. Graduate School.

Started system development for corporations when he was a student. Worked at Sony, and co-founded freee. Aims to redefine the existence of small businesses through the power of technology.



Yoko Naito

Outside Director (Audit and Supervisory Committee Member)

Appointed as a full-time Corporate Auditor of free in September 2018 after working at a securities company and Ernst & Young ShinNihon LLC.



Masao Hirano

Outside Director (Audit and Supervisory Committee Member)

After working at McKinsey and Carlyle, appointed as a professor of Waseda Business School in April 2012.



Shinji Asada

Outside Director (Audit and Supervisory Committee Member)

Founded One Capital Corporation in April 2020 after working at ITOCHU Corporation and salesforce.com.

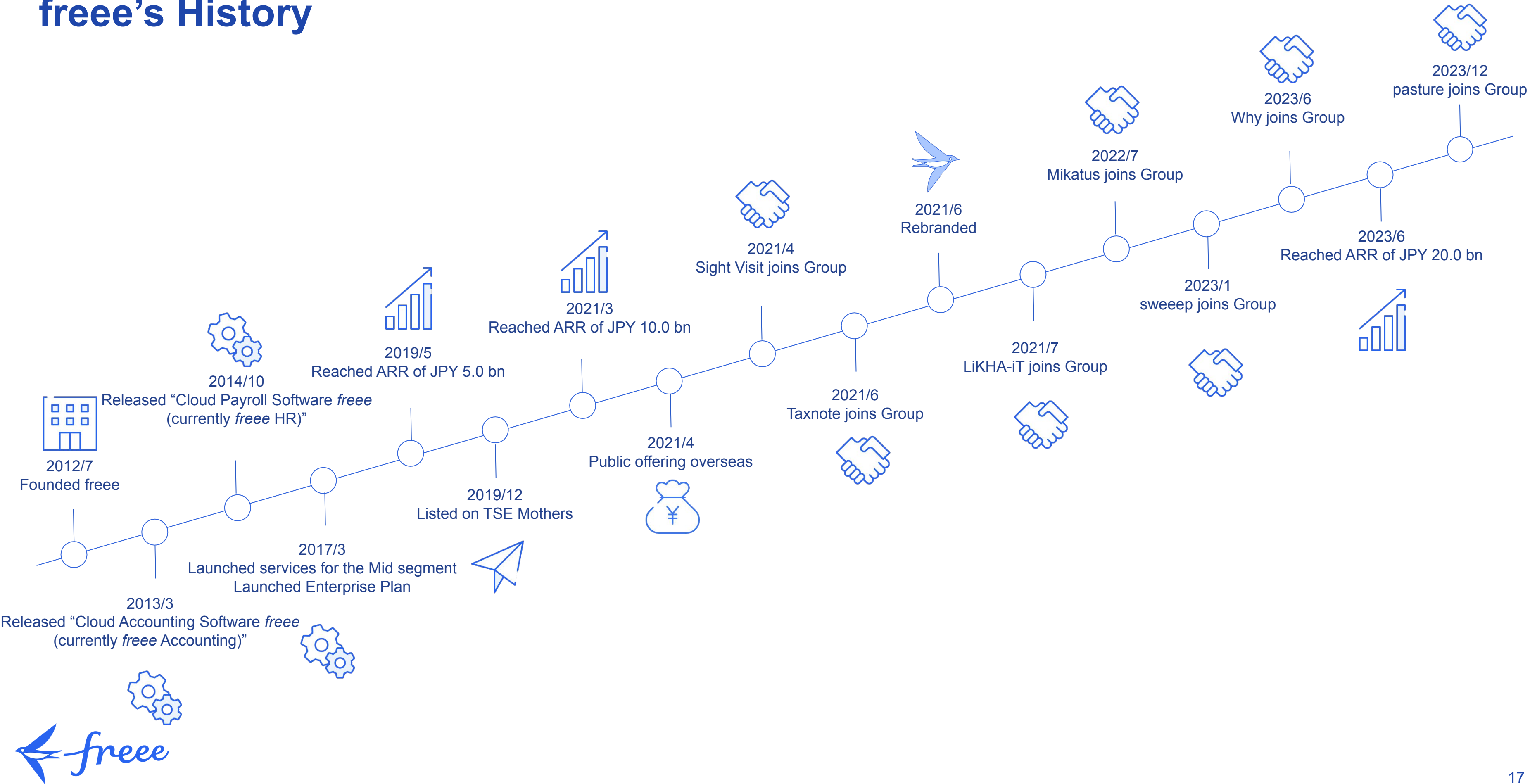


Yumi Hosaka Clark

Outside Director

Served as a Vice President at Capital One and Visa after working at Adobe, PayPal, eBay, Intuit, etc. Joined Quicken Inc. as a Vice President of Integrated Financial Services in March 2021.

freee's History



freee's Unique Culture

Two Core Principles to deliver “true customer value”



Take responsibility for societal progress.

We aim to undertake new challenges to promote societal progress. We will take action to pursue projects that can change the world.



Movement-minded team.

We have a shared vision of how we want the world to be. Each individual member of our team adopts a self-starting approach while at the same time seeking to lead and engage with other team members.

freee's Unique Culture

Code of Conduct to deliver “true customer value”



Ideal-driven.

Start with your ideal solution to a problem without regard to real world limitations or roadblocks that may stand in your way. Challenge yourself without being limited by your current resources or skills.



Output → then think.

Achieve output first. Then think and refine.



Hack Everything★

Seek a deep understanding of the task at hand and the resources you have. Then think of ideas outside those boundaries.



Be “Your-own Ghost Buster.”

Don't fear your own “ghost” (your own pre-conceived ideas of who you are). Be brave in facing up to yourself and continually seek and absorb feedback.

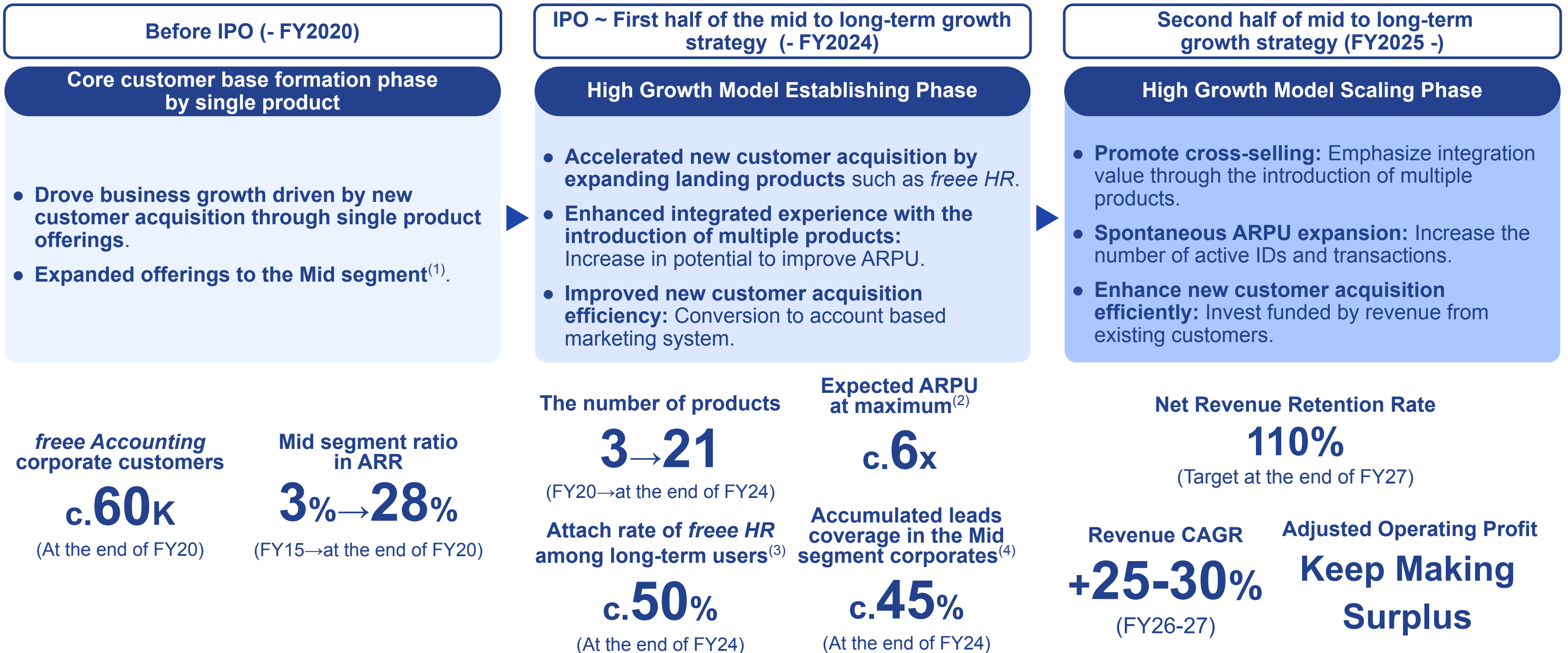


Dare to share.

Know your people and your team, and share about yourself so others know about you. Through exchanging feedback openly, aim to grow together.

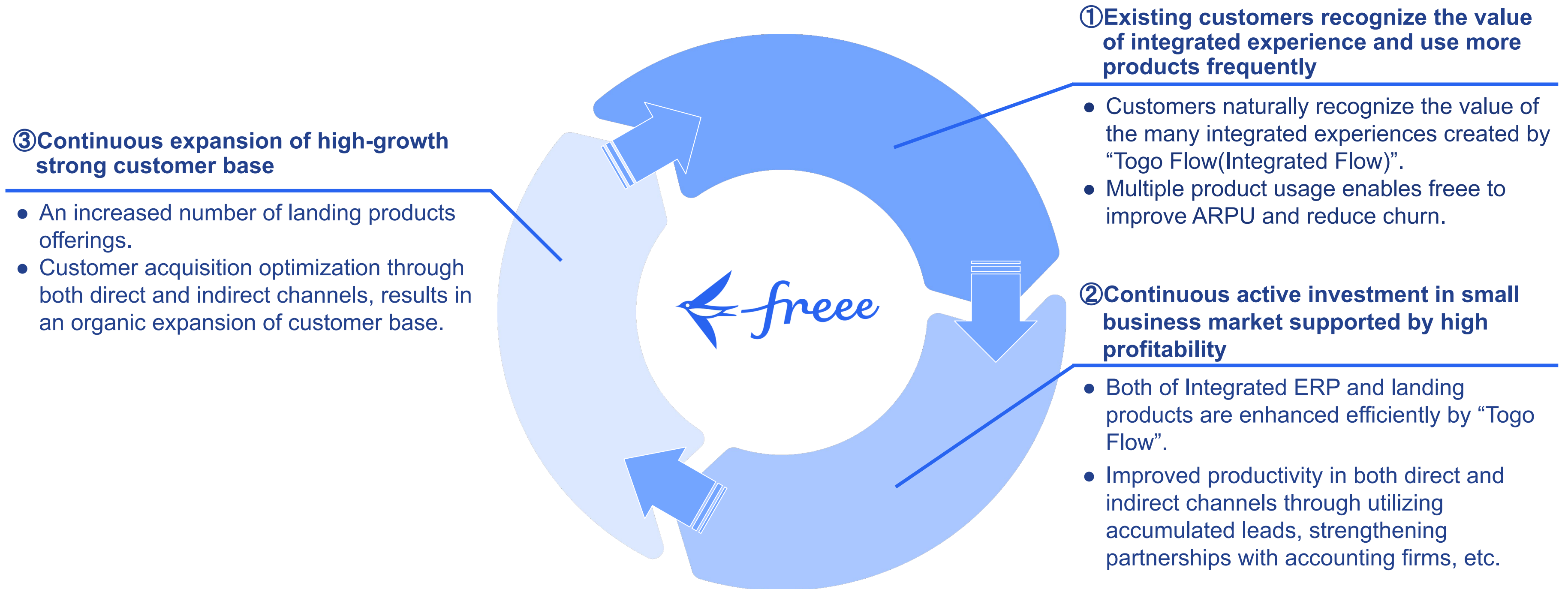
Mid to Long-term Growth Strategy

Transition in Growth Strategy: Into Phase of Scaling High Growth Model Established until FY2024.6



1. Corporates with or more than 20 and fewer than 1,000 employees.
2. Estimation based on the plan, the number of IDs and the transaction volume for a typical corporate with 50 employees. Actual ARPU differs according to usage in each customer.
3. Adoption rate of *free HR* in the user cohort of *free accounting* in the Mid segment acquired in and before FY2020.
4. The coverage ratio of the prospective customers acquired through marketing activities among c.300k corporates in the Mid segment.

free's Integrated Products: High-Profitability from Existing Customers Drives Continued Active Investment and Expansion of Small Business Market Customer Base

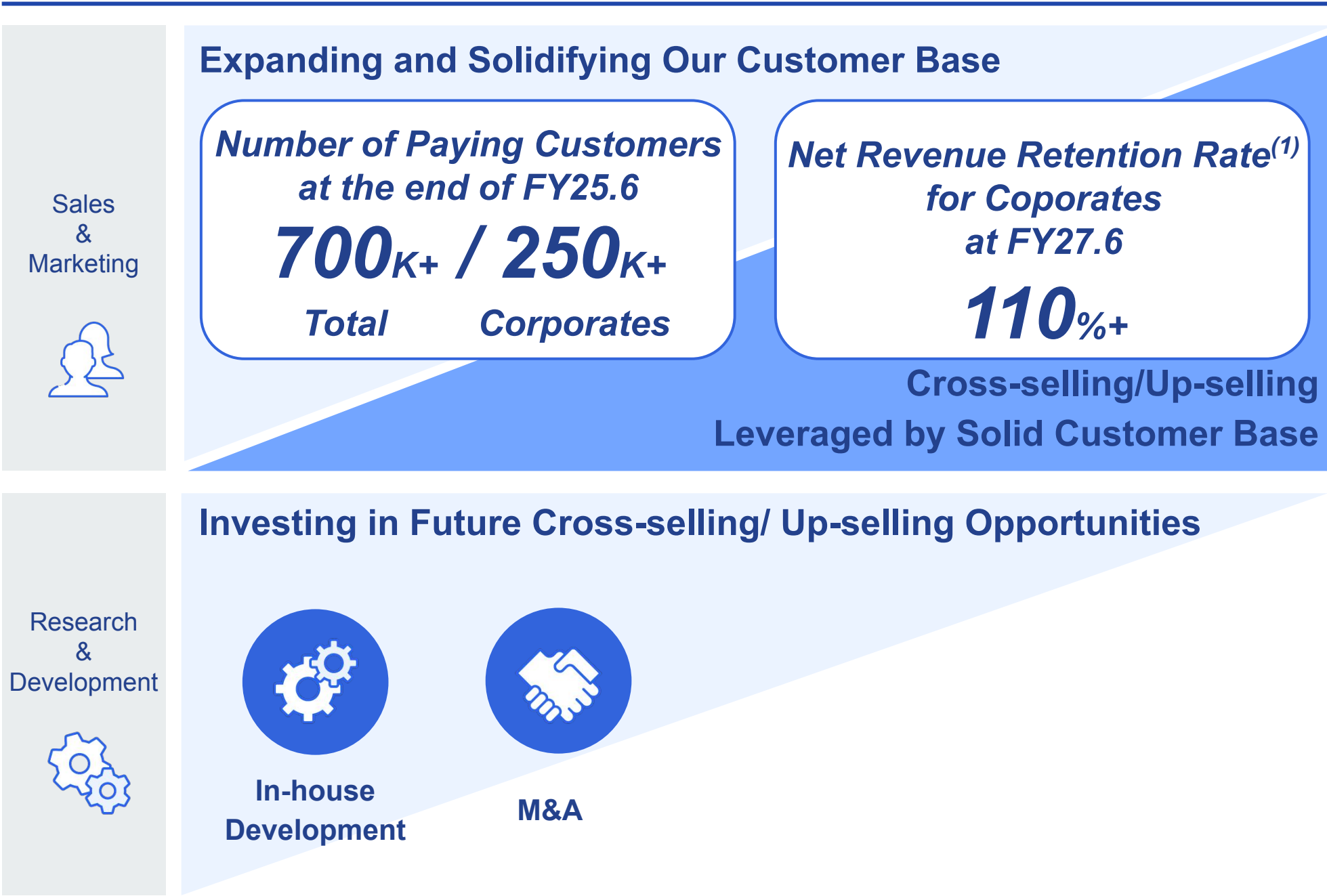


Only free has the potential to become the platform for small businesses in Japan

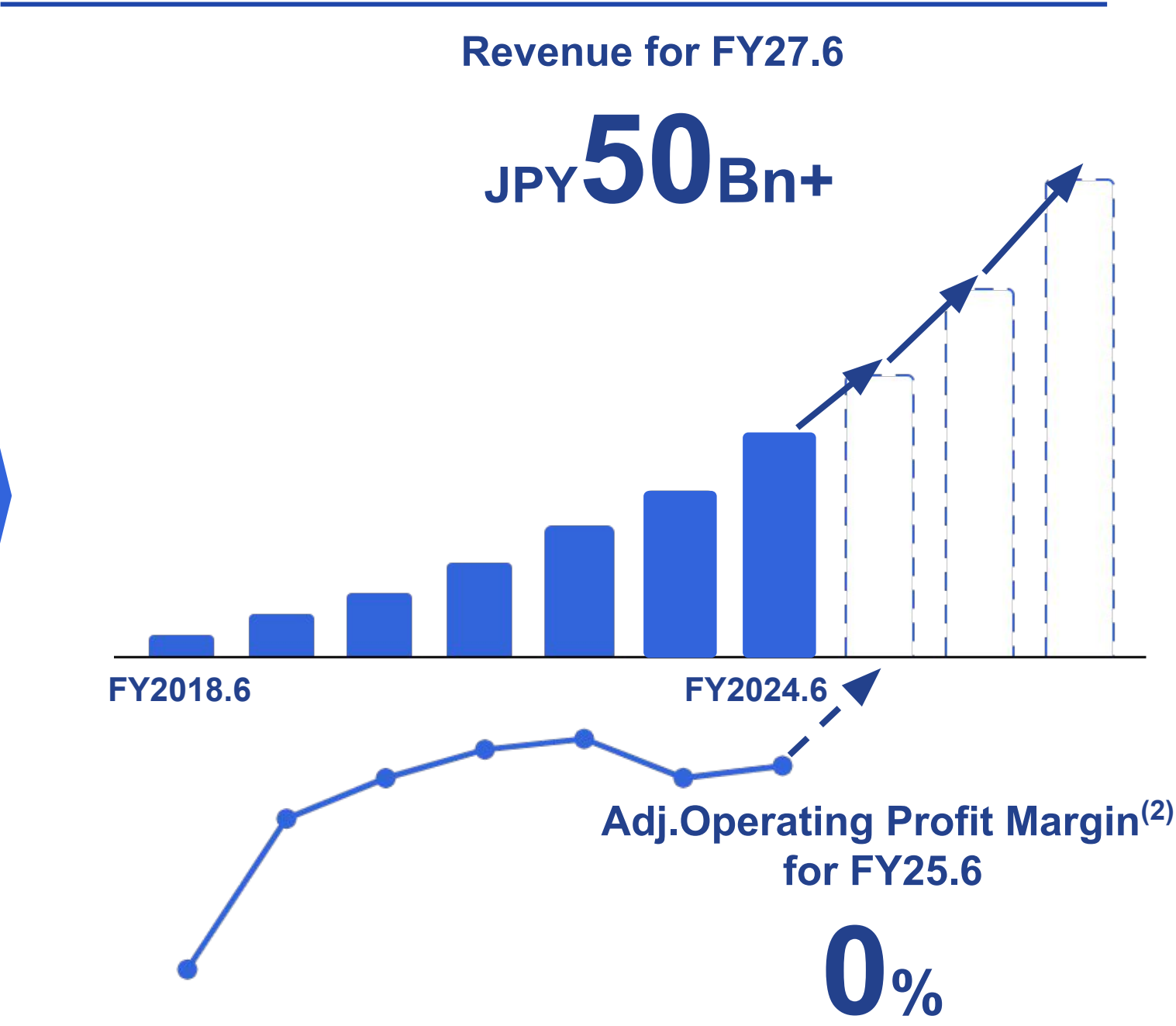


Strategic Targets for Mid to Long-term Growth Strategy

Strategic Targets



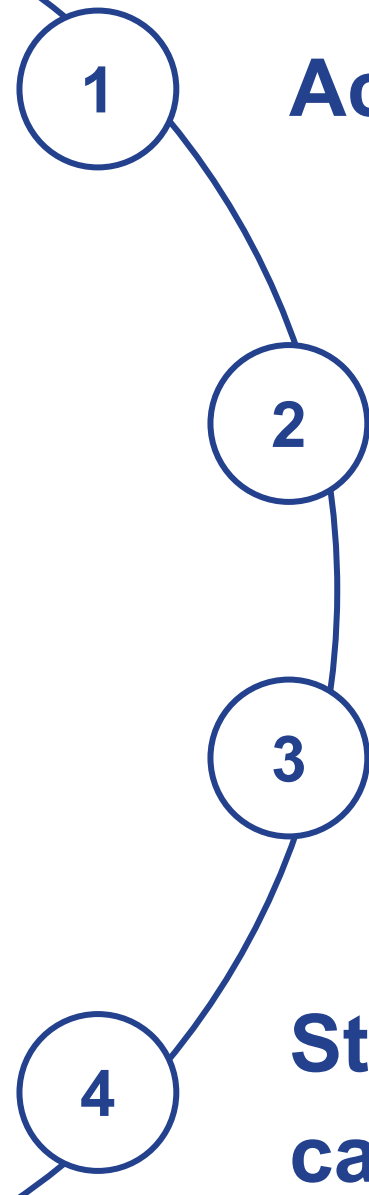
Financial Outlook



1. Net Revenue Retention Rate is calculated by dividing the revenue in the particular period for customers who were customers in the same period of the previous fiscal year by the revenue in the same period of the previous fiscal year. Incremental revenue from accounting firms includes the revenue from the increased revenue by their end users.

