Translation

Note: This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

Consolidated Financial Results for the Three Months Ended March 31, 2025 (under Japanese GAAP)

May 14, 2025

Company name: SpiderPlus & Co. Listing: Tokyo Stock Exchange
Securities code: 4192 URL: http://en.spiderplus.co.jp/
Representative: Kenji Ito, CEO and Representative Director
Contact: Yutaka Fujiwara, Director, Executive Officer and CFO
Phone: +81-3-6709-2834

Scheduled date to commence payment of dividends: –
Preparation of supplementary briefing material on financial results: Yes
Holding of financial results briefing: Yes

(Note) Amounts less than one million yen have been omitted.

1. Consolidated financial results for the three months ended March 31, 2025 (from January 1, 2025 to March 31, 2025)

(1) Consolidated operating results (Percentage indicates year-on-year changes.)

	Net sales		Operating income (loss)		Ordinary income (loss)		Net income (loss) attributable to owners of the parent	
Three months ended	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
March 31, 2025	1,165	24.9	(10)	–	(11)	–	(14)	–
March 31, 2024	933	–	(142)	–	(139)	–	(142)	–

Note: Comprehensive income For the three months ended March 31, 2025: ¥(11) million (–%)
For the three months ended March 31, 2024: ¥(142) million (–%)

	Basic earnings (loss) per share	Diluted earnings per share
Three months ended	Yen	Yen
March 31, 2025	(0.41)	–
March 31, 2024	(4.06)	–

Notes: 1. Since the Company started preparing the consolidated financial statements from the first quarter of the fiscal year ended December 31, 2024, the year-on-year percentage changes for the three months ended March 31, 2024 are not stated.
2. The amounts of diluted earnings per share is not stated although the Company has potential shares. This is because the Company recorded basic loss per share.

(2) Consolidated financial position

	Total assets	Total net assets	Equity ratio
As of	Millions of yen	Millions of yen	%
March 31, 2025	4,142	2,635	63.6
December 31, 2024	4,211	2,645	62.8

Reference: Equity (Shareholders' equity + Accumulated other comprehensive income):
As of March 31, 2025: 2,634 million yen As of December 31, 2024: 2,645 million yen

2. Dividends

	Annual dividend per share				
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended December 31, 2024	–	0.00	–	0.00	0.00
Fiscal year ending December 31, 2025	–				
Fiscal year ending December 31, 2025 (forecast)		0.00	–	0.00	0.00

Note: Revisions to the dividend forecast most recently announced: None

3. Forecast of consolidated financial results for the fiscal year ending December 31, 2025 (from January 1, 2025 to December 31, 2025)

(Percentage indicates year-on-year changes.)

	Net sales		Operating income (loss)	
	Millions of yen	%	Millions of yen	%
Full year	5,300	30.2	10	–

Note: Revisions to the earnings forecast most recently announced: None

[Notes]

(1) Significant changes in the scope of consolidation during the period: None

(2) Application of accounting treatment specific to the preparation of quarterly consolidated financial statements: Yes

(3) Changes in accounting policies, changes in accounting estimates and restatements of prior period financial statements

(i) Changes in accounting policies due to application of new or revised accounting standards: None
(ii) Changes in accounting policies due to reasons other than (i) above: None
(iii) Changes in accounting estimates: None
(iv) Restatements of prior period financial statements: None

(4) Number of shares issued (common shares)

(i) Number of shares issued (including treasury shares)

As of March 31, 2025: 35,309,300 shares
As of March 31, 2024: 35,306,500 shares

(ii) Number of treasury shares

As of March 31, 2025: 160 shares
As of March 31, 2024: 160 shares

(iii) Average number of shares outstanding during the period

Three months ended March 31, 2025: 35,306,371 shares
Three months ended March 31, 2024: 35,102,762 shares

* Review of the Japanese originals of the attached quarterly consolidated financial statements by certified public accountants or an audit firm: Yes (voluntary)

* [Proper use of earning forecasts, and other special notes]

The forward-looking statements including earnings forecast contained in this document are based on information currently available to us and certain assumptions that we believe are reasonable. Accordingly, we can give no assurance that such statements will prove to be correct. Actual results may differ significantly from the results anticipated in these forward-looking statements due to a variety of factors.

