Financial Results for the Fiscal Year Ended March 2026

ExaWizards Inc. (4259.T)

May 12, 2026

EXAWIZARDS

1 Executive Summary of FY2026/3

2 Overview and Progress of the Business Segments

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01.

Executive Summary of FY2026/3

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Executive Summary of the Fiscal Year Ended March 31, 2026

FY3/2026 Consolidated Results

Net Sales	Operating Profit	Operating Margin
11,996 JPY mil	1,594 JPY mil	13.3 %
YoY +22.3%	YoY +1,570JPY mil	YoY +13.1pt

Results by Segment

AI Products Business

Net Sales	Operating Profit	Operating Margin
4,916 JPY mil	1,866 JPY mil	38.0 %
YoY +60.9%	YoY +147.9%	YoY +13.3pt

AI Solution Services Business

Net Sales	Operating Profit	Operating Margin
7,238 JPY mil	2,217 JPY mil	30.6 %
YoY +2.7%	YoY +58.7%	YoY +10.8pt

Q4 Key Topics

- Both net sales and operating income reached record highs on a quarterly basis.
- Consolidated results landed above the upwardly revised earnings forecast.
- Established Exa Frontier Edge to promptly respond to the era of rapidly accelerating generative AI / AI agents.
- Concluded a capital and business alliance agreement with Sumitomo Mitsui Financial Group through a third-party allotment of shares exceeding 5.3 billion yen.

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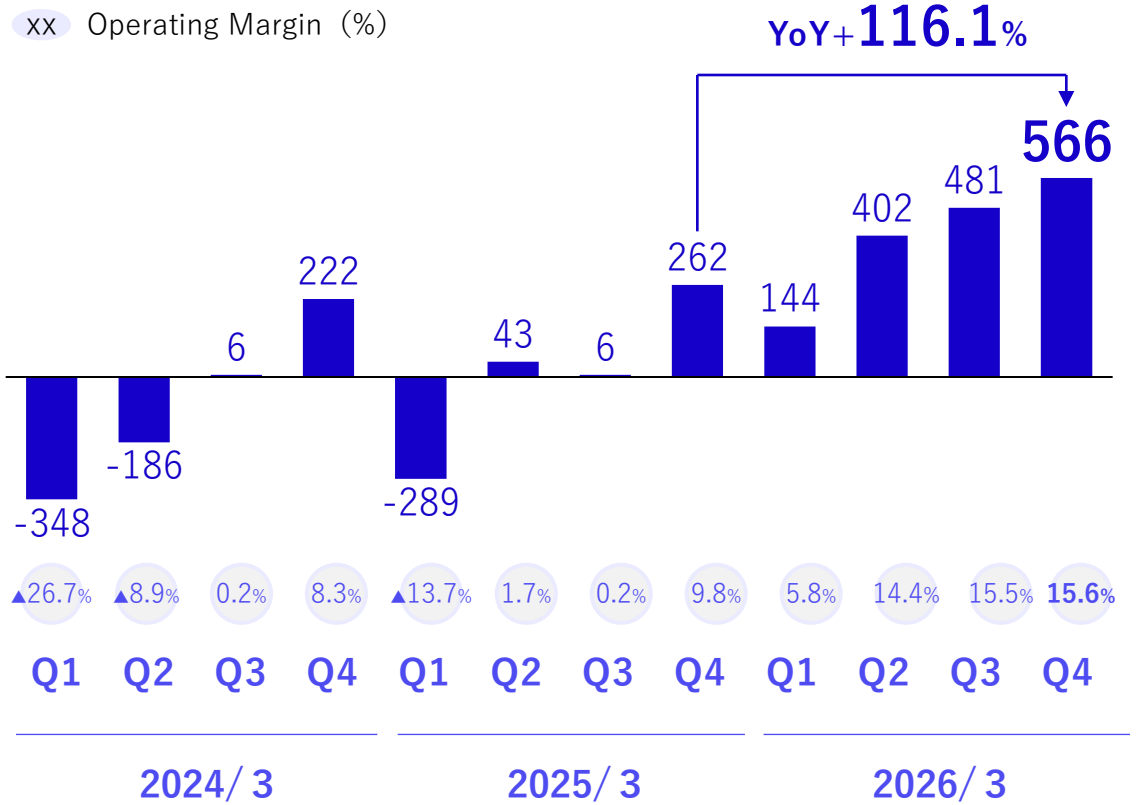
Quarterly Trend of Financial Results

Net sales reached 3,642 million yen (+36.2% YoY) and operating profit was 566 million yen (+116.1% YoY), with both net sales and operating profit reaching record highs on a quarterly basis.