2. Adjusted operating profit (the sum of the operating profit, stock-based compensation expenses, expenses for amortization of acquisition-related intangible assets, and one-time cost).

Focus Areas for Three Years to Achieve Strategic Targets (FY23-25)

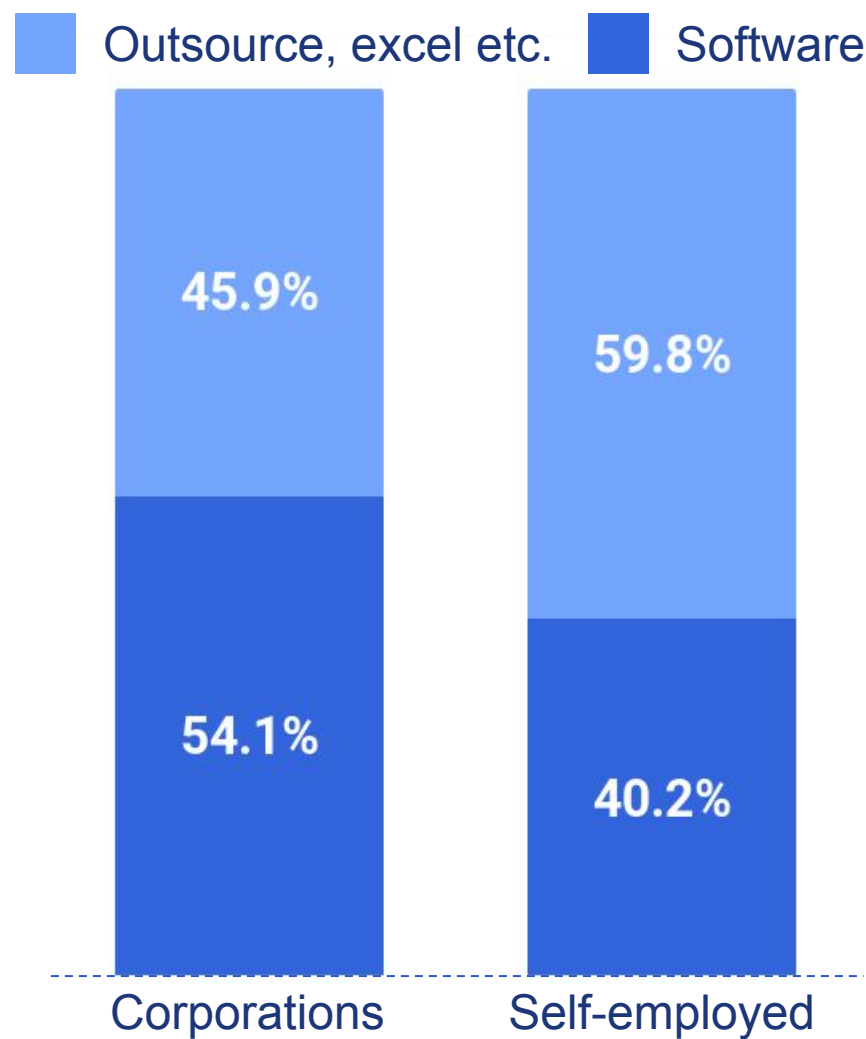
- 
- 1 Accelerate investments to enrich “integrated experience”
 - 2 Offer a broader range of landing points to provide various customer journeys
 - 3 Expanding customer base by leveraging No.1 share in cloud accounting software market
 - 4 Strengthen organization to enhance product development and sales capabilities



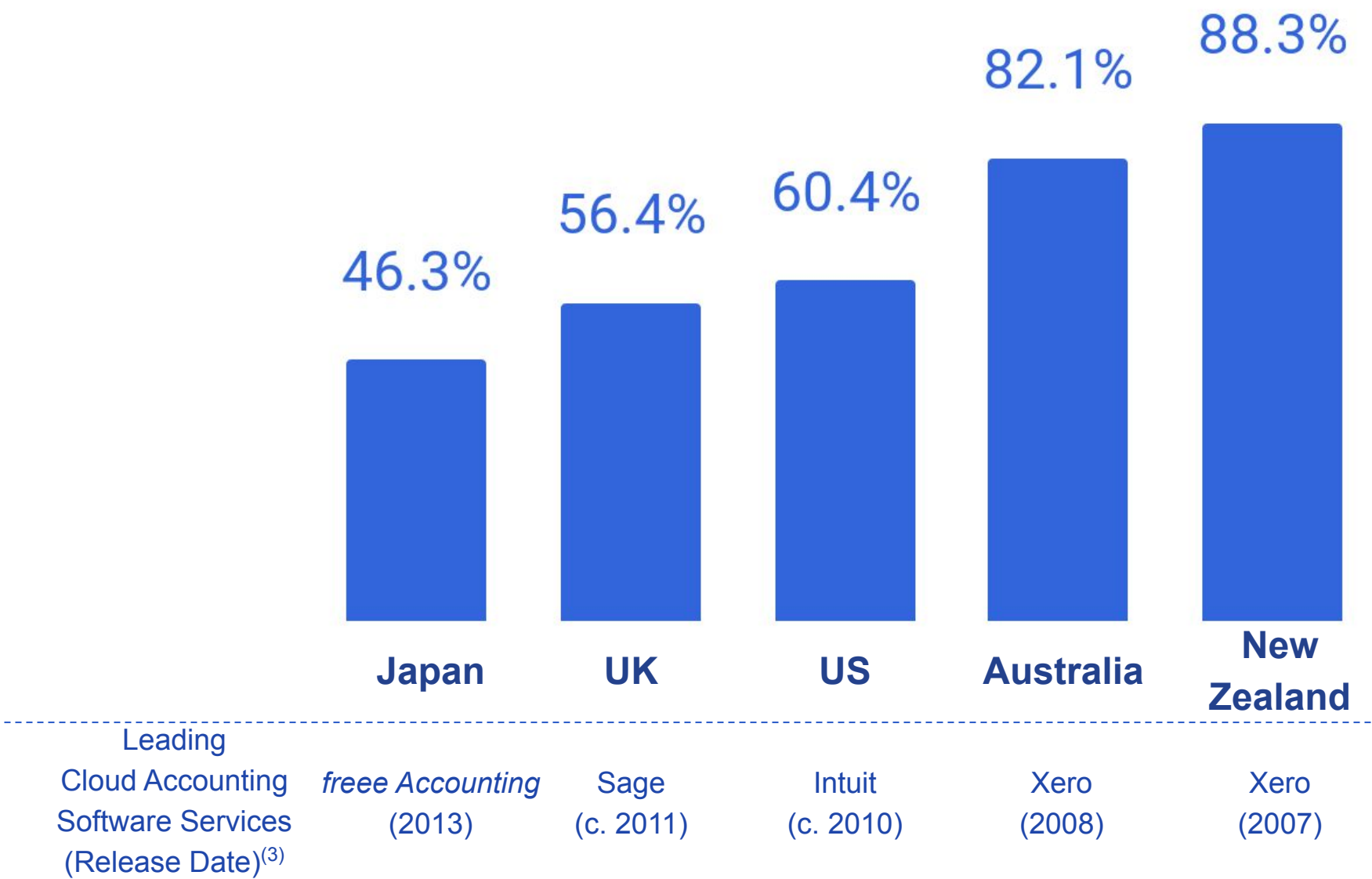
Market Potential and Go-to-Market Strategy

Hugely Untapped Cloud SW Market: Significant Growth Opportunities

Adoption Rate of Accounting Software among Japan's Small Businesses⁽¹⁾



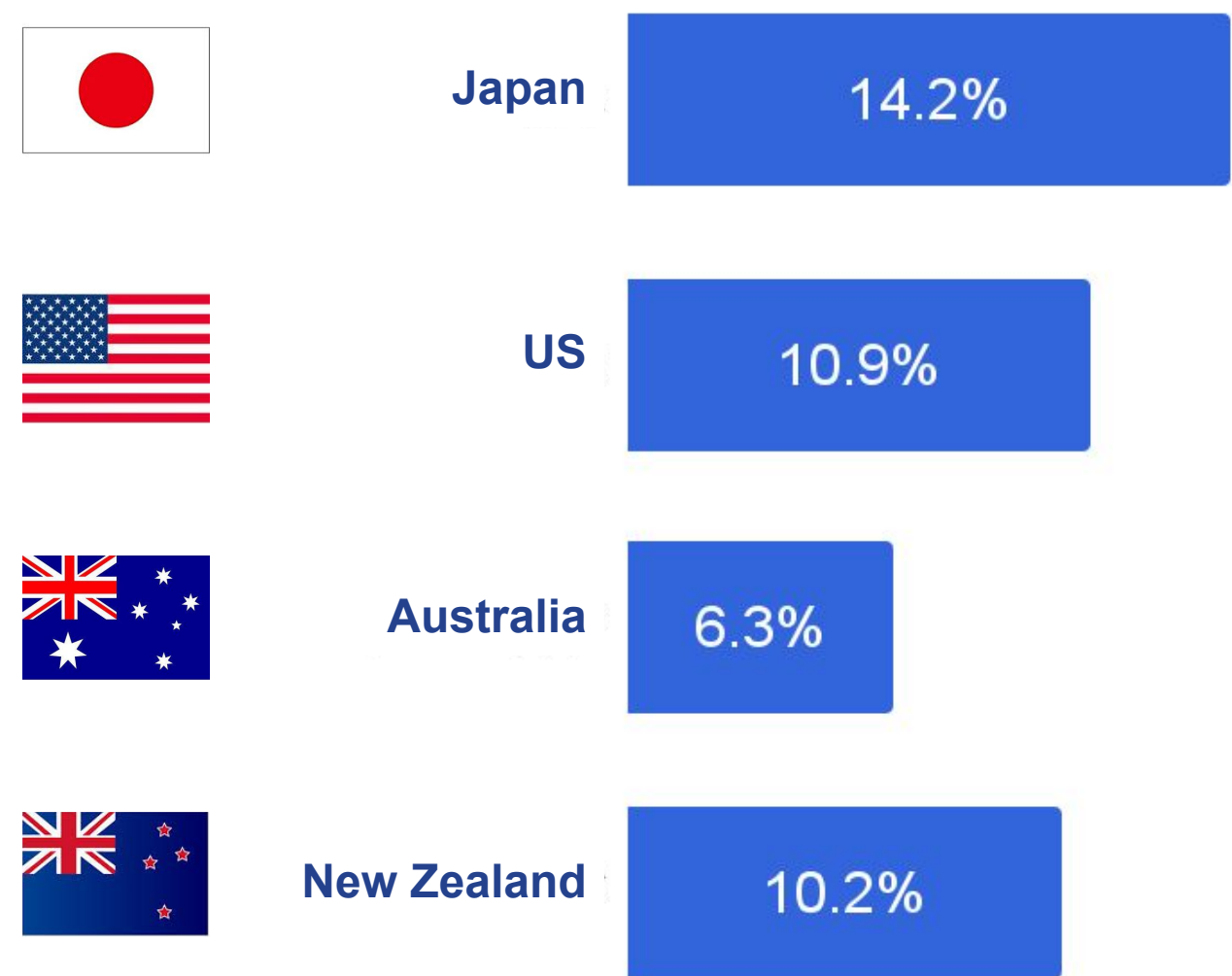
Percentage of Spending on Cloud Solutions in the Software Market of Financial Applications⁽²⁾



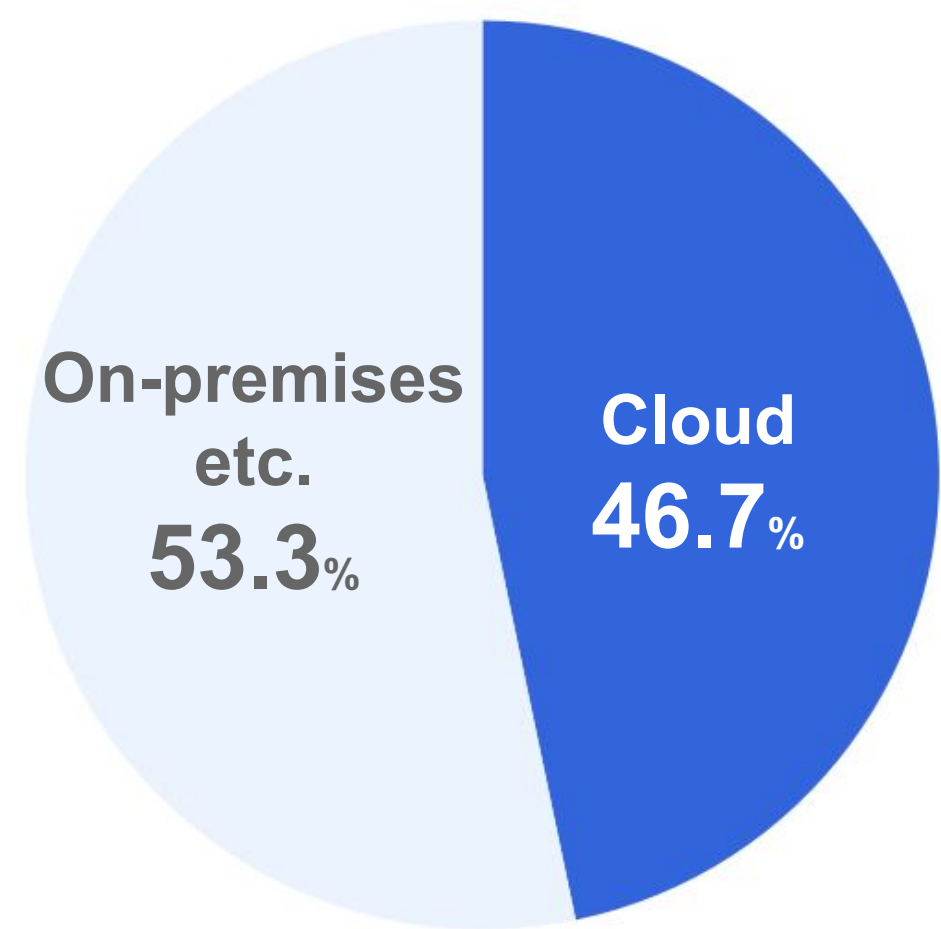
1. Source: MM Research Institute, Ltd.'s August 2017 survey on the status of adoption of cloud accounting software by corporations and April 2024 survey on the status of adoption of cloud accounting software by self-employed. Data on corporation is the adoption rate of accounting software among small and medium corporations with 300 or fewer employees.
2. Source: International Data Corporation (IDC), Worldwide Software and Public Cloud Services Spending Guide_2024V2. The percentage of spending on cloud solutions among corporations with fewer than 1,000 employees or self-employed individuals in each country was obtained by dividing the size of the cloud financial applications market by that of the whole financial applications market including on-premise software.
3. Based on our research.

Japan's Attractive Market in Mid Segment

Share of Mid/Larger-sized Companies among All Companies⁽¹⁾

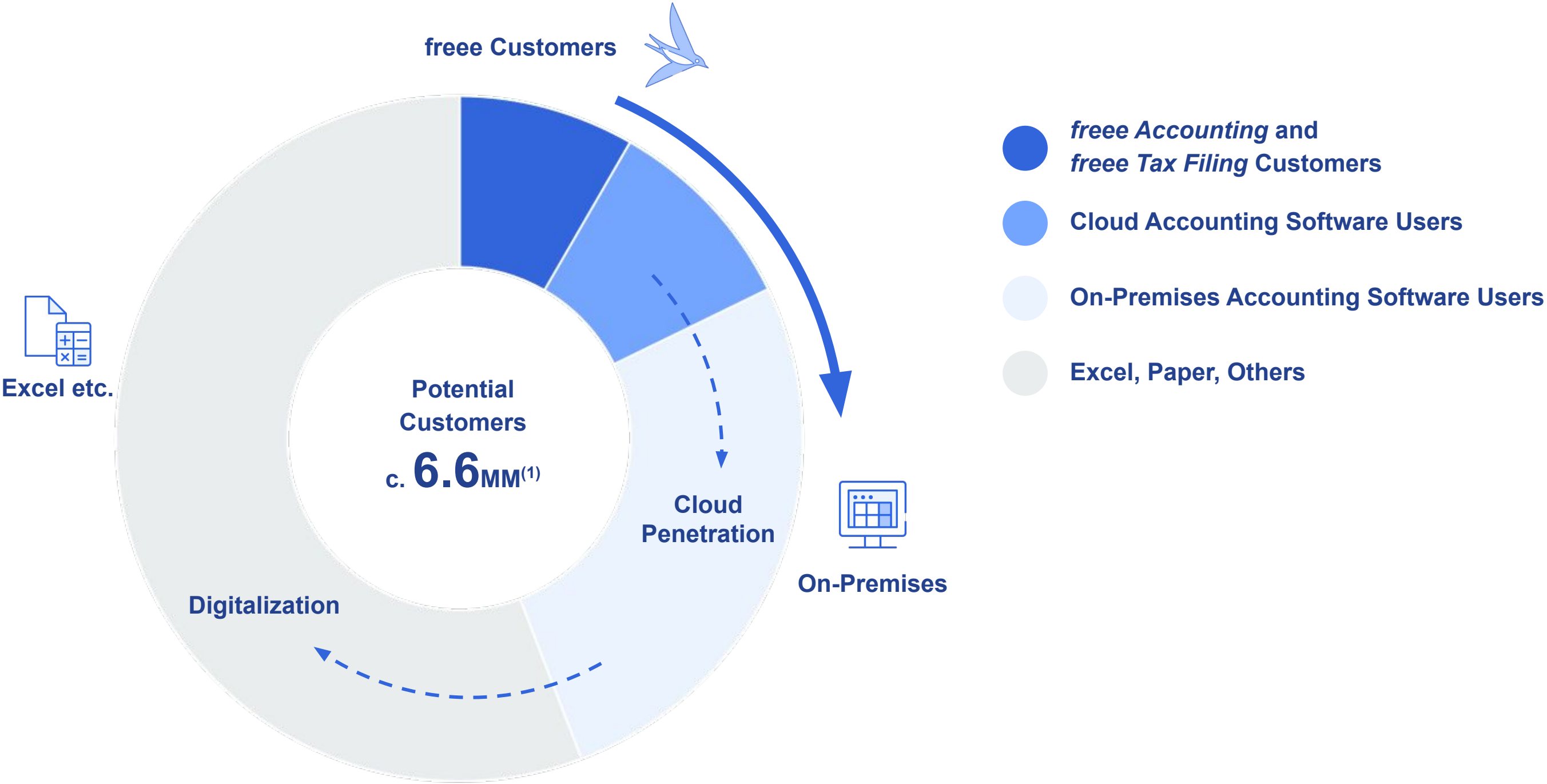


Cloud Accounting Software Penetration Rate in Japan's Mid-sized Companies ⁽²⁾



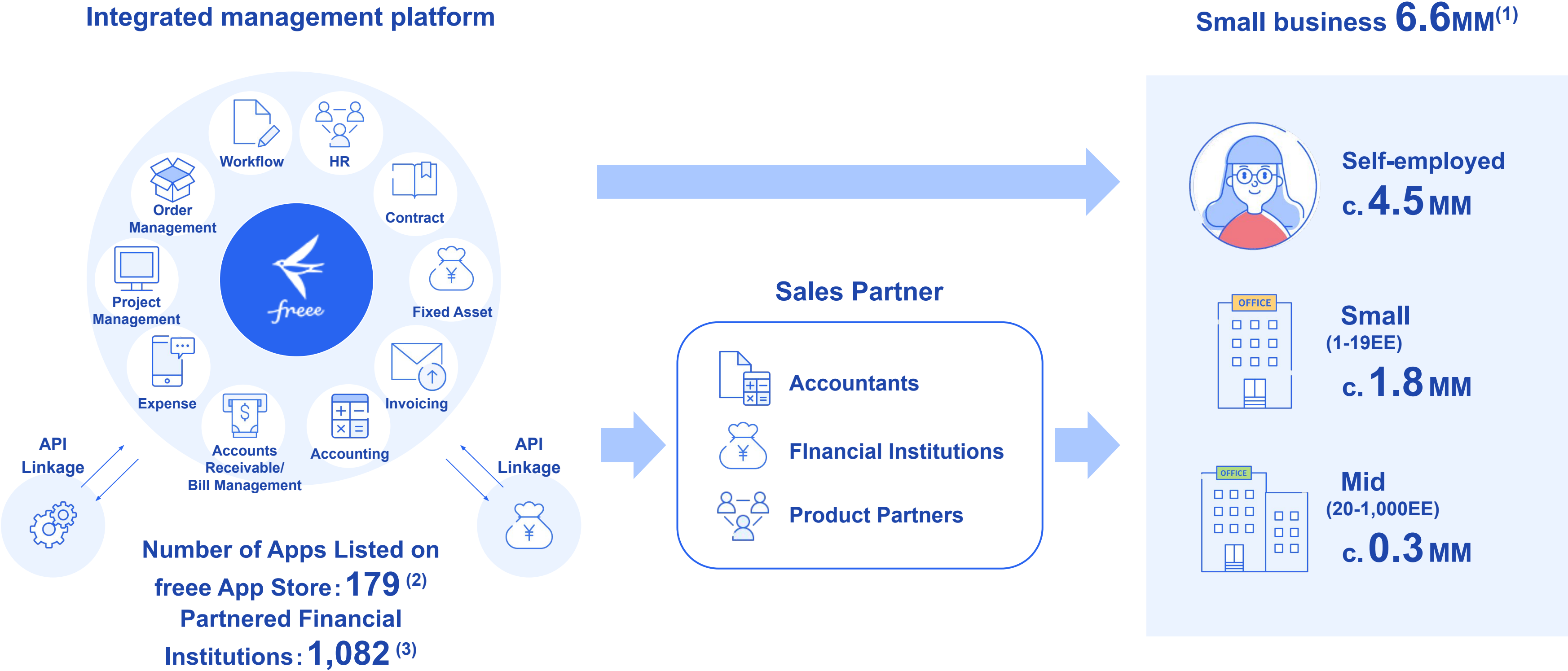
1. Share of companies with 20 or more employees.
Source: Ministry of Internal Affairs and Communications “2021 Economic Census for Business Activity”; United States Census Bureau(2023.2); Australian Bureau of Statistics(2022.12); Statistics New Zealand(2022)
2. Source: International Data Corporation (IDC), Worldwide Software and Public Cloud Services Spending Guide_2024V2.