Contents of Attached Materials

1. Qualitative Information on Quarterly Consolidated Financial Results…… 2
(1) Explanation of operating results…… 2
(2) Explanation of financial position…… 3
(3) Forward-looking information including consolidated earnings forecast…… 3
2. Quarterly Consolidated Financial Statements and Major Notes …… 4
(1) Quarterly consolidated balance sheet…… 4
(2) Quarterly consolidated statement of income and quarterly consolidated statement of comprehensive income …… 5
(3) Quarterly consolidated statement of income…… 5
Three months ended March 31, 2025 …… 5
Quarterly consolidated statement of comprehensive income…… 6
Three months ended March 31, 2025 …… 6
(4) Notes to quarterly consolidated financial statements…… 7
Application of accounting treatment specific to the preparation of quarterly consolidated financial statements…… 7
Segment information etc. …… 7
Significant changes in shareholders' equity …… 7
Going concern assumption…… 7
Quarterly consolidated statement of cash flows…… 7

1. Qualitative Information on Quarterly Consolidated Financial Results

(1) Explanation of operating results

The forward-looking statements in this document are based on the judgement that the Company made as of March 31, 2025.

With a mission of creating more “fun” to work, the Group operates the ICT business focused on the development and sales of SPIDERPLUS, which is a SaaS (Note) application for construction management that helps solve challenges in the construction industry by digitally transforming operations at construction sites.

Note: SaaS (Software as a Service) refers to a form of service allowing users to connect to and use software over the internet rather than install the software in users’ computers.

The construction industry, where the Group operates, is expected to continue to experience steady demand mainly for redevelopment of urban areas and maintenance and upgrading of aging infrastructure. Meanwhile, productivity improvement has become an important management challenge for the whole industry, due to labor shortages caused by the declining birthrate and aging population, soaring labor and construction material costs, and the need to comply with regulations on maximum overtime hours in accordance with the Act on the Arrangement of Related Acts to Promote Work Style Reform, which took effect in April 2024.

To address these issues, the Group has developed and provided SPIDERPLUS as a service that contributes to labor savings and improvement in operational efficiency through digitization of construction management tasks. SPIDERPLUS is used mainly by site supervisors of general contractors and subcontractors and is typically introduced at large-scale construction sites.

Players in the construction industry are accelerating their efforts to utilize IT against the backdrop of the heightened needs for addressing labor shortage and compliance with law and regulations. Given this market environment, the Group is focusing on strengthening its product and organizational structure, expanding its sales force, and reinforcing cooperation with partner companies to accurately capture the growing investment demand for construction digital transformation (DX) and gain a higher market share in the industry.

Under the above business environments and management decisions, SPIDERPLUS, a service that promotes DX in the construction industry and contributes to productivity improvement and cost reduction, experienced steady growth in the number of contracted companies and revenue per contracted company by effectively capturing IT investment demand in the construction industry.

As a result of the above, the Group continued to record strong growth of SPIDERPLUS during the three months ended March 31, 2025 (the period under review) in the numbers of contracted companies and the monthly revenue per contracted company, or ARPA, as of March 31, 2025 at 2,134 companies (+12.3% YoY) and 180 thousand yen (+11.9% YoY), respectively. For the period under review, the Group reported net sales of 1,165,653 thousand yen (+24.9% YoY), operating loss of 10,108 thousand yen (compared to 142,304 thousand yen operating loss for the same period a year ago), ordinary loss of 11,609 thousand yen (compared to 139,941 thousand yen ordinary loss for the same period a year ago), and net loss attributable to owners of the parent of 14,332 thousand yen (compared to 142,664 thousand yen net loss attributable to owners of the parent for the same period a year ago).

(2) Explanation of financial position

Assets

Total current assets as of March 31, 2025 amounted to 3,362,857 thousand yen, down 32,754 thousand yen from December 31, 2024. This is mainly due to a decrease in cash and deposits of 70,372 thousand yen attributable to a decrease in income taxes payable caused by the payment of income taxes and repayment of borrowings.

Total non-current assets amounted to 780,024 thousand yen, down 35,824 thousand yen from December 31, 2024. This is mainly due to decrease in software of 31,937 thousand yen due to amortization of software.

As a result, total assets amounted to 4,142,882 thousand yen, down 68,578 thousand yen from December 31, 2024.

Liabilities

Total current liabilities as of March 31, 2025 amounted to 1,200,335 thousand yen, down 17,212 thousand yen from December 31, 2024. This is mainly due to a decrease in accounts payable – other of 52,451 thousand yen, which was partially offset by an increase in accrued expenses of 44,020 thousand yen.

Total non-current liabilities amounted to 307,343 thousand yen, down 40,799 thousand yen from December 31, 2024. This is mainly due to a decrease in long-term borrowings of 40,515 yen.

As a result, total liabilities amounted to 1,507,678 thousand yen, down 58,012 thousand yen from December 31, 2024.

Net assets

Total net assets as of March 31, 2025 amounted to 2,635,203 thousand yen, down 10,566 thousand yen from December 31, 2024. This is mainly due to a decrease in retained earnings of 14,332 thousand yen resulting from the recording of net loss.

(3) Forward-looking information including consolidated earnings forecast

No change has been made to the most recently announced forecast of full-year financial results for the fiscal year ending December 31, 2025.