Sales (Millions of Yen)



Operating Profit (Millions of Yen)/Operating Margin (%)



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FY2026/3 Full Year Consolidated Cumulative Statement of Income / EBITDA

(Unit: JPY mil)	FY2026/3	FY2025/3	YoY Growth Rate/ Difference
1 Net Sales	11,996	9,811	+22.3%
Cost of Sales	3,994	4,143	-
2 Gross Profit	8,002	5,667	+41.2%
Gross Profit Margin(%)	66.7%	57.8%	+8.9pt
SG&A	6,408	5,644	-
3 Operating Profit (Loss)	1,594	23	+1,570M Yen
Operating Profit (Loss) Margin (%)	13.3%	0.2%	+13.1pt
Non-operating Income	14	11	-
Non-operating Expenses	42	32	-
4 Ordinary Profit (Loss)	1,566	2	+1,564M Yen
Extraordinary Profit	2	71	-
Extraordinary Losses	22	2,579	-
5 Profit (Loss) before Income Taxes	1,546	(2,505)	+4,052M Yen
Total income taxes	(18)	45	-
6 Profit (Loss)	1,564	(2,550)	+4,115M Yen
7 Profit (Loss) attributable to owners of Parent	1,533	(2,576)	+4,109M Yen
a **EBITDA**	2,051	903	+1,147M Yen

Consolidated Results Topics

1

The growth of the AI Products Business mainly drove consolidated results, achieving +22.3% YoY growth.

2 3

In addition to the AI Products Business, the AI Solution Services Business also grew YoY, resulting in an increase in consolidated gross profit and operating income.

2 3 4 5 6 7

All profit levels turned positive. With the recognition of deferred tax assets, profit after tax exceeded 1.5 billion JPY.

a

EBITDA also increased by 1.1 billion JPY, steadily generating cash.

Note *EBITDA = Ordinary profit + Interest expenses + Depreciation + Amortization of goodwill + Amortization of customer-related assets

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02

Overview and Progress of the Business Segments

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FY2026/3 Full Year Results by Segment

AI Products Business achieved over 1.6x YoY growth.AI Solution Services Business also turned to positive growth, and both segments entered a virtuous cycle of increased sales and profits.

AI Products Business

Metric	FY2026/3 Full Year (JPY mil)	FY2025/3 Full Year (JPY mil)	YoY Growth / Diff.
Net Sales	4,916	3,055	+60.9%
Gross Profit	4,068	2,300	+76.9%
Gross Margin	82.8%	75.3%	+7.5pt
Operating Profit	1,866	753	+147.9%
Operating Margin	38.0%	24.7%	+13.3pt

Overview

- Maintained a high gross margin of 82.8%.
- Operating income increased significantly even while investing for business growth

AI Solution Services Business

Metric	FY2026/3 Full Year (JPY mil)	FY2025/3 Full Year (JPY mil)	YoY Growth / Diff.
Net Sales	7,238	7,045	+2.7%
Gross Profit	4,099	3,652	+12.2%
Gross Margin	56.6%	51.8%	+4.8pt
Operating Profit	2,217	1,397	+58.7%
Operating Margin	30.6%	19.8%	+10.8pt