Huge Opportunity to Penetrate Cloud Accounting Software in Japan





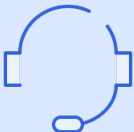

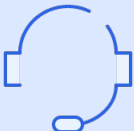


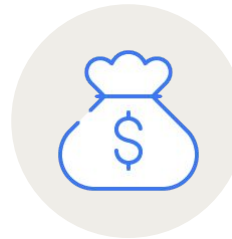

1. Source: MM Research Institute, Ltd.'s August 2017 survey on the status of adoption of cloud accounting software by corporations, MM Research Institute, Ltd.'s April 2024 survey on the status of adoption of cloud accounting software by self-employed, International Data Corporation (IDC), Worldwide Software and Public Cloud Services Spending Guide_2024V2.

Efficient Customer Acquisition Through Both Direct and Indirect Sales Channels



1. Source: National Tax Agency "Tax Statistics 2022" ; Ministry of Internal Affairs and Communications "2021 Economic Census for Business Activity" ; Portal Site of Statistics of Japan website.
2. As of the end of August 2024
3. Partnered Financial Institutions: Financial institutions contracted concerning API linkage. As of June 30, 2022.

Optimized Customer Acquisition Approaches by Each Segment

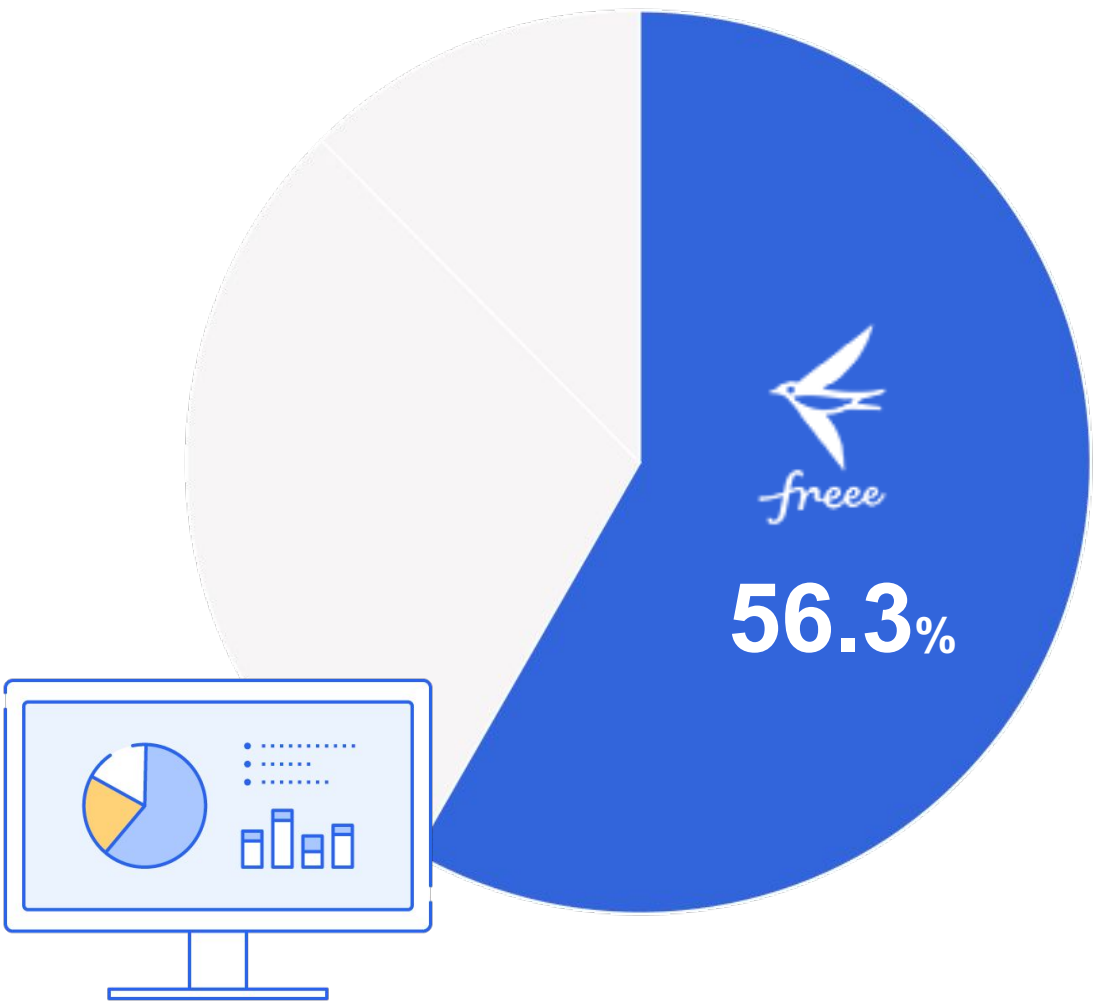
			Self-employed	Small (1-19EE ⁽¹⁾)	Mid (20-1,000EE ⁽¹⁾)
# of Potential Customers ⁽²⁾			c. 4.5MM	c. 1.8MM	c. 0.3MM
Channel	Direct	Marketing	<div><div></div><div>Inbound Marketing</div><div></div><div>Field Marketing (Offline / Online)</div></div>		
		Sales	<div><div>—</div><div></div><div>Inside Sales</div><div></div><div>Field Sales (Offline / Online)</div></div>		
		Customer Success	<div><div>—</div><div></div><div>Online CS</div><div></div><div>On-site CS (Offline / Online)</div></div>		
	Indirect				
		<div><div></div><div>Accountants</div><div></div><div>Financial Institutions</div><div></div><div>Product Partners</div></div>			



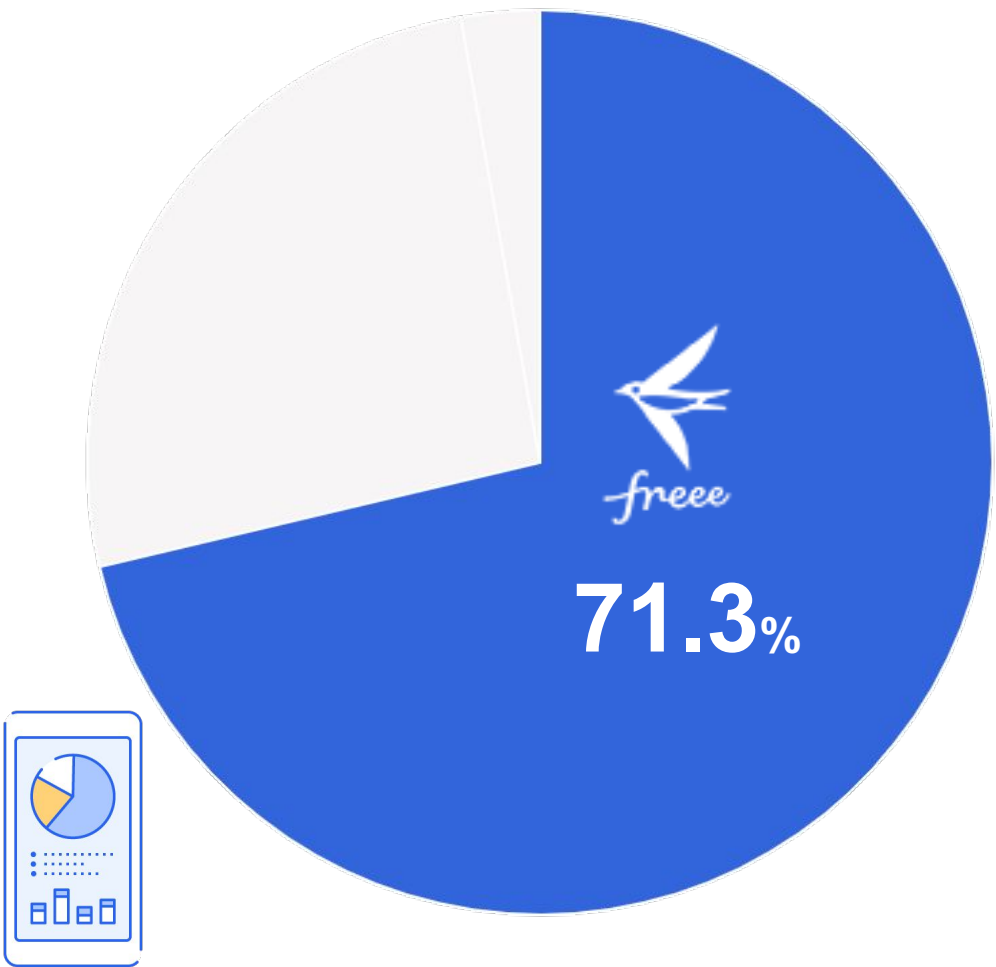
1. EE: Employee.
2. Source: National Tax Agency “Tax Statistics 2022” ; Ministry of Internal Affairs and Communications “2021 Economic Census for Business Activity” ; Portal Site of Statistics of Japan website.

No.1 Market Share in Cloud Accounting Software

Cloud Accounting Software⁽¹⁾



Mobile App⁽¹⁾



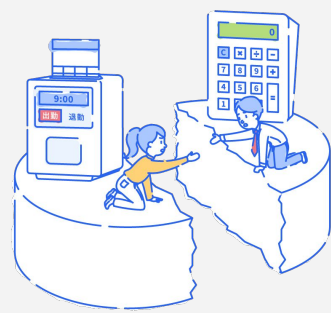
1. Source: LeadPlus, "Industry Analysis Through Keywords Series: Cloud Accounting Software" (August 2022).

Product

“Togo Flow” as a Technological Infrastructure for Improving R&D Productivity

Togo Flow (Integrated Flow): Maximizing the speed and impact of product development to resolve fragmentation

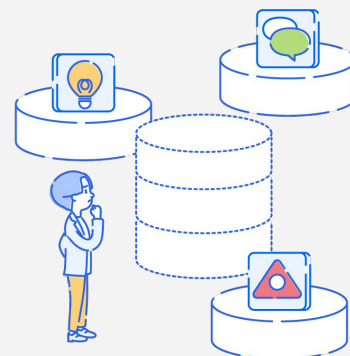
Fragmentations affecting small businesses



Workflow fragmentation

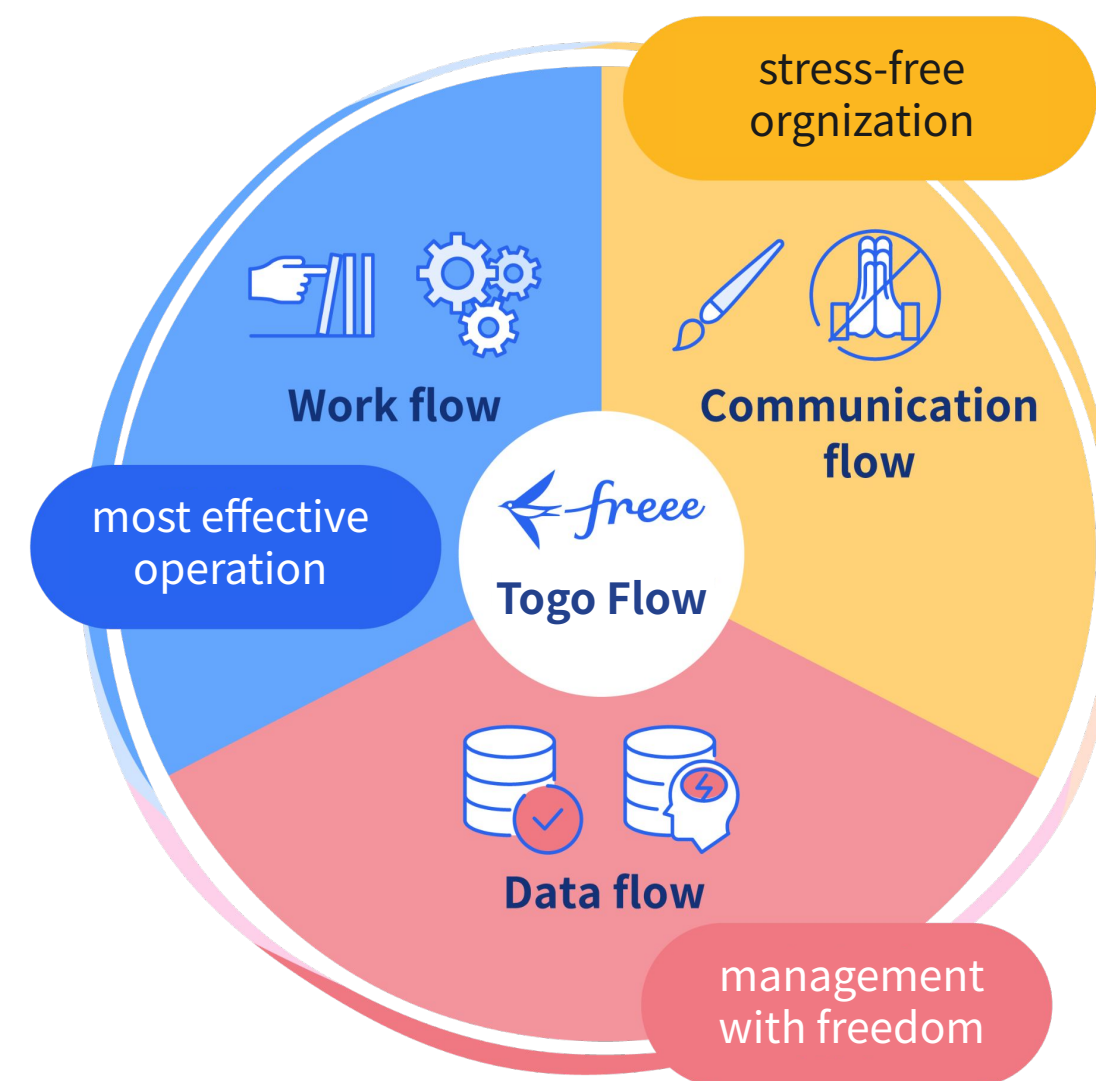


Communication flow fragmentation



Data flow fragmentation

Product development based on Togo Flow

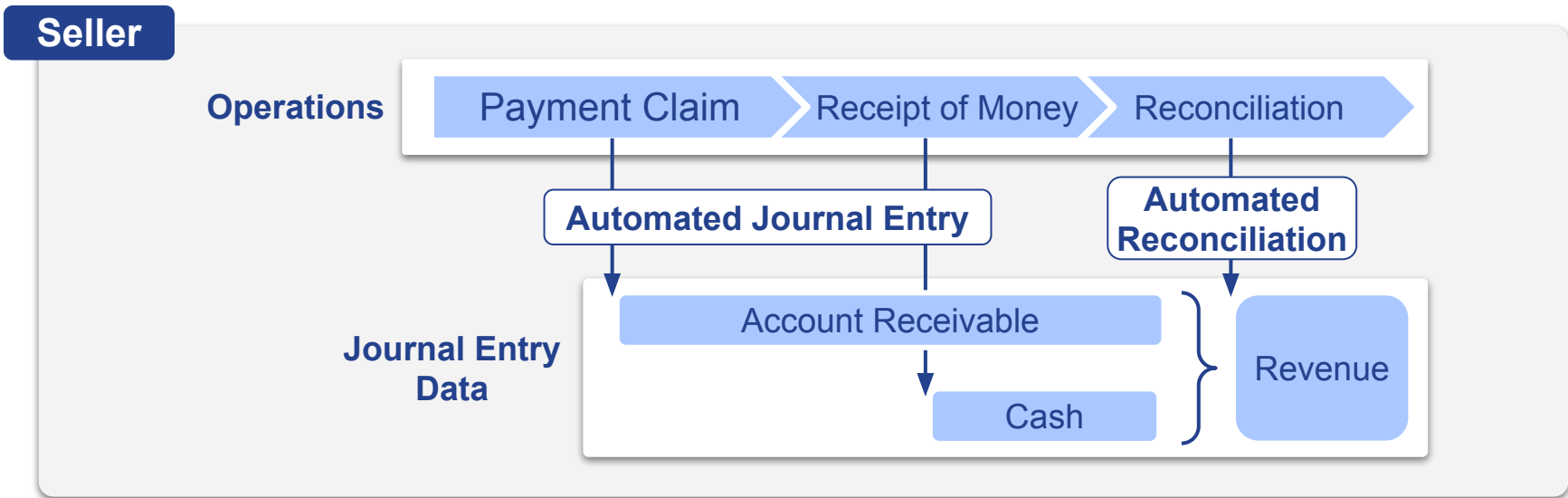
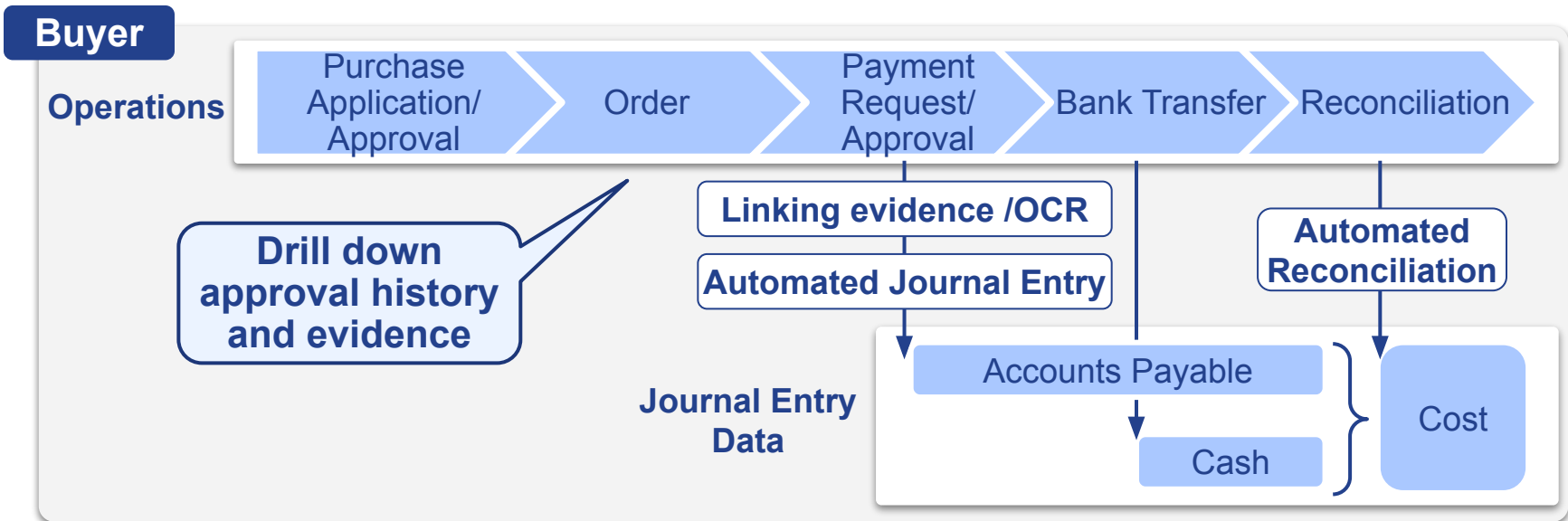


Data Drill Down across Operations Make Check and Analysis Easier

Work flow

Transaction Model

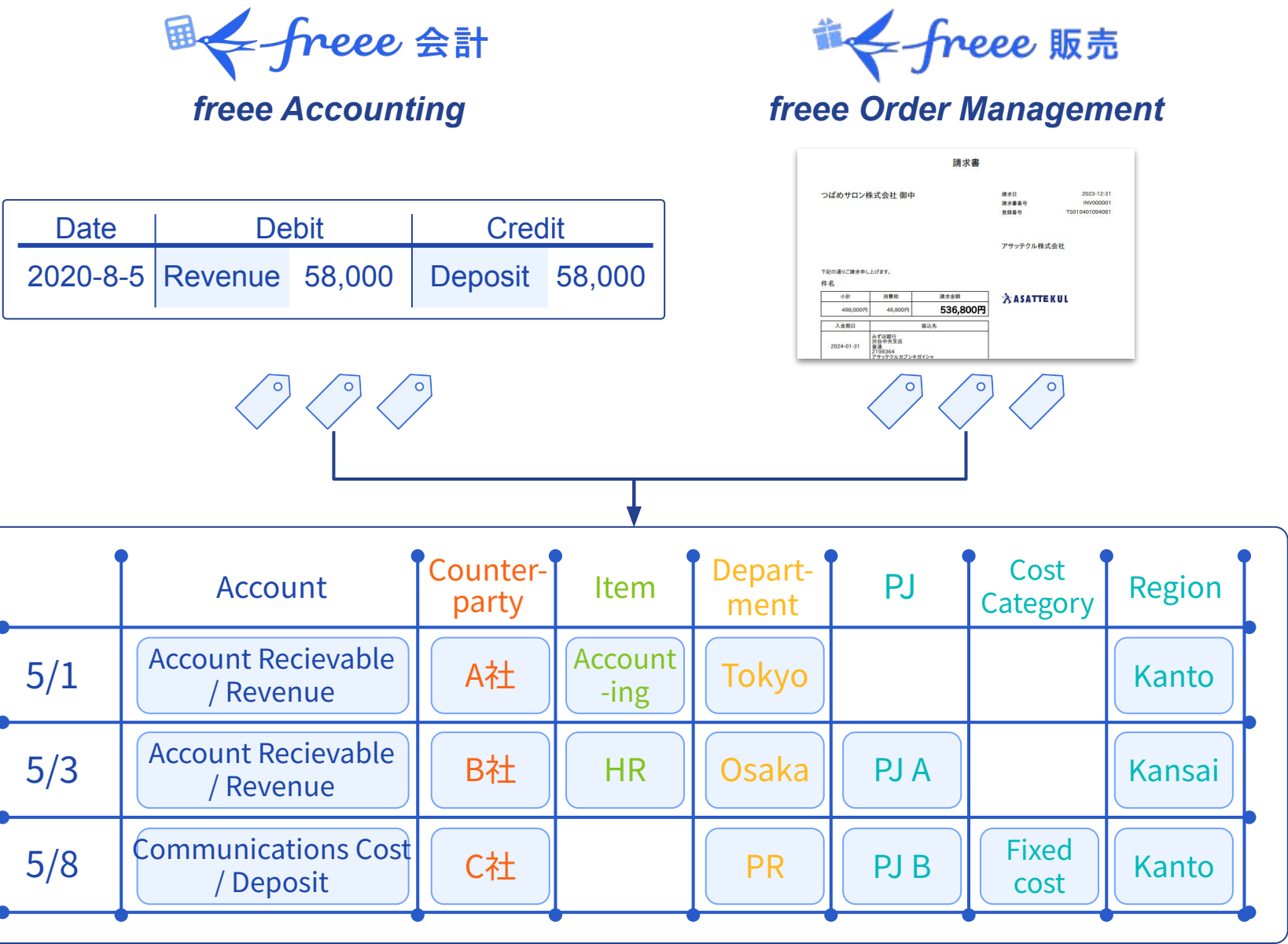
- Journal entry data are generated and accumulated automatically linked to transaction processes. Customers can drill down application approval history and evidence data easily.
- Accumulated data will be the basis for developing products which realizes streamlining



Data flow

Detailed Accounting Report

- Customers can set tags (meta data) when using each product.
- Flexible tag setting and interaction between products will be the basis for developing products which offers valuable data visualization and analysis.