2. Quarterly Consolidated Financial Statements and Major Notes

(1) Quarterly consolidated balance sheet

(Thousands of yen)

	As of December 31, 2024	As of March 31, 2025
Assets		
Current assets:		
Cash and deposits	2,740,772	2,670,399
Accounts receivable – trade	572,362	587,784
Work in process	–	108
Other	82,489	105,134
Allowance for doubtful accounts	(12)	(570)
Total current assets	3,395,612	3,362,857
Non-current assets:		
Property, plant and equipment	227,142	220,104
Intangible assets:		
Software	335,459	303,522
Software in progress	21,235	26,541
Total intangible assets	356,695	330,063
Investments and other assets:	232,010	229,855
Total non-current assets	815,848	780,024
Total assets	4,211,460	4,142,882
Liabilities		
Current liabilities:		
Short-term borrowings	500,000	500,000
Current portion of long-term borrowings	193,071	193,071
Accounts payable – other	216,735	164,283
Accrued expenses	117,058	161,079
Income taxes payable	32,391	14,485
Other	158,291	167,416
Total current liabilities	1,217,548	1,200,335
Non-current liabilities:		
Long-term borrowings	336,677	296,162
Asset retirement obligations	8,760	8,779
Other	2,705	2,401
Total non-current liabilities	348,143	307,343
Total liabilities	1,565,691	1,507,678
Net assets		
Shareholders' equity:		
Share capital	2,496,082	2,496,335
Capital surplus	2,773,640	2,773,893
Retained earnings	(2,617,673)	(2,632,005)
Treasury shares	(188)	(188)
Total shareholders' equity	2,651,861	2,638,034
Accumulated other comprehensive income:		
Foreign currency translation adjustment	(6,541)	(3,278)
Total accumulated other comprehensive income	(6,541)	(3,278)
Share acquisition rights	448	447
Total net assets	2,645,769	2,635,203
Total liabilities and net assets	4,211,460	4,142,882

(2) Quarterly consolidated statement of income and quarterly consolidated statement of comprehensive income

Quarterly consolidated statement of income

Three months ended March 31, 2025

(Thousands of yen)

	Three months ended March 31, 2024 (from January 1, 2024 to March 31, 2024)	Three months ended March 31, 2025 (from January 1, 2025 to March 31, 2025)
Net sales	933,038	1,165,653
Cost of sales	319,808	329,897
Gross profit	613,229	835,756
Selling, general and administrative expenses	755,534	845,864
Operating income (loss)	(142,304)	(10,108)
Non-operating income:		
Interest income	14	1,313
Commission income	4,540	86
Other	574	609
Total non-operating income	5,129	2,009
Non-operating expenses:		
Interest expenses	2,151	2,874
Commission expenses	614	623
Other	–	12
Total non-operating expenses	2,766	3,510
Ordinary income (loss)	(139,941)	(11,609)
Net income (loss) before income taxes	(139,941)	(11,609)
Income taxes – current	2,723	2,723
Total income taxes	2,723	2,723
Net income (loss)	(142,664)	(14,332)
Net income (loss) attributable to owners of the parent	(142,664)	(14,332)

Quarterly consolidated statement of comprehensive income

Three months ended March 31, 2025

(Thousands of yen)

	Three months ended March 31, 2024 (from January 1, 2024 to March 31, 2024)	Three months ended March 31, 2025 (from January 1, 2025 to March 31, 2025)
Net income (loss)	(142,664)	(14,332)
Other comprehensive income		
Foreign currency translation adjustment	–	3,262
Total other comprehensive income	–	3,262
Comprehensive income	(142,664)	(11,070)
Comprehensive income attributable to:		
Owners of the parent	(142,664)	(11,070)

(3) Notes to quarterly consolidated financial statements

Application of accounting treatment specific to the preparation of quarterly consolidated financial statements

Calculation of tax expenses

The Company made a reasonable estimate of an effective tax rate, determined after applying the tax effect accounting on net income before income taxes for the fiscal year including the period under review and then calculated income taxes by multiplying net income before income taxes by the estimated effective tax rate.

Segment information etc.

Segment information

The Group operates under a single segment; therefore, segment information has been omitted.

Significant changes in shareholders' equity

Not applicable.

Going concern assumption

Not applicable.

Quarterly consolidated statement of cash flows

The quarterly consolidated statement of cash flows for the three months ended March 31, 2025 has not been prepared. Depreciation (including amortization of intangible assets) for the three months ended March 31, 2025 is as follows.

(Thousands of yen)

	Three months ended March 31, 2024 (from January 1, 2024 to March 31, 2024)	Three months ended March 31, 2025 (from January 1, 2025 to March 31, 2025)
Depreciation	40,297	38,974