Overview

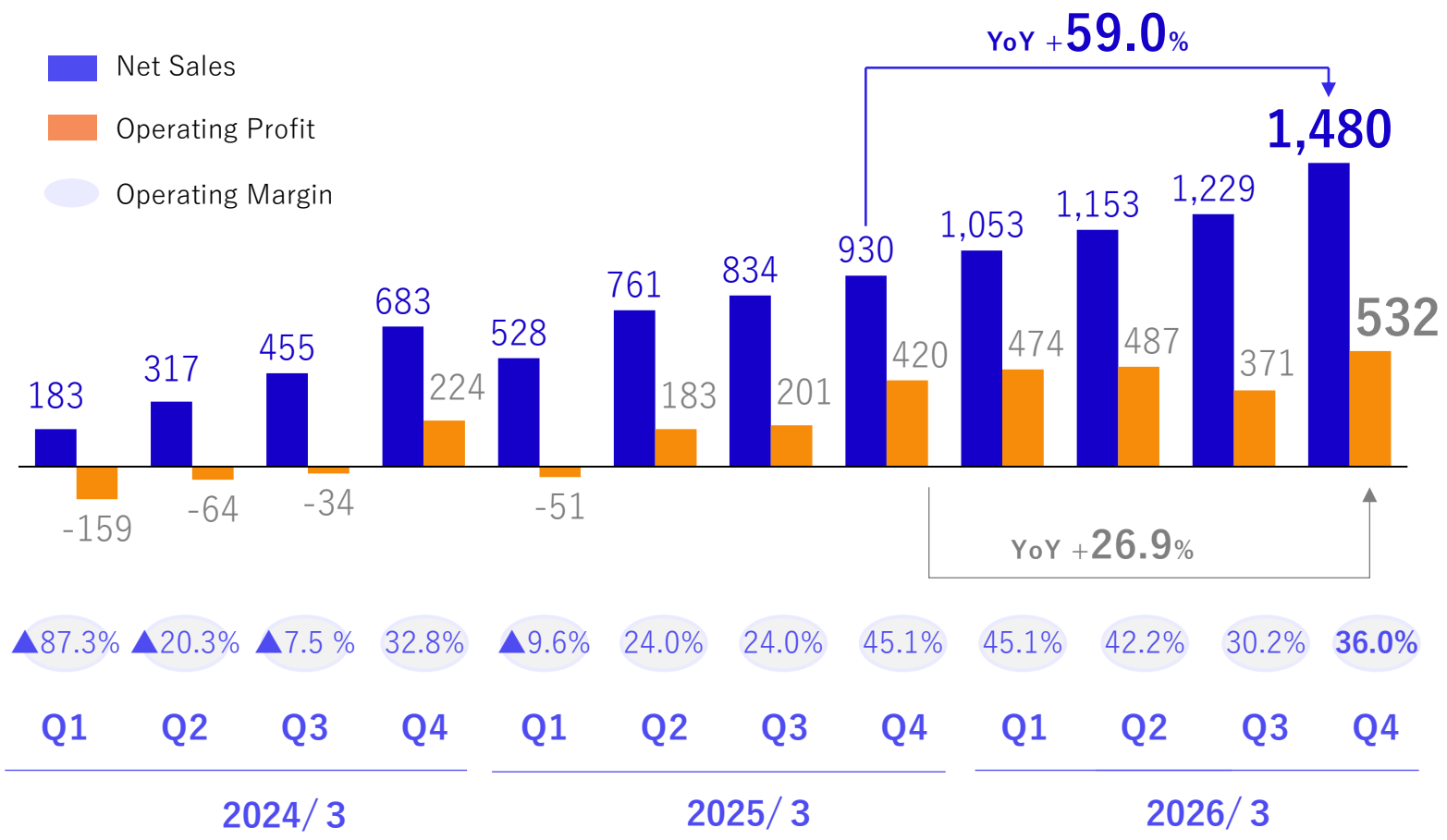
- Net sales landed above the previous year's level.
- Operating income grew at a faster pace than net sales due to an increase in large-scale projects and productivity improvements through the utilization of AI.

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AI Products Business: Quarterly Trend of Financial Results

Net sales were 1,480 million yen and operating profit was 532 million yen, achieving growth in both sales and profit.

Net Sales Trend (JPY mil)



Financial Highlights

- **Net Sales**
  - +59.0% YoY
  - Strong performance of exaBase Generative AI
  - Progress in shifting toward “AX Talent Development Services”
- **Operating Profit**
  - +26.9% YoY
  - Achieved record-high operating profit, despite temporary system investments to ensure stable infrastructure capacity

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Generative AI products, led by exaBase Generative AI, are driving growth. Sales Tech also launched smoothly, establishing a customer/user base for the next fiscal year.