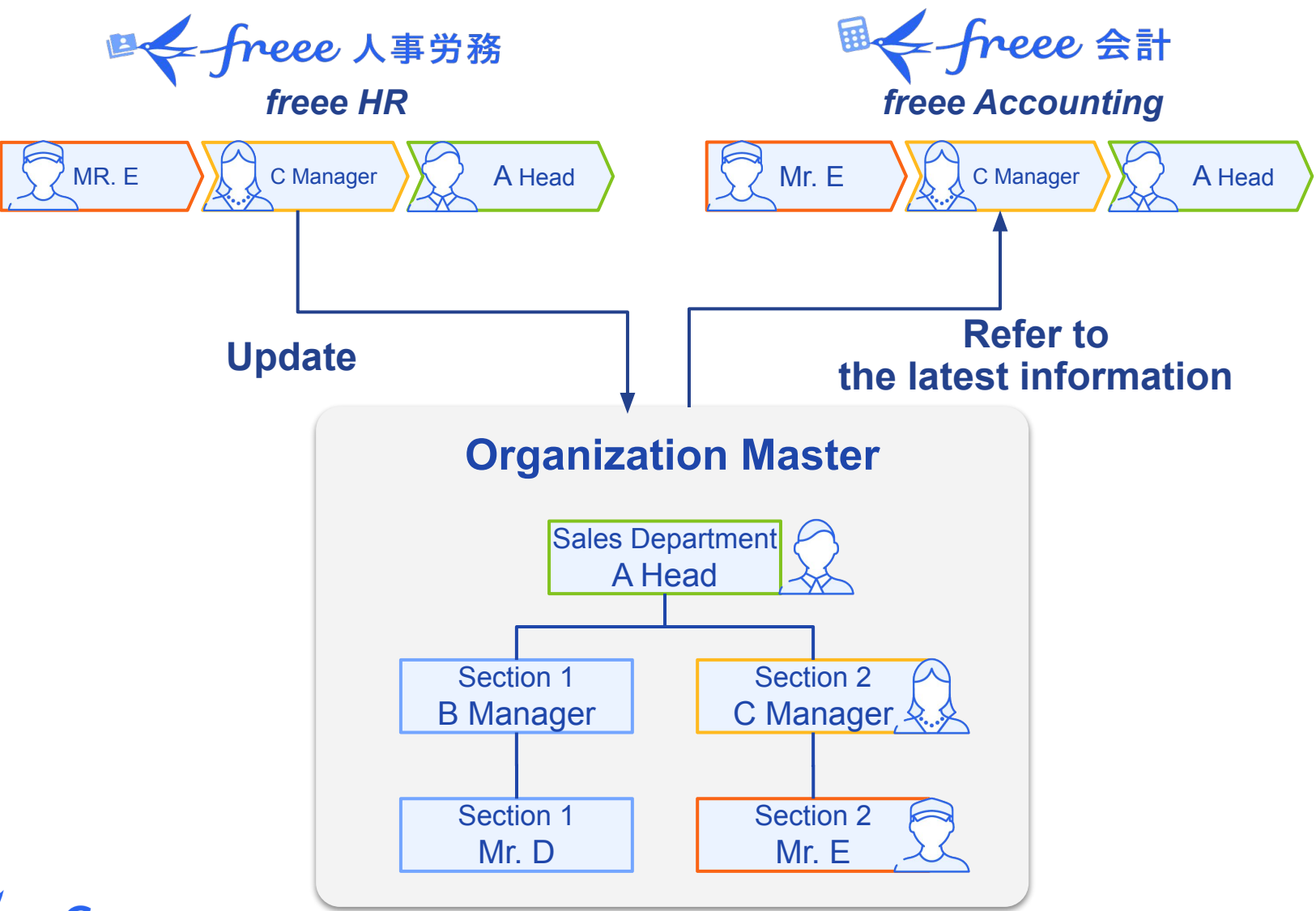


Organization Master Realize Smooth Communication across Products

Data flow

Organization Master (Department/Approval Path)

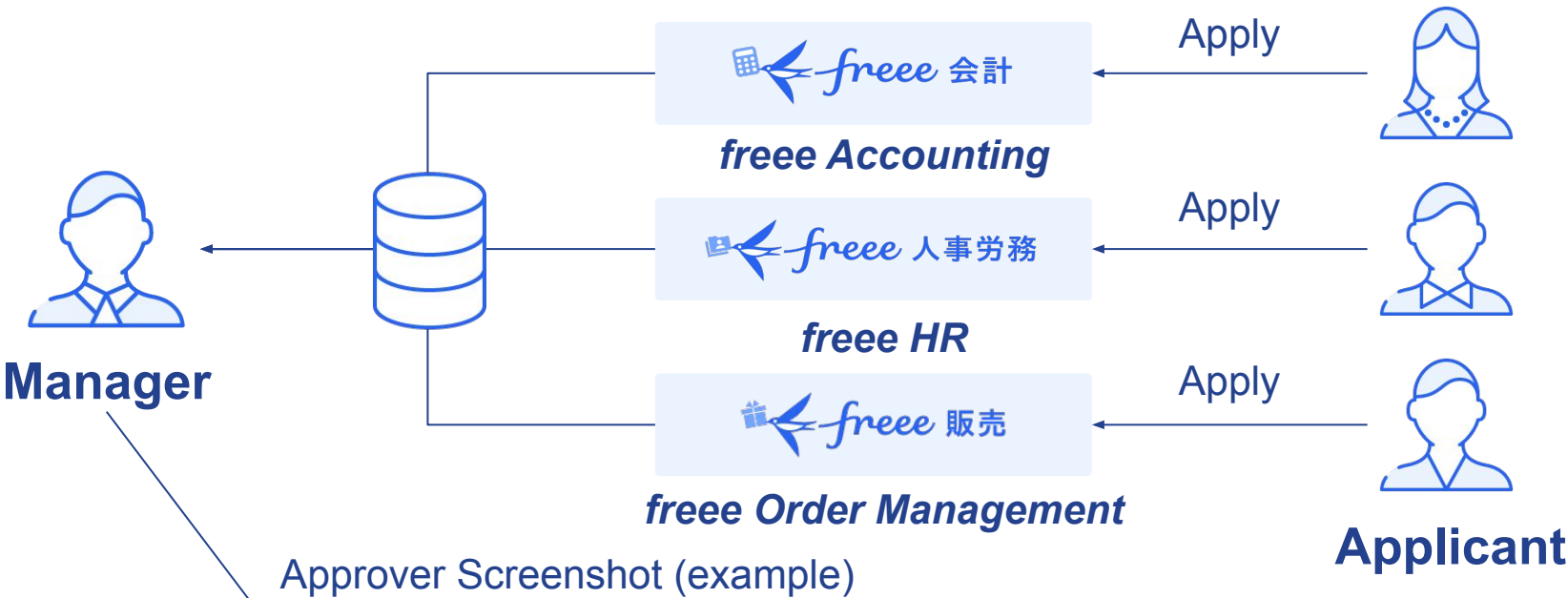
- Approval paths such as purchase and attendance are set automatically from organization master common among multiple products.
- Single master enables utilizing the latest organizational information from every product.



Communication flow

Approval across Products (Workflow Foundation)

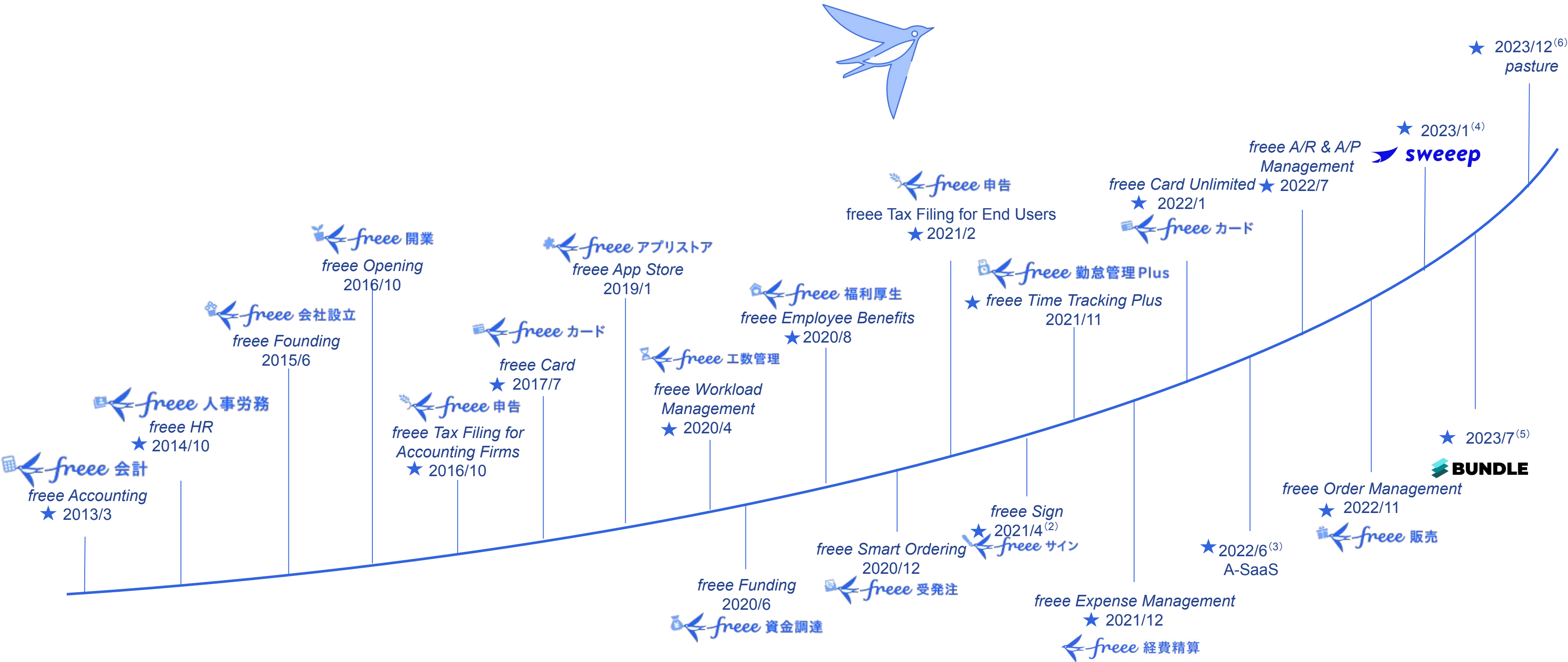
- By integrating applications and approvals from multiple products on the same screen, miss and the burden of reminder are reduced.
- Customers can refer to the application and approval status on the familiar screen in the new products as well. It realizes smooth communication from the outset of the introduction of the products.



Approval requests from multiple products are on the same screen

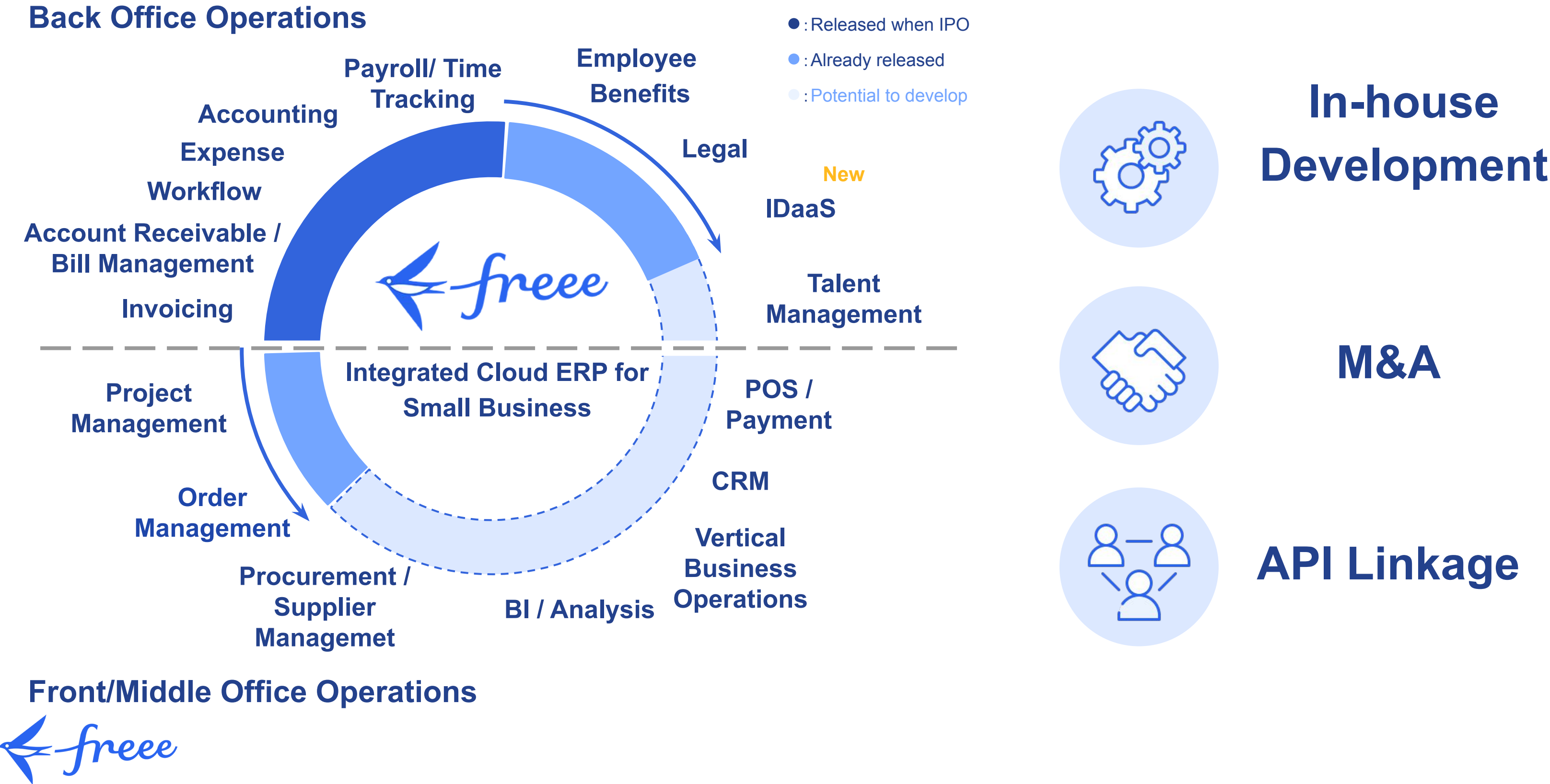


History of Products



- 1. ★: Paid product
- 2. free Sign by Sight Visit inc. joined the free group in April 2021.
- 3. A-SaaS by Mikatus inc. joined the free group in June 2022.
- 4. sweep Inc. joined the free group in January 2023.
- 5. Bundle by Why Inc. joined the free group in July 2023.
- 6. pasture, business succession by en Japan Inc., joined the free group in December 2023.

Potential to Expand the Scope of Integrated Cloud ERP



Environment Surrounding Small Businesses

Continuing Expansion of Cloud Penetration in Japanese Small Businesses

Demographic and Corporate Trends Driving Cloud Shift

Growing demand due to labour shortage

- Japan's working-age population has decreased from its peak of 87 million in 1995 to 75 million in 2020. The decline is expected to accelerate in the coming years, **leading to an increasingly severe labor shortage⁽¹⁾**
- Not only businesses but also **accounting firms that support corporates are experiencing labor shortages**, leading to **increased demand for cloud software that contributes as fundamental solutions for operational challenges** faced by both companies and professional service providers

Management succession driving cloud shift

- Since 2020, **trend of business succession and generational change among company leaders became active and it served as a catalyst for cloud software penetration**. The generational shift in small business owners has progressed, with the most common age group of owners shifting from 70s to 50s⁽²⁾
- **The core age group of business leaders has shifted to a generation that is more proactive in adopting cloud software solutions**

Number of new businesses hits all-time high

- In 2024, the number of newly established corporations reached a record high of **153,789 companies⁽³⁾**
- "Cloud-native" new businesses **naturally consider cloud software as their first choice**

Japanese Government Strongly Promoting Digitalization and Cloud Penetration

- Through two major initiatives - the Digital Agency of Japan's "Priority Policy Program for Realizing a Digital Society" and amendments to the Certified Public Tax Accountants Act - **the Japanese government has clearly outlined its policy to actively promote the digitalization and cloud adoption of business operations and tax accounting practices**
- The number of companies that have obtained "GBizID" - a single ID and password system that allows access to multiple government services, including electronic filings and IT subsidy applications - has exceeded 600k, representing more than 20% of all registered corporations⁽⁴⁾. **The increased utilization of IT subsidies is expected to further accelerate digitalization and cloud penetration**



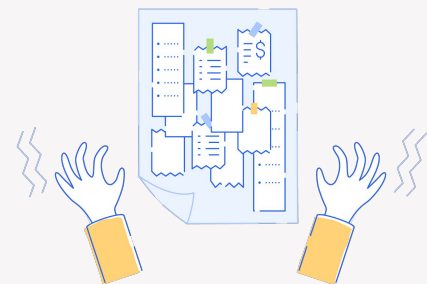
1. Cabinet Office, Government of Japan (2022) "Annual Report on the Aging Society FY2022". Working-age population refers to people aged 15 to 64
2. Small and Medium Enterprise Agency (2025) "2025 White Paper on Small and Medium Enterprises in Japan"
3. Teikoku Databank, Ltd. (2025) "Survey on Newly Established Corporations 2024"
4. Digital Agency of Japan, "GBiz ID Usage Status Dashboard" (as of April 30, 2025)

Acceleration of Digitalization and Cloud Penetration by Amendment of Electronic Books Maintenance Act and Introduction of Invoice System

Burden on Companies from System Changes

Support by *free Accounting*

Oct. 1, 2023 ~



Invoice System



**Retain copies of all
issued qualified invoices**

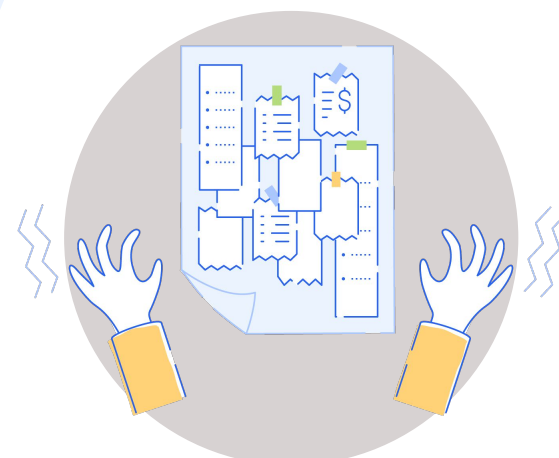


Digitization of invoicing

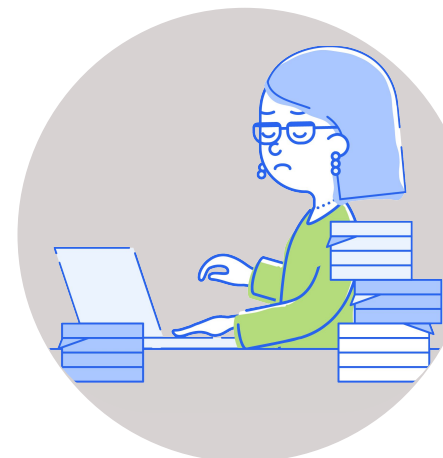
Jan. 1, 2024 ~



**Compulsory Electronic
Maintenance of
Transaction Data**



**Retain copies of all
received invoices and receipts
(with some exceptions)**



**Increased burden of
book-keeping**
for not just dates, prices, and items, but
also counterparties, transaction details,
and tax categories



**Advance paperless efforts
for internal processes**

Date : Oct. 10, 2023
Price : JPY 1,430
Item : Travel/transportation expenses
Issuer : *free Taxi*
Tax : 8% (reduced)



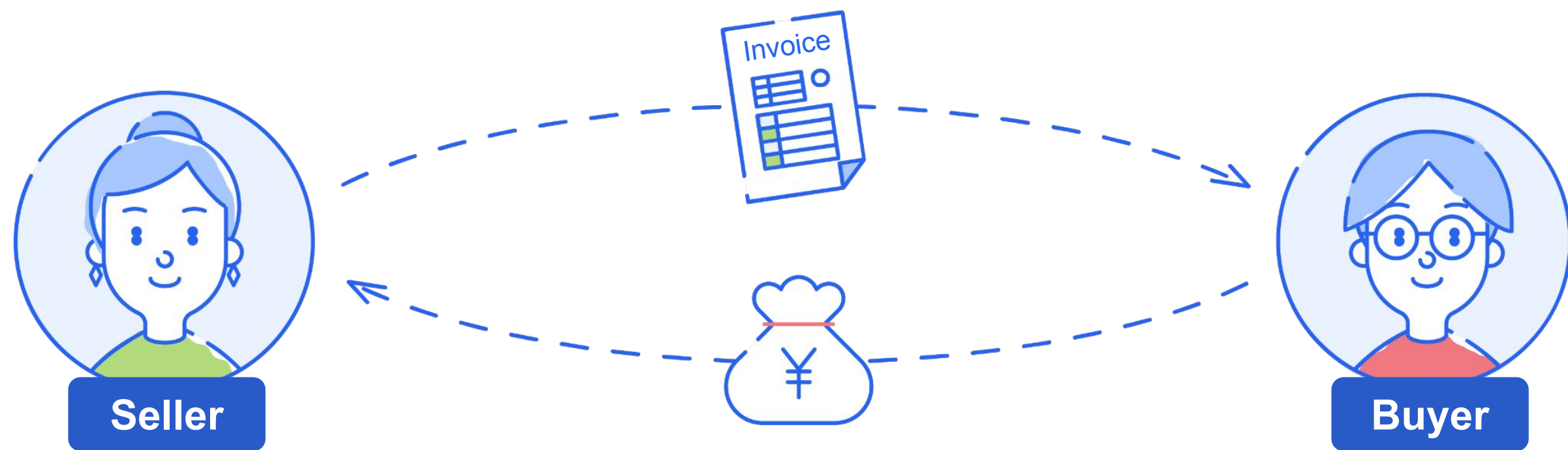
**Utilizing AI-OCR
in book-keeping**

External Environment That Drives Use of Cloud Accounting Software

1. Invoice System for Consumption Tax Credit

- The Invoice System is a new regulation on tax credit for consumption tax on purchases that will begin on October 1, 2023.
- Not responding to the system results in disadvantages for both sellers and buyers of products/services from a business perspective.

Disadvantages from a Business Perspective (when not responding to the Invoice System)



May lose business opportunities
when required to issue qualified invoices by buyers

Businesses who need to prepare:

c. 6.90MM at a maximum

Taxable Person	c.2.04MM ⁽¹⁾
Taxable Person(Simplified)	c.1.14MM ⁽¹⁾
Tax-exempt Person	c.3.72MM ⁽²⁾

Must pay increased amount for taxes
without tax credit for consumption tax on purchases

Businesses who need to prepare:

c. 2.04MM at a maximum
Taxable Person c.2.04MM⁽¹⁾



1. Source: Ministry of Finance et al., “Q&A on Preparation for the Invoice System by Tax-exempt Person and Their Counterparty.” A taxable person is one with taxable revenue of more than JPY10MM who are obligated to pay consumption tax. If a person has taxable revenue of JPY50MM or less and selects the simplified taxation method, they will be required to be prepared only as the seller.

2. Source: Government statements in the 198th Financial Affairs Committee (26th, February 2019). The figure excludes businesses in the agriculture, forestry and fisheries industry that ship to agricultural cooperatives etc., and businesses whose main revenue is non-taxable sales. A tax-exempt person is one with taxable revenue of JPY10MM or less who are exempt from paying consumption tax.

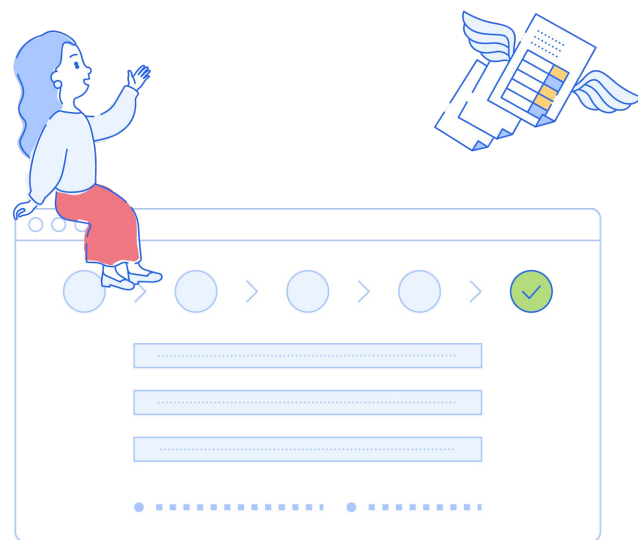
External Environment That Drives Use of Cloud Accounting Software

2. Amendment of Electronic Books Maintenance Act

- The amendment of the Electronic Books Maintenance Act in January 2022 significantly relaxed requirements for the storage of electronic books and scanned documents.
- In particular, as a result of the relaxation of requirements for the storage of scanned documents, original paper evidences can be disposed of immediately once they have been saved in the cloud⁽¹⁾.

Electronic Book-keeping

- Requirements for the electronic book-keeping were significantly relaxed.



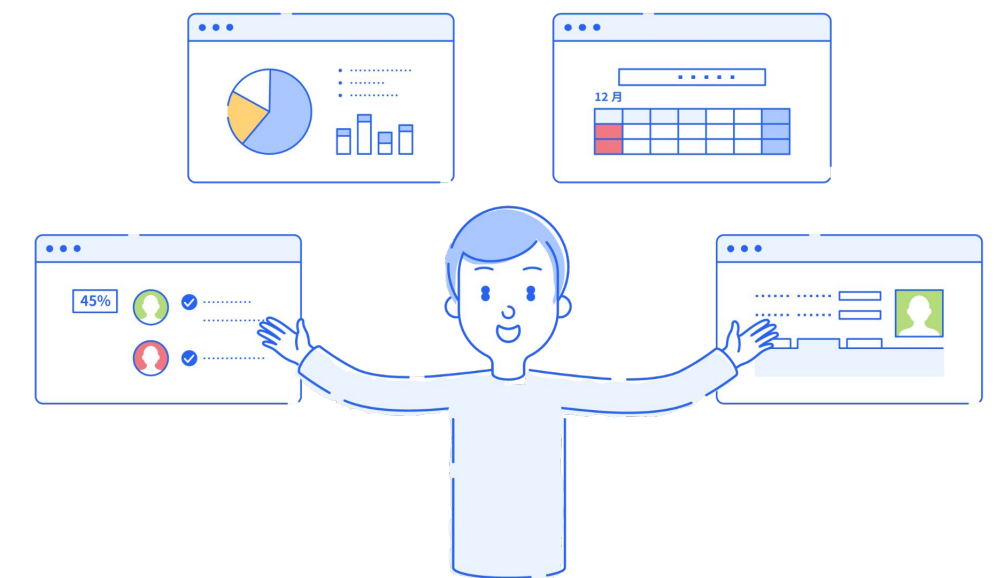
Scanned Documents

- Requirements for the storage of scanned data were relaxed significantly.
- Vouchers saved in the cloud can be disposed of immediately.



Electronic Transactions

- Electronic transactions data such as bank and credit card statements must be stored electronically.
- Paper-based storage will be prohibited from January 2024 onwards.



1. To meet the requirements of the Electronic Books Maintenance Act, a cloud system that can search evidence such as date and amount of receipts and has a history of corrections and deletions of the evidence must be used.

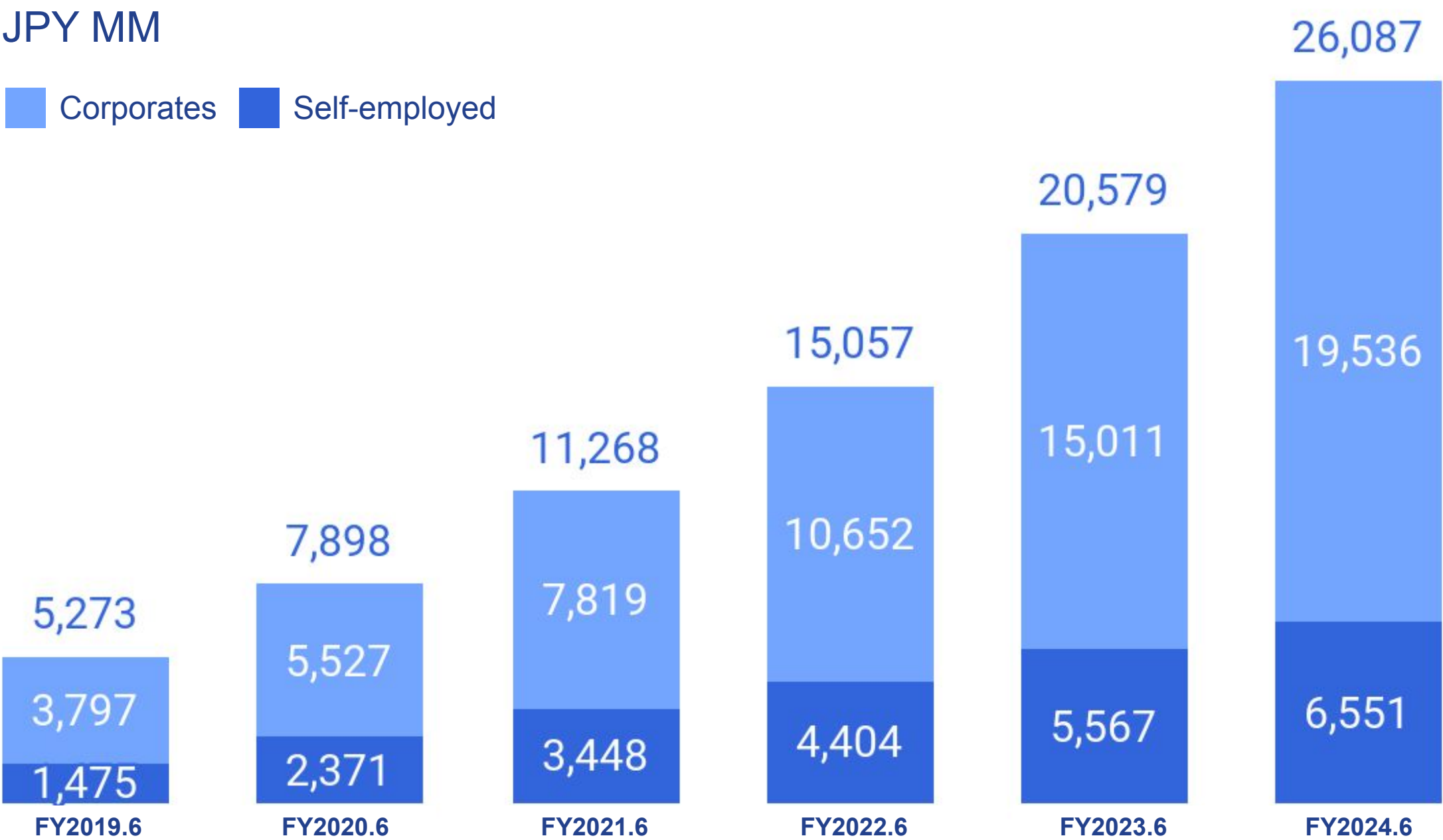
Key Metrics

ARR

ARR(At the end of year)⁽¹⁾⁽²⁾

JPY MM

Corporates Self-employed



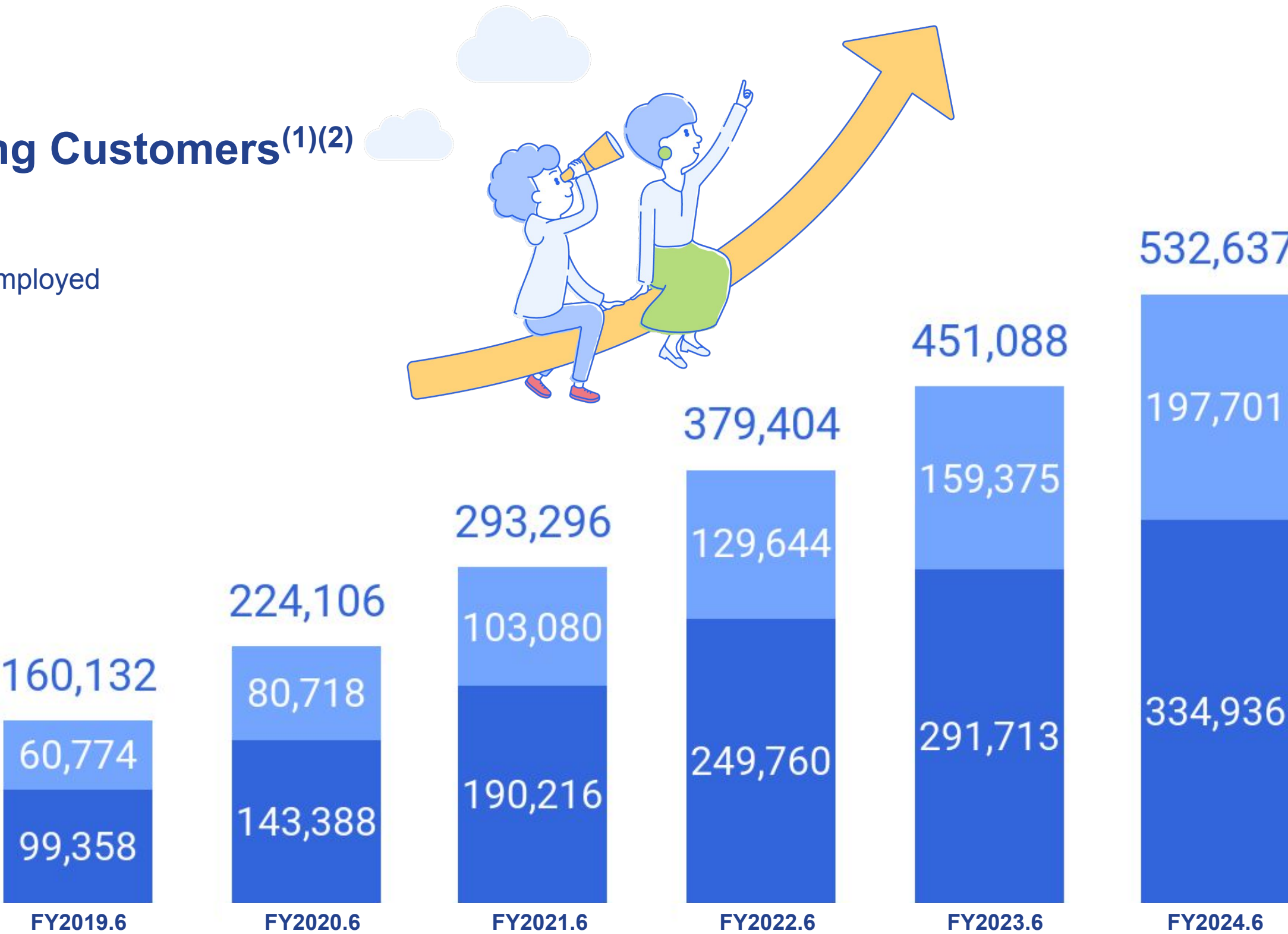
1. ARR: Annual Recurring Revenue. Monthly Recurring Revenue for last month of relevant period, multiplied by 12. Monthly Recurring Revenue is defined as the amount of fees contracted to be paid by customers on a monthly basis as of the end of a particular month (excludes one-time fees).

2. *freee Sign* and Taxnote are consolidated from FY2022.6, Mikatus Inc. is consolidated from FY2023.6, sweep is consolidated from Q3 of FY2023.6, Why, Inc. is consolidated from Q1 of FY2024.6, and pasture is consolidated from Q2 of FY2024.6.

Number of Paying Customers

Number of Paying Customers⁽¹⁾⁽²⁾

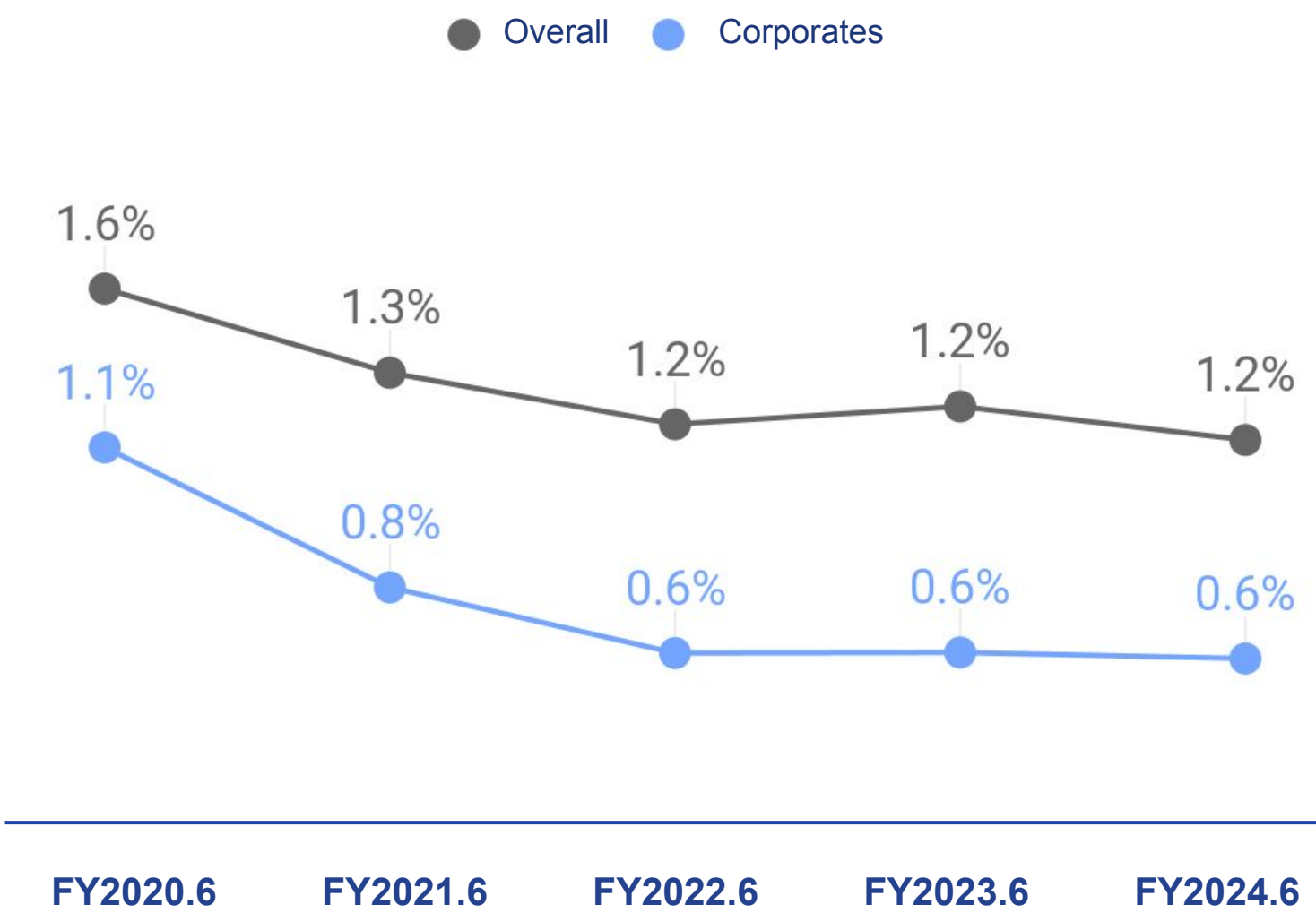
Corporates Self-employed



1. Number of paying customers: Refers to both Self-employed individuals and corporations that use our services.
2. freee Sign and Taxnote are consolidated from the fiscal year ended June 30, 2022. Mikatus and sweep Inc. are consolidated from the fiscal year ended June 30, 2023. freee Sign and Taxnote are consolidated from FY2022.6, Mikatus Inc. is consolidated from FY2023.6, sweep is consolidated from Q3 of FY2023.6, Why, Inc. is consolidated from Q1 of FY2024.6, and pasture is consolidated from Q2 of FY2024.6.

Stable Revenue Growth by Controlling Churn Rate

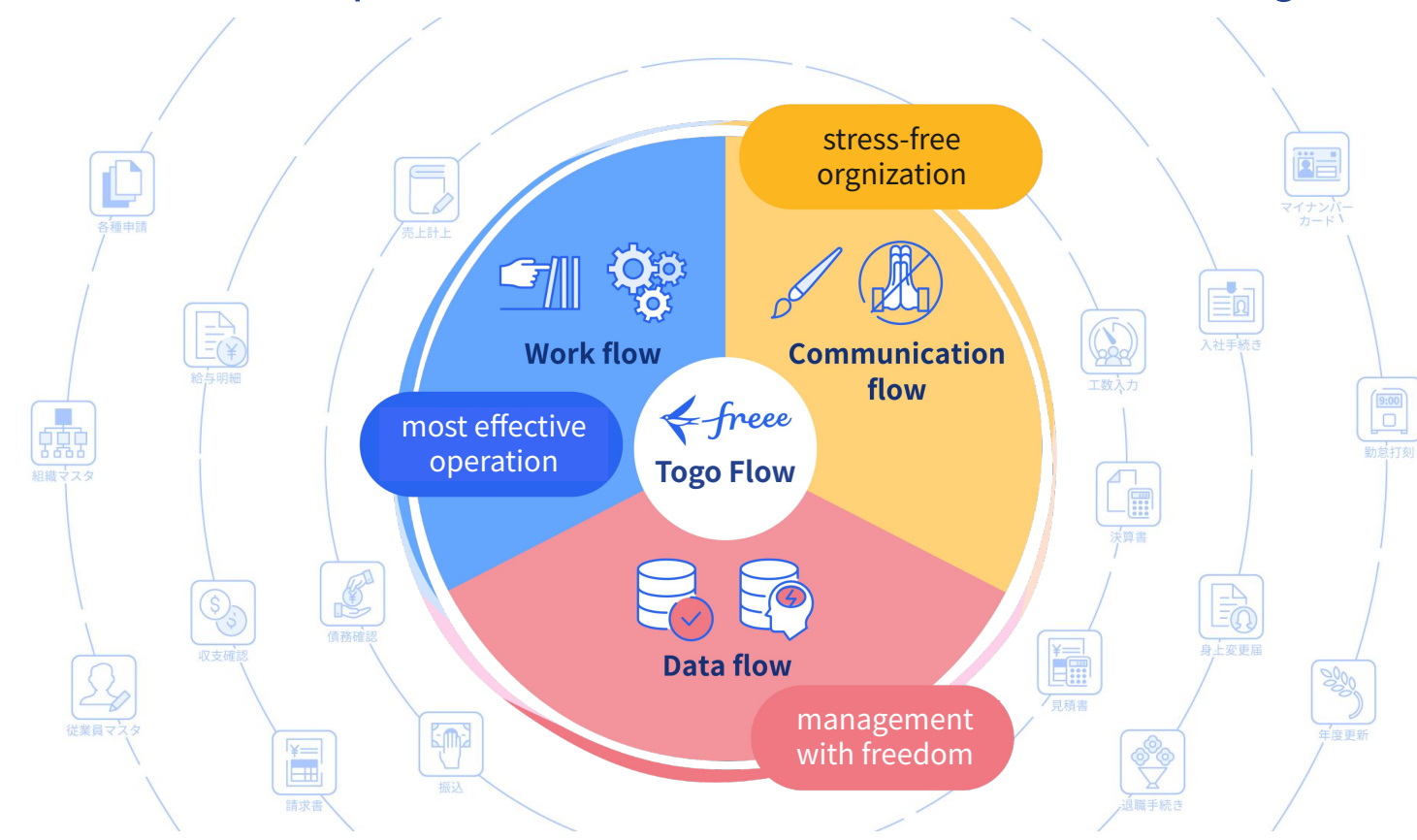
LTM Average Churn Rate⁽¹⁾



Churn Control Effect by Cross-Selling

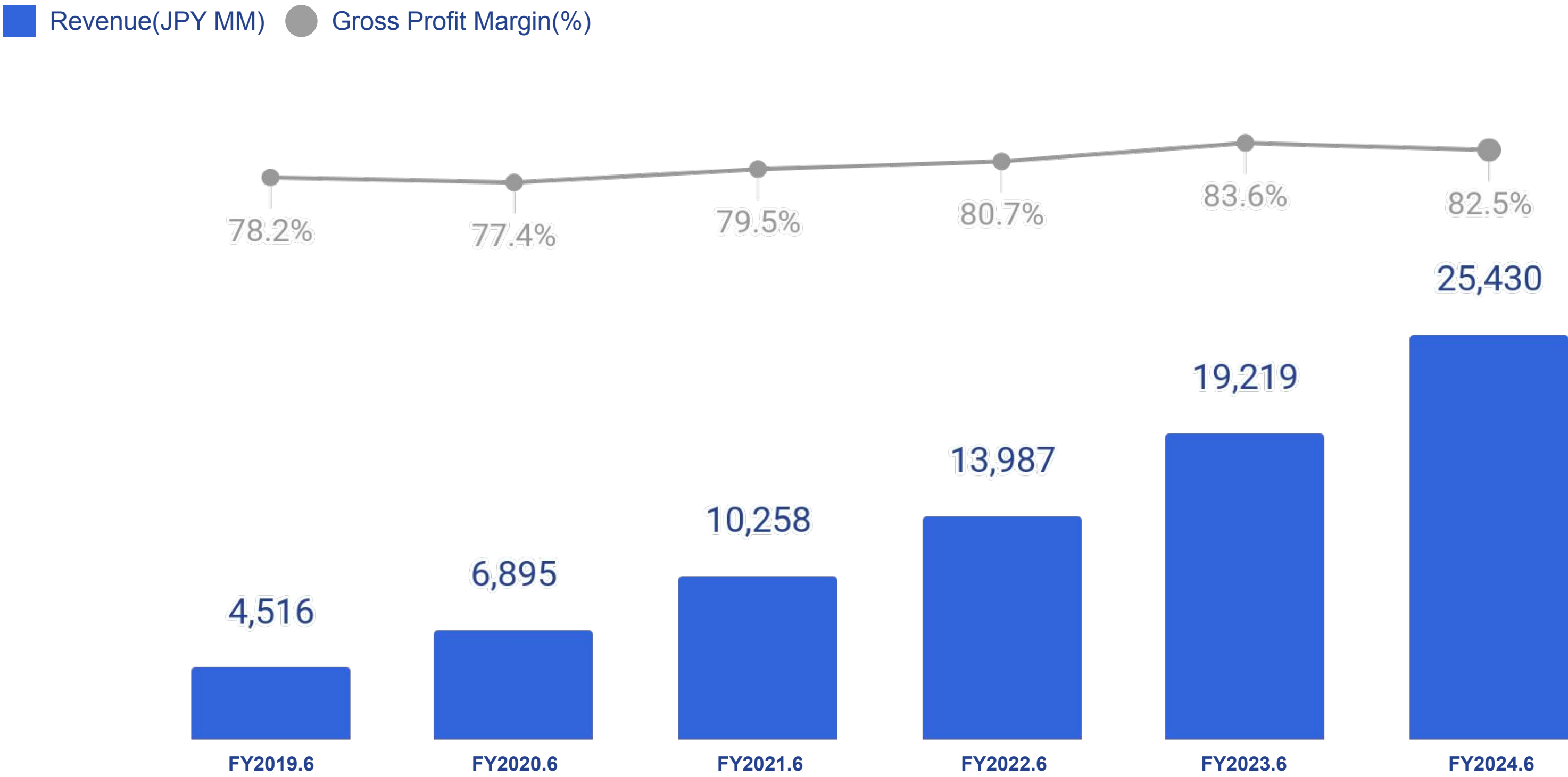
Track records show churn rate decreased⁽²⁾ to c. $\frac{1}{4}$ due to cross-selling.

► Further improvement of the integrated experience with an increase in the number of products used is also effective in controlling Churn.



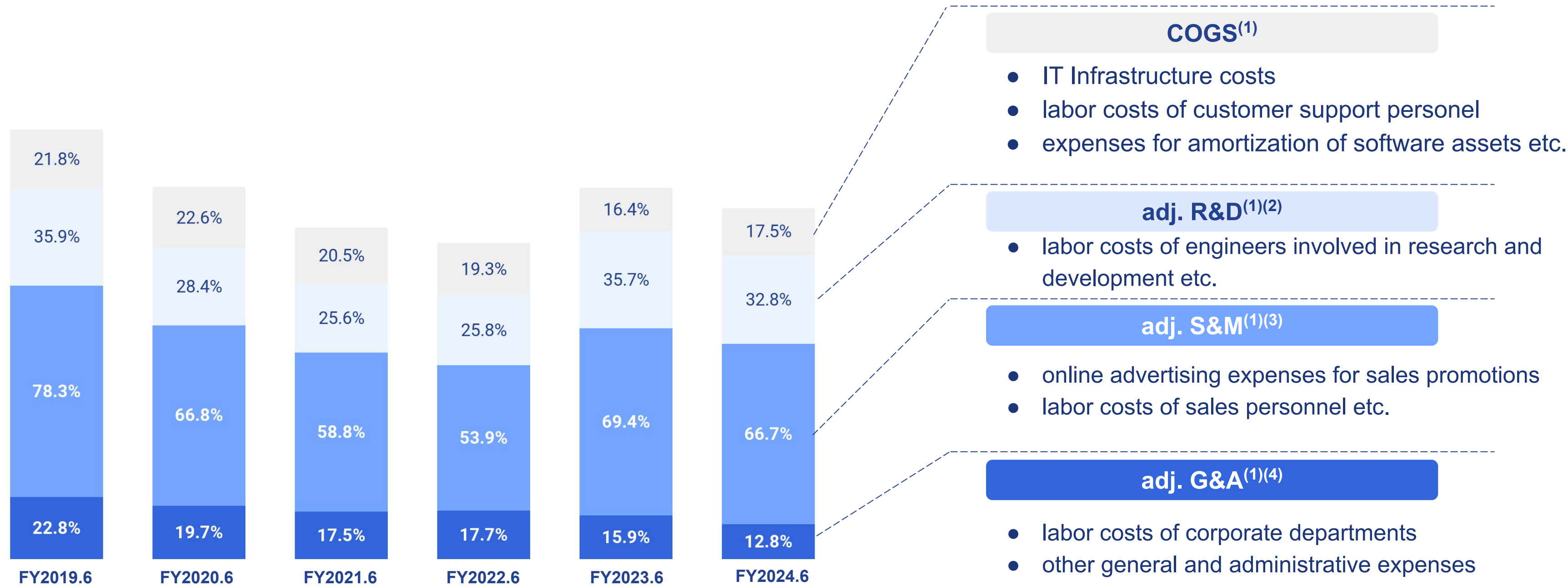
1. Average monthly churn rate (ARR of paying customers who left free in a month / ARR at the end of the previous month) for the past 12 months. All customer segments are included in this calculation.
2. Churn decrease effect for customers in the corporates segment who have used multiple products and/or higher plans which consists of multiple chargeable modules.

Revenue and Gross Profit Margin⁽¹⁾⁽²⁾



1. Revenue and gross profit margin for FY2022.6 are for Platform business only, excluding *Shikaku Square* sold on December 1, 2021.
2. *freee Sign* and *Taxnote* are consolidated from the fiscal year ended June 30, 2022. *Mikatus* and *sweep Inc.* are consolidated from the fiscal year ended June 30, 2023. *freee Sign* and *Taxnote* are consolidated from FY2022.6, *Mikatus Inc.* is consolidated from FY2023.6, *sweep* is consolidated from Q3 of FY2023.6, *Why, Inc.* is consolidated from Q1 of FY2024.6, and *pasture* is consolidated from Q2 of FY2024.6.

Breakdown of SG&A (% of Revenue)



1. Figures for FY2022.6 are for Platform business only, excluding Shikaku Square sold on December 1, 2021.
2. Research and Development. Total of labor costs of engineers involved in research and development and other research and development-related expenses, as well as allocated common expenses, etc.
3. Sales and Marketing. Total of advertising expenses for sales promotions, labor costs of sales personnel and other sales and marketing-related expense, as well as allocated common expenses, etc.
4. General and Administrative. Total of labor costs of corporate departments and other general and administrative expenses, as well as allocated common expenses, etc.

Long-term Financial Target

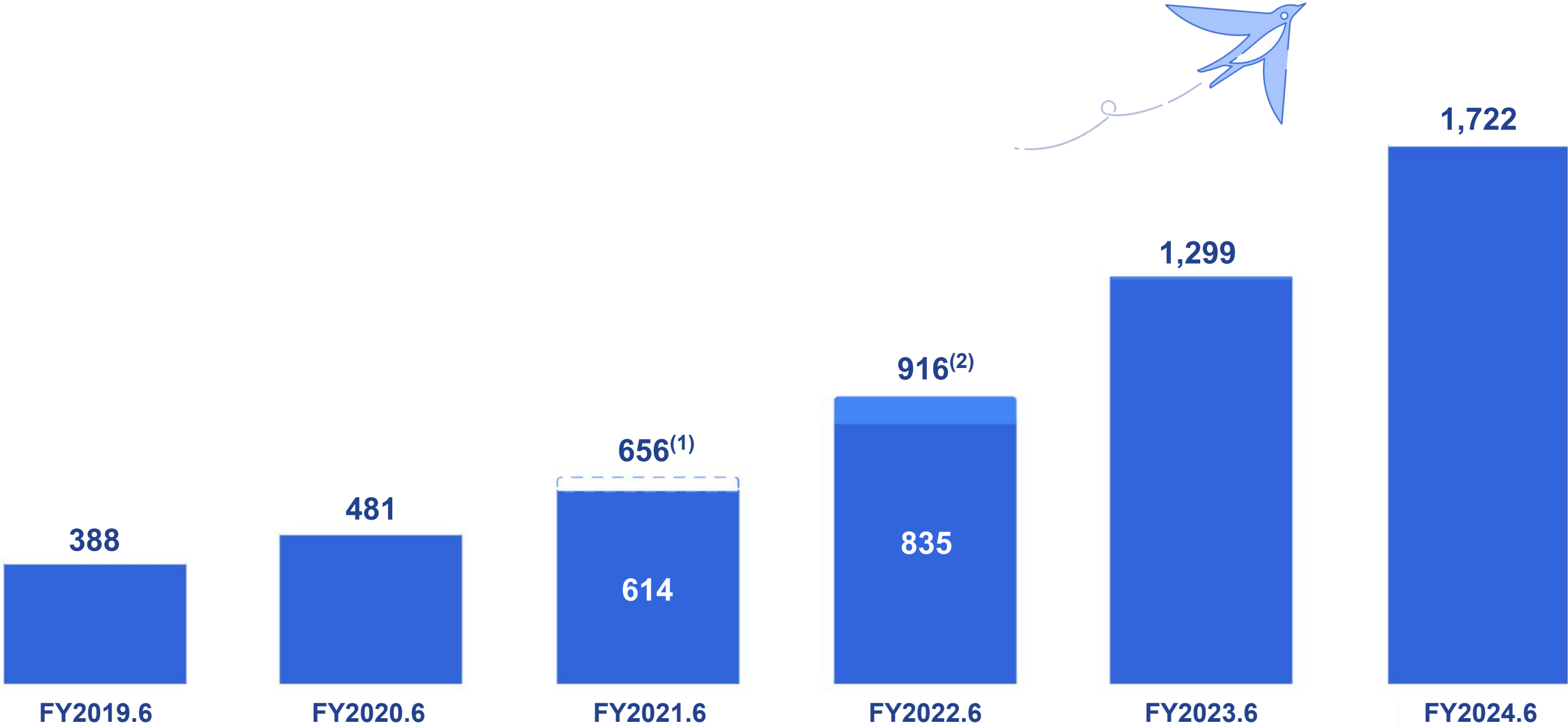
	FY19	FY20	FY21	FY22	FY23	FY24	Long-term
Gross Margin	78.2%	77.4%	79.5%	80.7%	83.6%	82.5%	80%-85%
adj. R&D ⁽¹⁾⁽²⁾ % of Revenue	35.9%	28.4%	25.6%	25.8%	35.7%	32.8%	17%-20%
adj. S&M ⁽¹⁾⁽³⁾ % of Revenue	78.3%	66.8%	58.8%	53.9%	69.4%	66.7%	30%-35%
adj. G&A ⁽¹⁾⁽⁴⁾ % of Revenue	22.8%	19.7%	17.5%	17.7%	15.9%	12.8%	8-10%
adj. OP Margin % of Revenue	-58.9%	-37.5%	-22.4%	-16.8%	-37.4%	-29.7%	20%-30%



1. Figures for each fiscal year after FY2022.6 are for Platform business only, excluding Shikaku Square sold on December 1, 2021.
 2. Research and Development. Total of labor costs of engineers involved in research and development and other research and development-related expenses, as well as allocated common expenses, etc.
 3. Sales and Marketing. Total of advertising expenses for sales promotions, labor costs of sales personnel and other sales and marketing-related expense, as well as allocated common expenses, etc.
 4. General and Administrative. Total of labor costs of corporate departments and other general and administrative expenses, as well as allocated common expenses, etc.

Hiring for Future Growth

Number of Full Time Employees (At the end of fiscal year)



1. Figures include employees of Shikaku Square, which was sold in December 2021.
2. Figures include the number of employees of Mikatus, which was deemed consolidated as of June 30, 2022.

ESG

Received 'AA' Rating from ESG Rating Institution MSCI

- Received an AA rating from the ESG rating institution MSCI⁽¹⁾ for our initiatives in Environment, Social, and Governance.⁽²⁾⁽³⁾

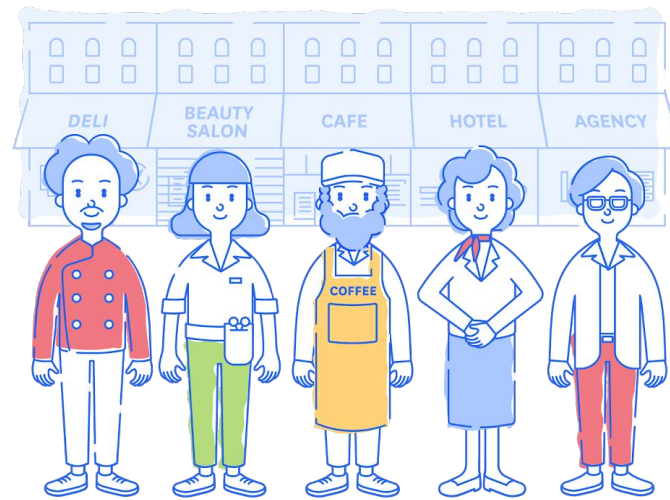


1. THE USE BY freee K.K. OF ANY MSCI ESG RESEARCH LLC OR ITS AFFILIATES (“MSCI”) DATA, AND THE USE OF MSCI LOGOS, TRADEMARKS, SERVICE MARKS OR INDEX NAMES HEREIN, DO NOT CONSTITUTE A SPONSORSHIP, ENDORSEMENT, RECOMMENDATION, OR PROMOTION OF freee K.K. BY MSCI. MSCI SERVICES AND DATA ARE THE PROPERTY OF MSCI OR ITS INFORMATION PROVIDERS, AND ARE PROVIDED ‘AS-IS’ AND WITHOUT WARRANTY. MSCI NAMES AND LOGOS ARE TRADEMARKS OR SERVICE MARKS OF MSCI.

2. In 2024, freee K.K. received a rating of AA (on a scale of AAA-CCC) in the MSCI ESG Ratings assessment.

3. For information on our sustainability initiatives, please refer to our website: <https://corp.freee.co.jp/sustainability/>

Contributing to Reducing Small Businesses' Environmental Impact



- Providing various online services such as *free Accounting* and *free HR* to help small businesses to advance paperless business operations and reduce unnecessary business travels

Developing a Sustainable Organization



- Working to build an environment that emphasizes DEI⁽¹⁾ so that diverse people can deliver outstanding performances
- Ranked in the top 10 companies of “Best Workplaces”(Medium-sized company section), a ranking announced by Great Place to Work(R) Institute Japan, for eight consecutive years (2015 - 2022)

Disclosure on Sustainability Website⁽²⁾



- Disclosing the information on freee's sustainability initiatives and data on “Sustainability Website”
- Continue to advance our ESG initiatives with the aim of achieving a sustainable society under our mission, “Empower Small Businesses to Take Center Stage”

Case Study

Examples of Introduction of *free Accounting*: Self-Employed



I have automated accounting work with *free Accounting* to focus on principal work. I now use freed-up time for communication with customers.

Mr. Keisuke Tanaka, a business owner

- I feel much happier, much more excited when talking with customers or baking chiffon cake than when keeping books.
- So I just want to get accounting work done quickly. To do so, it would be better to use software to automate what can be automated, and I use the tax filing function of *free Accounting* to get tax filing done on the first day of the filing period. I don't want to spend much time on accounting, so I always think hard about how to do it with as little effort as possible.
- Once I decided to use *free Accounting*, I decided to choose my others systems with "those that can be integrated with *free Accounting*." This was because it would definitely make my operations easier. In this way, I set up my business operations and systems centered on *free Accounting*.

I didn't know how to file registration forms when starting a business or how to file a tax return. Now with *free Accounting*, I can work on it anytime I want and get it done within the day.

Ms. Meru Tamaoki, Mori-no-Niji

- When I decided to go self-employed, expense management was what I was most worried about, because I need to record how much I spent on what, judge what can and cannot be expensed, and also keep books...
- Basically, when you start a business, you'd find it easy to manage revenue because you'd like to know how much you have earned. On the other hand, expenses could pile up while you don't realize it. So I wanted to accurately grasp expenses on my own to make sure I wouldn't get the feeling that my business is profitable when in fact it is in the red.
- There are many small items of expenses, so I find *free Accounting* particularly helpful as it gives me a clear picture of how much expenses were incurred for each month.



Examples of Introduction of *freee Accounting*: Corporations



Successfully streamlined operations and brought visibility to management by way of cloud accounting

Ms. Tomoko Miyazaki, Representative Director and Chief Executive Manager, Jinya Co., Ltd.

- My husband and I inherited this hotel in 2009, when Jinya was posting annual revenue of 290 million yen but burdened with debts of over 1 billion yen. To break that negative cycle, we launched basic turnaround efforts, striving to increase revenue and reduce expenses, and also began to work to bring visibility to management.
- By introducing *freee Accounting*, we have streamlined our routine operations in accounting. As a result, accounting work, which was four people including Senior Executive Manager, is now handled only by one part-time employee working four hours a day, three days a week.
- We've brought real-time visibility to our financial statements, including P/L and B/S. On non-business days, I often travel for speaking engagements or go meet people from the hotel and other industries to exchange views. By using *freee*, even when away on those trips, I can check performance data on the cloud at any time.

Central management led to significant reduction in work

Atrae, Inc.

- Originally, our company's accounting was not directly linked to the actual accounting system. The original data for price estimates, invoicing, and delivery information, order information, vouchers, attendance, payrolls, etc., was managed in Excel, and figures were subsequently entered into the accounting system based on this data. This system was overly complex and confusing, and we wanted to find a way to consolidate and integrate the management of this information. This is why *freee*, being designed based on the concept of cloud ERP, was very appealing to us.
- After introducing *freee HR* and *freee Accounting*, we were able to consolidate our scattered and disconnected collection of information, and now we're able to aggregate all our information without any extra effort.



Examples of Introduction of *free Accounting*: Corporations



Enabling smooth cooperation with subsidiaries

KDDI Corporation

- We provide freee IDs to our subsidiaries as well. In the past, after we closed our accounts for the end of the fiscal period, we had to go out of our way to create reports in Excel and show them to each company. However, with freee, all we need to do is let the parties we are sharing information know that the period is finished, and each company can see the same information on the same platform. The ability to quickly see updates in real time and view detailed information on each point of note is very convenient.
- We've introduced *freee Accounting* at 11 group companies so far. We asked one of the companies that recently introduced the system for their impressions, and they replied that their employees haven't had any issues concerning operations. The positioning of buttons and other UI features seem to have been well thought out. Being able to ensure smooth operations like this is extremely important for employees working on the front lines.

Aiming to innovate accounting operation as a entire group

Nomura Securities CO., LTD., N-Village Co., Ltd.

- When we introduced freee at N-Village Co., Ltd., we immediately found the platform very user-friendly. freee is easy to use and training expenses are very low. Our employees find it simple and intuitive, and it is also easy for us to introduce freee to outsourced contractors as a result.
- I've used freee myself in my capacity as CSO, and found the UI overwhelmingly superior to accounting software from other companies.
- Compared to other package accounting software, freee has very efficient functions such as automatically collecting transaction data from bank accounts that are linked with *freee Accounting* and automatically sorting and categorizing transactions.



Examples of Introduction of *free Accounting*: Corporations



Achieved real-time visibility of cash management and performance data with an eye to growth over the next 70 years

Chiyoda Rubber Co., Ltd.

- Before introducing *free Accounting*, it took two to three weeks to put our accounting data together using accounting software, and then we sent it to an accountant and waited for additional two to three weeks to receive pro forma statements. All in all, we had a time lag of one month to one and a half months before we could see the whole dataset. But after introducing freee, we are now able to get pro forma statements in real time and take action immediately.
- By linking freee to our bank accounts, we can view the balances on freee and the balances of our bank accounts in real time and also see them at a glance without logging in online banking systems of each bank. In addition, using freee, we can forecast cash flows and develop a financing strategy based on it. We believe that going forward, we can take full advantage of that function.



Solid Positioning in Growing Enterprise Segments (Listed Companies)

<p>TSE Prime・Standard Market</p>	 RakSul  Gunosy  GMOペパホ  MS-Japan  AVIX  TREホールディングス  GungHo  Atræ  Mobile Factory  HEROZ JAPAN  DRECOM [®] with entertainment  AUN CONSULTING, Inc.
<p>TSE Growth Market TOKYO PRO Market</p>	 Wantedly  HowTelevision  VALUENEX intellectual innovator  GMO MEDIA  株式会社農業総合研究所  eMnet e-Marketing Network  JFRONTIER  Makuake  HENNGE  FreakOut Holdings  PLAID  弁護士ドットコム [®] 専門家をもっと身近に  alue  識学 SHIKIGAKU MANAGETECH COMPANY  REFINVERSE  Aplix  Agent
<p>IPO using free product</p>	 VISIONAL  KAIZEN PLATFORM  ENECHANGE  for Startups, Inc.  CSC CYBER SECURITY CLOUD  safie  Sportsfield  MEDLEY  MODALIS  SUSMED Sustainable Medicine  メディア総研株式会社 Media Research Institute, Inc.  LIVERO  macbee planet  JTOWER  C Channel  PORT INC.  ONE CAREER  THECOO  LMG LOVABLE MARKETING GROUP  Goodpatch  FLECT



Expansion of freee App Store

Number of Apps Listed
on freee App Store⁽¹⁾

179



1. As of the end of August 2024.

Others(Product Overview)

- Service that covers not only financial accounting, but also accounts receivable/billing, invoicing, expensing, and workflow functions
- Enables gathering and visualization of necessary accounting information for both Self-Employed/Corporate users owing to the functions above

1 Automatic Input Made More Efficient

Complete digitization of a colossal number of documents made possible through OCR

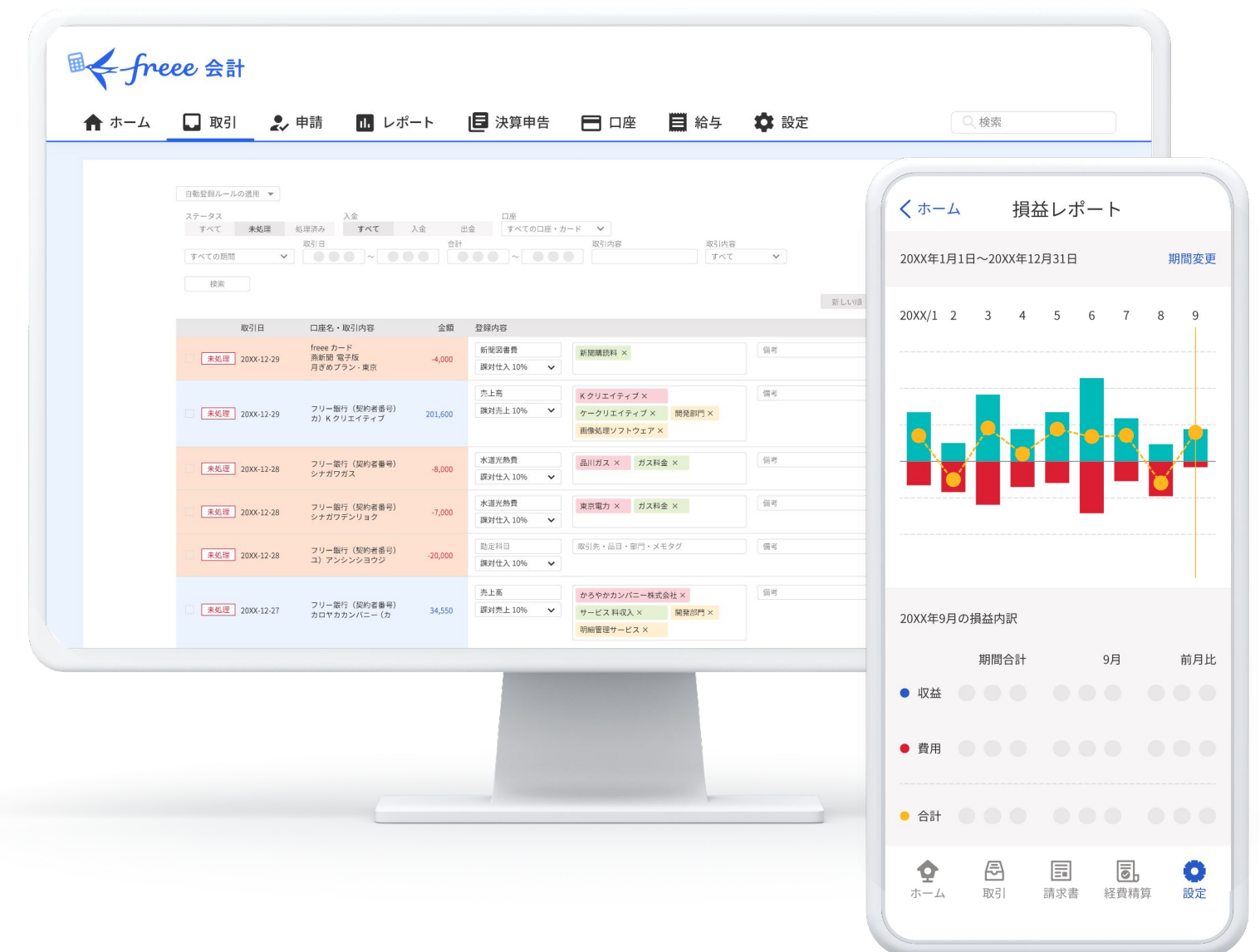
Obtain data from financial institutions automatically and create journal entries automatically

2 Integrated Cloud Accounting Software

Complete accounting, invoicing, accounts receivable/billing, workflow, fixed assets, and each business report with one master data on *free Accounting*

3 Analysis Leading to Smart Business Management

Possible to inspect analysis results of various angles and progress reports of budget and actual management anytime, anywhere in order to perform quick business decisions



- Service that enables frequent routine operations such as time tracking, payroll, and HR procedures to be efficient and automatic
- Drastic reduction in the burden of input/confirmation operations by both HR and employees by centrally managing employee master files

1 Connecting Routine HR Operations

Complete routine operations occurring each month, from obtaining employee information to issuing pay statements, solely with freee

2 Constantly Retain Latest Organization and Personnel Information

Compatible with hiring and leaving procedures, changes to personal information, and changes to organizational structure, the latest employee information is continuously aggregated with freee

3 Paperless HR with Electronic Synchronization

Create paperless operations via synchronization not only with freee products, but also with government systems such as e-Tax and eLTAX



- Service that enables customers to manage a comprehensive series of order management operations for each project in contracted business, from tracking status of business deals to managing deliveries of services after receiving and taking orders

1 Streamline Order Management across the Board

Centrally manages all operations with *free Order Management*: recording deals, receiving and accepting orders, outsourcing, providing deliveries, and billing and paying

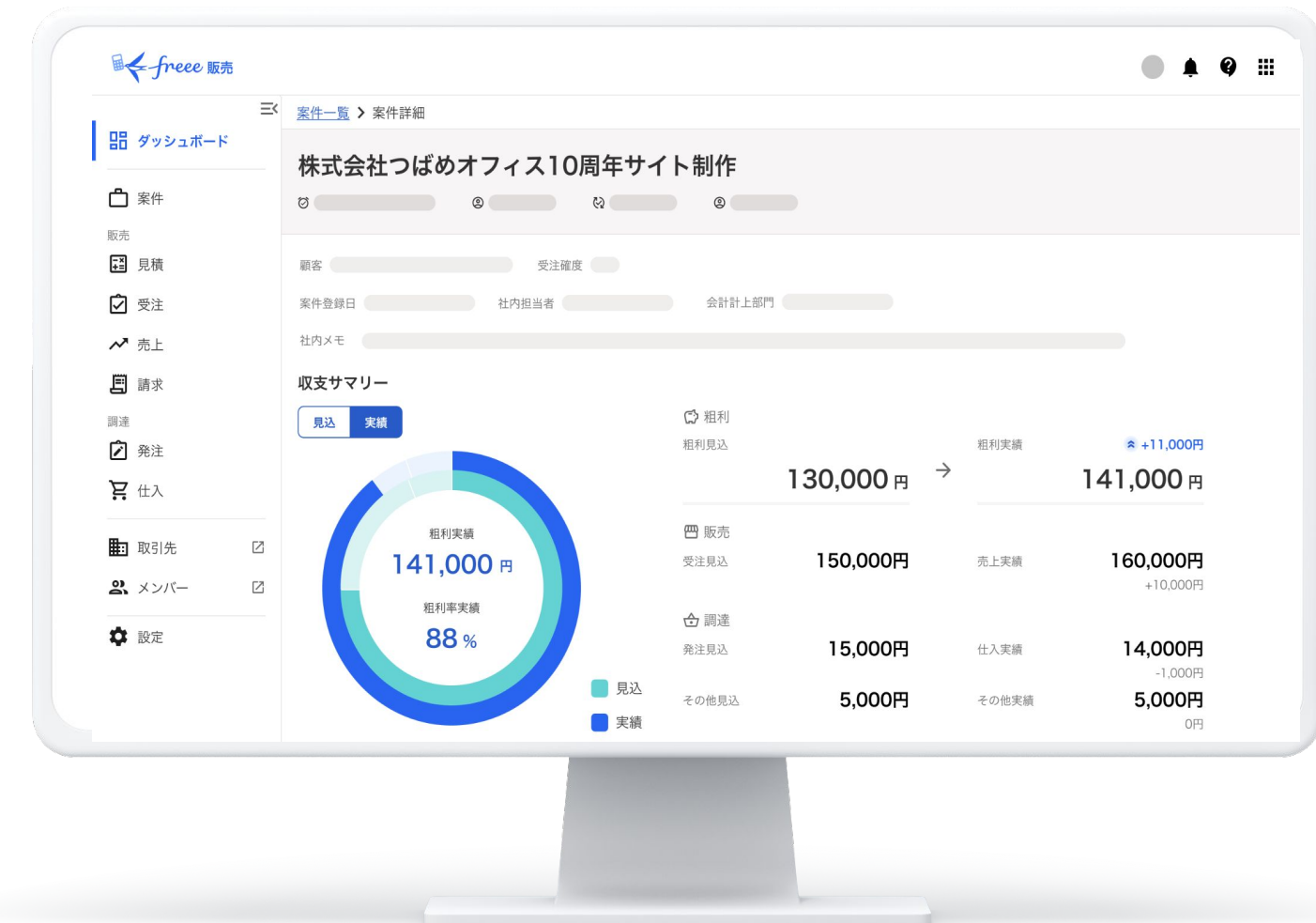
Structure allows customers to track data flow from upstream to downstream, providing access to desired data at any point in time

2 Tracking Phase of Deals for each Project, Dropping Task Omissions to Zero

Prevents omission of issuing invoices, etc., even when taking on large numbers of projects

3 Simplifying the Way to Monitor Sales and Profit Reports for each Project

Reports display forecast information for sales and profits before finalization as accounting information. Enables both executives and entire sales teams to monitor customer information related to projects and the the possibility of receiving an order



- Service that enables income and expenditure management for projects through managing item management, workload management, and visualization of reports
- Enables improved estimations and the reduction of unprofitable projects by reducing input workload operations, enabling income and expenditure management, and visualization of profit ratios

1 Input Workload Linked to Actual Schedules

Enable quantitative data entry by synchronizing *free HR*, *free Time Tracking Plus*, calendar, and other systems

2 Real Time Assignment Adjustment

Enable a suitable operating rate by aggregating assignment schedules via the cloud and real-time management by visualizing possible operational schedules

3 Detailed Income and Expenditure Analysis

Improve project management with real-time confirmation of income and expenditure progress on a per-project basis and across multiple projects



- Service that makes efficient tax filing viable through synchronizing data with *free Accounting* and *free HR*
- Reduce the burden of necessary processing and procedures by simplifying employees' annual corporate tax and year-end tax adjustments and filings

1 Product Synchronization that Automatically Connects

Create tax filing documents by automatically synchronizing data from *free Accounting* and *free HR*

Achieved the industry's first two-way accounting and tax filing synchronization by automatically applying calculated results

2 Appropriate for a Wide Range of Tax Filing Operations

Compatible with corporate tax/income tax/year-end tax adjustments and filings/asset depreciation

Designed to be easy to use for accounting firms as well as small and medium-sized businesses

3 Electronic Tax Filing Made Simple

Compatible with both Windows/Mac

Complete paperless tax filing operations through *free Tax Filing*





- Online service that completes bothersome contract operations intuitively
- Contract operations that used to take 30 minutes or more are reduced to as little as 5 minutes

1 One-stop Contract Creation to Management

Complete contract operations from contract editing, creation, conclusion, to management on the one product

2 Seamless Operation of Contracts and Related Operations

Synchronized with *free Accounting* and *free Ordering*
Reduce paper usage and workload by connecting contract operations

3 Quick and Smooth Introduction

Intuitive design interface that does not require an operation manual
All plans for corporates include telephone support for customers and contracted partners



- Service that supports management of the introduction of a company-rented housing system providing housing to employees to post-introduction operations
- Drastic reduction in introduction/management costs is made possible through creating regulations, which can be a barrier to introduction, designing internal operations, and reducing the burden of contract operations

1 Company Housing System Even for Small and Medium-Sized Companies

Cover overall company housing management operations from introduction to administration

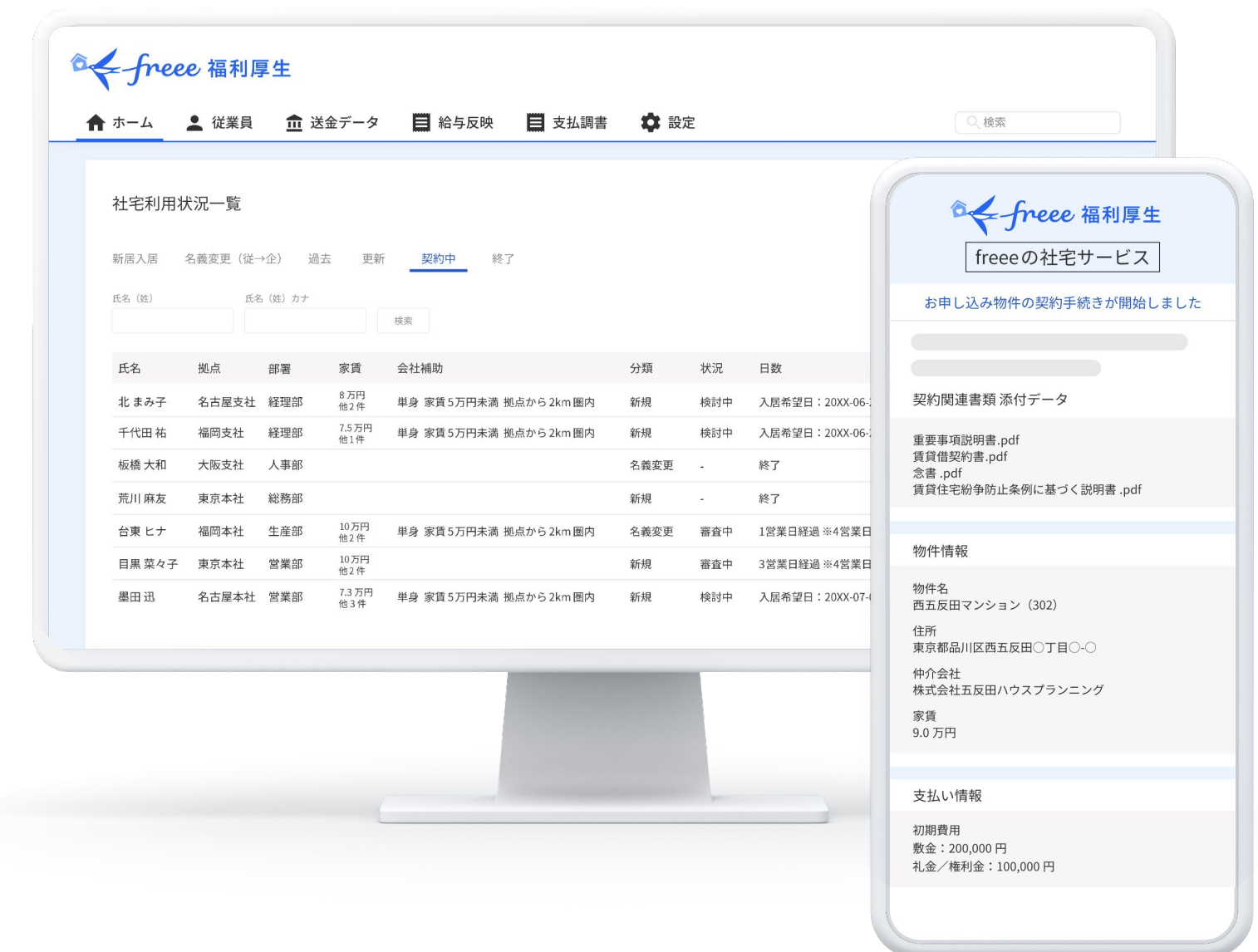
Support provision of employee benefits with minimum workload

2 Simple Operation of a Complex System

Contract workflow and confirmation of progress done online
Necessary operations and management necessary for a company-rented housing system made easy to understand

3 Smart Synchronization of Related Operations

Enable sustained operation without burdening the back office by connecting with *free Accounting* and *free HR*





- Service that enables management of health checkups and stress checks in conjunction with the master data in *freee HR*
- Contributes to reducing the workload of staff by providing a one-stop service from the selection of eligible employees to electronic application

1 Reduce Burden through Automated Functions

Automate the tasks required before and after the medical checkups, such as selecting employees to be examined, sending e-mail and reminder, and confirming the results, greatly reducing the man-hours

2 Enable Data Utilization Supporting Health Management

In addition to linking and accumulating data for medical checkup results, the “Physical Condition ‘Wakaru’ Survey” function can detect c. 50% of employees at high risk of taking leave, allowing for advance measures against turnover and leave of absence

3 Support for Submission of Results to Industrial Physicians and Electronic Application

A single UI allows for viewing results of medical checkups, stress checks, and records of interviews with industrial physicians
Compatible with electronic applications which is to be mandatory

ストレスチェック

あなたの仕事についてうかがいます。最もあてはまるものを選択ください。

仕事について	直近1ヶ月間について	周りの方々について	満足度について	
1. 非常にたくさんの仕事をしなければならない	<input checked="" type="radio"/> そうだ	<input type="radio"/> まあそうだ	<input type="radio"/> ややちがう	<input type="radio"/> ちがう
2. 時間内に仕事が処理しきれない	<input type="radio"/> そうだ	<input type="radio"/> まあそうだ	<input checked="" type="radio"/> ややちがう	<input type="radio"/> ちがう
3. 一生懸命働かなければならない	<input checked="" type="radio"/> そうだ	<input type="radio"/> まあそうだ	<input type="radio"/> ややちがう	<input type="radio"/> ちがう
4. かなり注意を集中する必要がある	<input type="radio"/> そうだ	<input type="radio"/> まあそうだ	<input checked="" type="radio"/> ややちがう	<input type="radio"/> ちがう
5. 高度の知識や技術が必要なむずかしい仕事だ	<input checked="" type="radio"/> そうだ	<input type="radio"/> まあそうだ	<input type="radio"/> ややちがう	<input type="radio"/> ちがう
6. 勤務時間中はいつも仕事のことを考えていなければならない	<input type="radio"/> そうだ	<input type="radio"/> まあそうだ	<input checked="" type="radio"/> ややちがう	<input type="radio"/> ちがう
7. からだを大変よく使う仕事だ	<input checked="" type="radio"/> そうだ	<input type="radio"/> まあそうだ	<input type="radio"/> ややちがう	<input type="radio"/> ちがう
8. 自分のペースで仕事ができる	<input type="radio"/> そうだ	<input type="radio"/> まあそうだ	<input checked="" type="radio"/> ややちがう	<input type="radio"/> ちがう
9. 自分で仕事の順番・やり方を決めることができる	<input checked="" type="radio"/> そうだ	<input type="radio"/> まあそうだ	<input type="radio"/> ややちがう	<input type="radio"/> ちがう

提出 保存 回答状況: 57/57問



- Service that visualizes the SaaS accounts used by employees and automates inventory
- Reducing workloads associated with onboarding, offboarding, and employee transfers contributes to higher efficiency and security in SaaS account management ⁽¹⁾, as well as cost optimization

1 Visualize Status of Utilization by Integrating Employee and Account Information

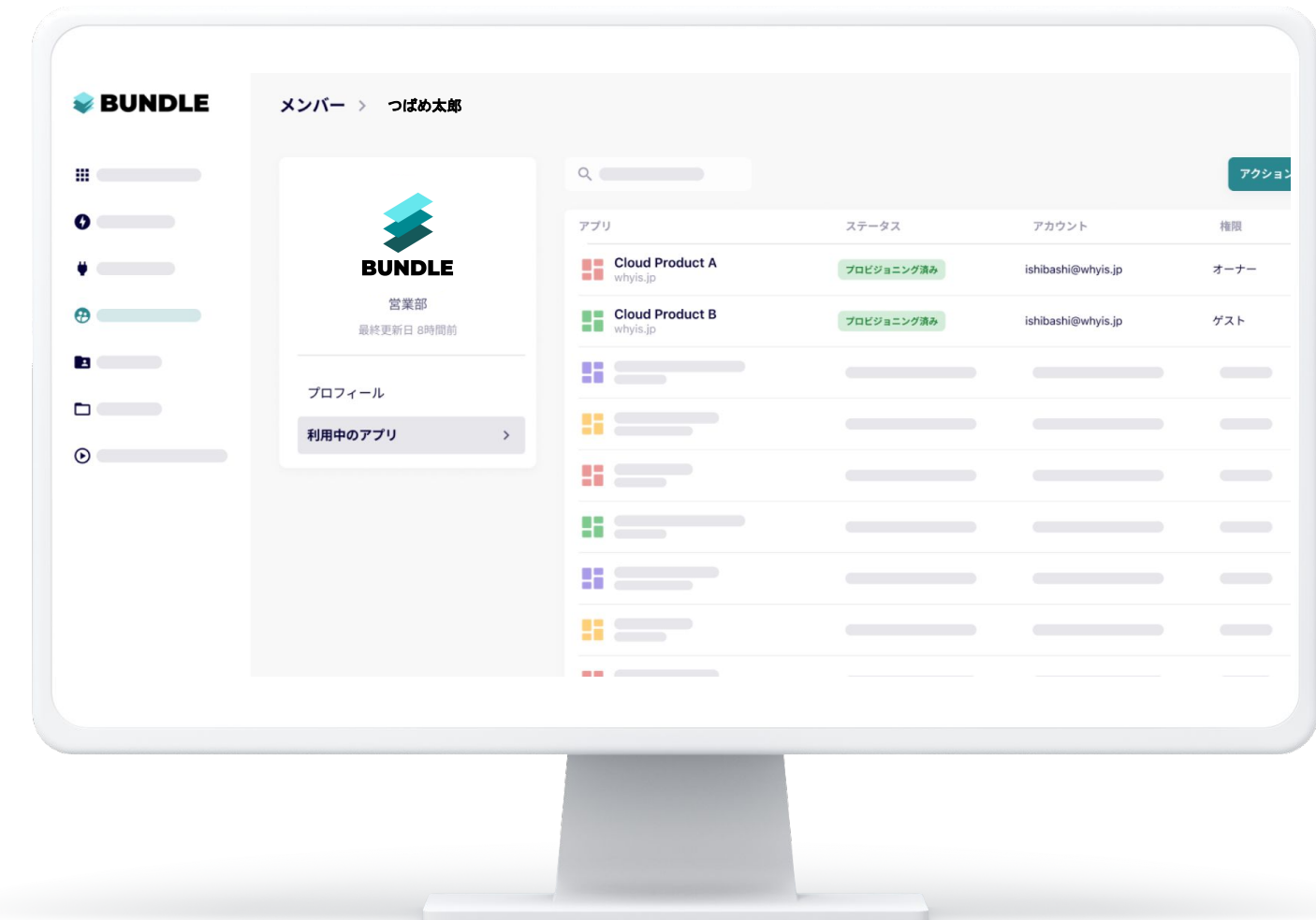
By automatically linking employee data from HR softwares such as *free* HR with SaaS account information, visualize status of utilization and unneeded accounts

2 Reduce Operational Workload for Joining, Termination, Transfers, and Restructuring by Automation

Uses the integrated employee database to automate SaaS account provisioning and deprovisioning operations based on changes in employee's status (e.g. departments and job types) upon joining and leaving companies, and transfers of employees

3 Strengthen Integrated Experience in free's HR Solutions

Covers a suite of processes by offering integrated experiences in operations related to joining and termination as well in addition to existing *free* HR functions



1. Connects with over 130 SaaS applications (as of April 2023)

- Centralized service for managing contracts, orders, billing, and payments with freelancers
- Contributes to solving issues such as complicated order and invoice management operations by complying with the Subcontract Act and the New Freelance Act

1 Complete Diverse Order and Billing Management on a Single Platform

A single platform to complete all processes from contract signing to issuance of purchase orders, collection of invoices, and extraction of data necessary for payment

2 Secure Transactions in Compliance with Laws and Regulations

Capable of issuing and storing documents in compliance with the Subcontract Act, the New Freelance Act, the Invoice System, and the Electronic Bookkeeping Act

3 Achieve Ideal Operations through Various Types of Tool Collaborations

Allows for linkage with various tools such as LINE, Slack, Chatwork, CloudSign, Salesforce etc.



free Card Unlimited

- Integrated credit card for corporations to support their growth
- Optimizes accounting and expense management operations beyond mere payment methods

1 Realize Maximum Limit of 100 Million Yen

Maximum limit of 100 million yen through proprietary screening using *free Accounting* data

2 Synchronize Statements on the Same Day in the Shortest Possible Time

Enables quick accounting processing by checking the credit card statement on *free Accounting* as early as the day of credit card usage

3 Enable Setting Control Functions for Each Card

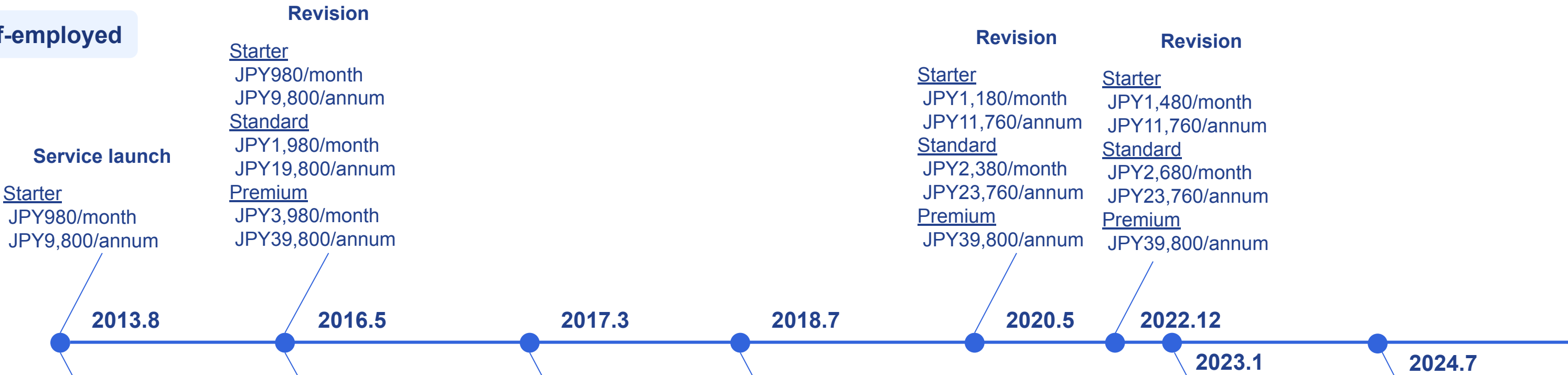
Enables the distribution and management of cards to employees while minimizing the risk of unauthorized use by enabling the setting of spending limits and suspension of use for each card on the Web



Pricing History - *free Accounting*⁽¹⁾



For Self-employed



For Corporates

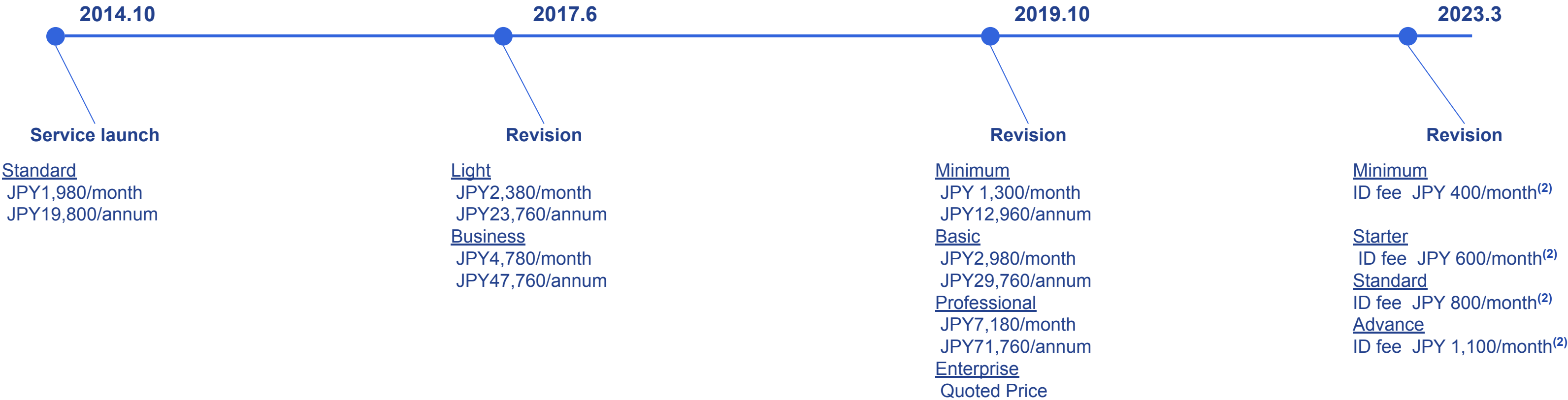


1. Monthly or annual payment only, does not include ID fee.

Pricing History - freee HR⁽¹⁾



For Corporates



1. With the plan revision in March 2023, pricing for freee HR were revised to ones without basic fees and changed to a plan for each ID.
2. Available from the first 5 IDs. For monthly payment, the fee of the first 5 IDs is 1.3 times of the above rate.

Pricing - free Accounting

Plan ⁽¹⁾	Price ⁽¹⁾		Features ⁽¹⁾					Support
	Monthly Payment	Annual Payment	Financial Statements	Expense Management	Budgeting	Workflow	Internal Controls	
Enterprise	*Quoted price	*Quoted price	○	○	○	○	○	Chat / E-mail / Dedicated Support Team
Advance	<ul style="list-style-type: none">Base fee: JPY 51,980ID fee⁽²⁾: 1,300Pay-as-you-go fee⁽³⁾	<ul style="list-style-type: none">Base fee: JPY 477,360ID fee⁽²⁾: 1,000Pay-as-you-go fee⁽³⁾	○	○	○	○	×	Chat / E-mail / Telephone
Standard	<ul style="list-style-type: none">Base fee: JPY 11,980ID fee⁽²⁾: 400Pay-as-you-go fee⁽³⁾	<ul style="list-style-type: none">Base fee: JPY107,760ID fee⁽²⁾: 300Pay-as-you-go fee⁽³⁾	○	○	○	×	×	Chat / E-mail / Telephone
Startar	<ul style="list-style-type: none">Base fee: JPY 7,280ID fee⁽²⁾:400Pay-as-you-go fee⁽³⁾	<ul style="list-style-type: none">Base fee: JPY 65,760ID fee⁽²⁾: 300Pay-as-you-go fee⁽³⁾	○	○	×	×	×	Chat / E-mail / Telephone
One-person Corporation	<ul style="list-style-type: none">Base fee: JPY 3,980ID fee⁽²⁾: 1,300	<ul style="list-style-type: none">Base fee: JPY 35,760ID fee⁽²⁾: 1,000	○	×	×	×	×	Chat / E-mail



1. Effective from July 1, 2024. Listed prices are excluding tax. An 1 ID is assigned to all plans for payroll calculations. Further details of fees and features are on our website at https://www.freee.co.jp/accounting/revised_plan_2024/

2. 1 ID is included in the One-person Corporation, 3 IDs are included in the Starter and the Standard, and 5 IDs are included in the Advance with no extra cost.

3. Pay-as-you-go fee in the Starter and Standard plans includes expense reimbursement at 300 yen per person per month and the sending and receiving of invoices and other documents for 95 yen per item. Pay-as-you-go fee in the Advance and Enterprise plans includes expense reimbursement and various applications at 650 yen per person per month and the sending and receiving of invoices and other documents for 95 yen per item.

75

Pricing - *freee Accounting*(for Self-employed)

Plan ⁽¹⁾	Price ⁽¹⁾		Features ⁽¹⁾				
	Monthly Payment	Annual Payment	Book-keeping	Tax Return	Cash Flow Reports	Expense Management	Support
Premium	*Annual payment only	<ul style="list-style-type: none"> Base fee: JPY 39,800 ID fee: JPY 3,600 (Free ID for up to 3 members) 	○	○	○	○	Chat / E-mail (Preferential treatment)/ Telephone
Standard	<ul style="list-style-type: none"> Base fee: JPY 2,680 ID fee: JPY 400 (Free ID for up to 3 members) 	<ul style="list-style-type: none"> Base fee: JPY 23,760 ID fee: JPY 3,600 (Free ID for up to 3 members) 	○	○	○	×	Chat / E-mail (Preferential treatment)
Starter	<ul style="list-style-type: none"> Base fee: JPY 1,480 ID fee: - ⁽²⁾ 	<ul style="list-style-type: none"> Base fee: JPY 11,760 ID fee: - ⁽²⁾ 	○	○	×	×	Chat / E-mail



1. As of the date of disclosure of this material. Listed prices are excluding tax. Further details of fees and features are on our website.
 2. Only advisors authorized by freee may be added.

Pricing - *freee* HR

Plan ⁽¹⁾	Price ⁽¹⁾	Features ⁽¹⁾				
	Per Month	Payroll	HR Procedures	Attendance Management	Advanced Employee Management ⁽³⁾	Support
Advanced	<ul style="list-style-type: none">ID fee: JPY 1,100⁽²⁾	○	○	○	○	Chat / E-mail / Telephone
Standard	<ul style="list-style-type: none">ID fee: JPY 800⁽²⁾	○	○	○	×	Chat / E-mail
Starter	<ul style="list-style-type: none">ID fee: JPY 600⁽²⁾	○	○	×	×	Chat / E-mail
Minimum	<ul style="list-style-type: none">ID fee: JPY 400⁽²⁾	○	×	×	×	Chat / E-mail



1. As of the date of disclosure of this material. Listed prices are excluding tax. Further details of fees and features are on our website.
2. Available from the first 5 IDs. For monthly payment, the fee of the first 5 IDs is 1.3 times of the above rate.
3. Includes the workflow function for managers to approve employee requests for address changes, commuting requests, and other employee-related requests.

Pricing - freee Sign

Plan ⁽¹⁾	Price ⁽¹⁾			Features ⁽¹⁾			
	Annual Payment ⁽²⁾	Electronic Signature	Certified Electronic Signature	No. of Templates Registered	No. of Contracts Transmitted	Workflow	API
Enterprise	*Quoted price	JPY 100 per contract (Free for up to 1,000 contract per month)	JPY 200 per contract	Unlimited	Unlimited	○	○
Advance	*Quoted price	JPY 100 per contract (Free for up to 300 contract per month)	JPY 200 per contract	Unlimited	Unlimited	○	○
Standard	<ul style="list-style-type: none"> Base fee: JPY 357,600 ID fee: JPY 1,000 per month (Free ID for up to 10 IDs) 	JPY 100 per contract (Free for up to 100 contract per month)	JPY 200 per contract	Unlimited	Unlimited	×	○
Starter	<ul style="list-style-type: none"> Base fee: JPY 71,760 ID fee: 3,000 per month (Free ID for up to 1 ID⁽²⁾) 	JPY 100 per contract (Free for up to 50 contract per month)	JPY 200 per contract	Unlimited	Unlimited	×	○



1. As of the date of disclosure of this material. Listed prices are excluding tax. Further details of fees and features as well as plans for self-employed are on freee Sign’s website.
Plans for corporates: <https://www.freee.co.jp/sign/pricing/> Plans for self-employed: <https://www.freee.co.jp/sign/individual/pricing/>
2. Also available with monthly payment.

Pricing - Other Services

freee A/R & A/P Management⁽¹⁾

Annually

Base fee : JPY 357,600 per annum

freee Expense Management Plus⁽¹⁾

Monthly

Base fee : JPY 10,000 per month
(ID fee: 650 per month)

freee Time Tracking Plus⁽¹⁾

Monthly

ID fee : JPY 300 per month

freee Order Management⁽¹⁾⁽²⁾

Monthly

Base fee : JPY 3,580 per month
ID fee : JPY 600 per month
(Free ID for up to 1 member)

Annually

Base fee : JPY 2,980 per month
ID fee : JPY 500 per month
(Free ID for up to 1 member)

freee Contractor Management⁽¹⁾

Monthly

Base fee : JPY 32,000 per month



1. As of the date of disclosure of this material. Listed prices are excluding tax. Further details of fees and features are on our website.
2. freee Order Management has two plans. This material features the starter plan. The standard plan is available at a quoted price upon inquiry.

Pricing - Other Services

freee Workload Management⁽¹⁾⁽²⁾

Monthly

ID fee : JPY 1,800 per month

Annual

ID fee : JPY 1,500 per month

freee Employee Benefits⁽¹⁾

Monthly

Base fee : JPY 4,980 per month

ID fee : JPY 2,300 per month
(Free ID for up to 1 member)

freee Tax Filing (for corporates)⁽¹⁾

Annual

Base fee : JPY 24,800 per annum⁽³⁾

freee Employee Healthcare⁽¹⁾

Monthly

ID fee : JPY 300 per annum



1. As of the date of disclosure of this material. Listed prices are excluding tax. Further details of fees and features are on our websites.
2. *freee Project Management* was renamed as *freee Workload Management* from April 2023.
3. Annual payment only.

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