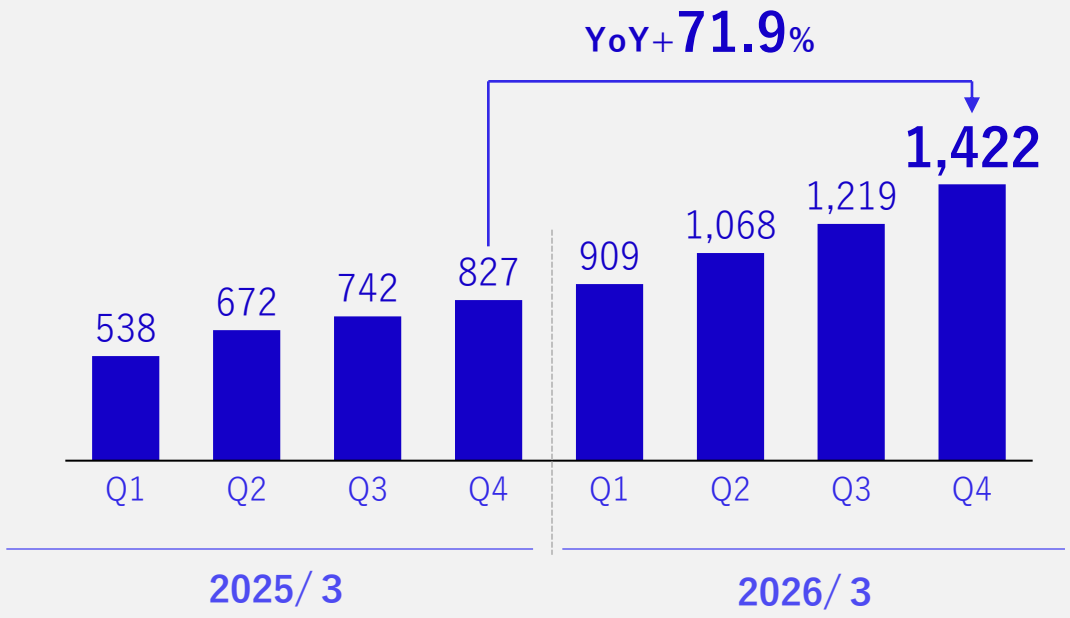
Category	Main Products	FY2026/3 Full Year (JPY mil)	FY2025/3 Full Year (JPY mil)	YoY	Key Topics
Generative AI Products	• exaBase Gen. AI • exaBase IR Assistant • exaBase Automate for Anyone	3,172	1,493	+112.4%	• Introduced in 25 prefectural governments, representing 53% of the nation. • Started providing integration tools with Microsoft products, Box, and Slack.
HR: HR Tech	• exaBase DX Assessment & Learning • AX Human Resource Development Solution	999	1,115	-10.4%	• Released Generative AI Utilization Test.
Sales: Sales Tech	• exaBase Role Playing • exaBase Sales Agent	166	-	-	• Number of users exceeded 36,000.
Healthcare: Care/Med Tech	• CareWiz • Cognitive Function Measurement AI (Dementia Prevention) • Walking Function Measurement AI (Rehabilitation, etc.)	505	380	+32.9%	• Started providing CogniTalk API for corporate customers. • Started joint research with Kobe University using AI walking analysis app “LocoStep.”
Total for AI Products*1		4,916	3,055	+60.9%	

*Note:*1 As these are total values after consolidated adjustments, there are differences from simple sums. Also, FY3/2025 includes sales of products classified as others.*

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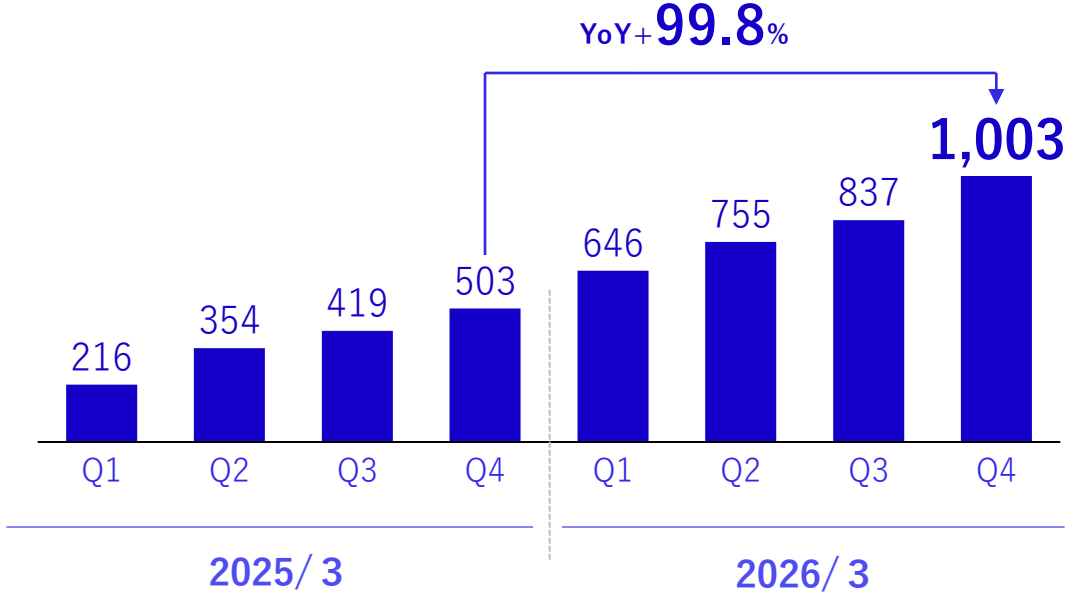
Trend in # of Companies Introducing exaBase Gen. AI (Unit: companies)

- Q4 Key Topics
  - Expansion of introduction to regional companies
  - Introductions to government agencies and local governments exceeded 200. Prefectural government share exceeds 53%.



Net Sales Trend of Generative AI Products[1] (Unit: JPY mil)

- As the utilization of Generative AI at worksites progressed, the pay-as-you-go portion grew, resulting in exceeding 1,000 millions of Yen for the first time on a quarterly basis.

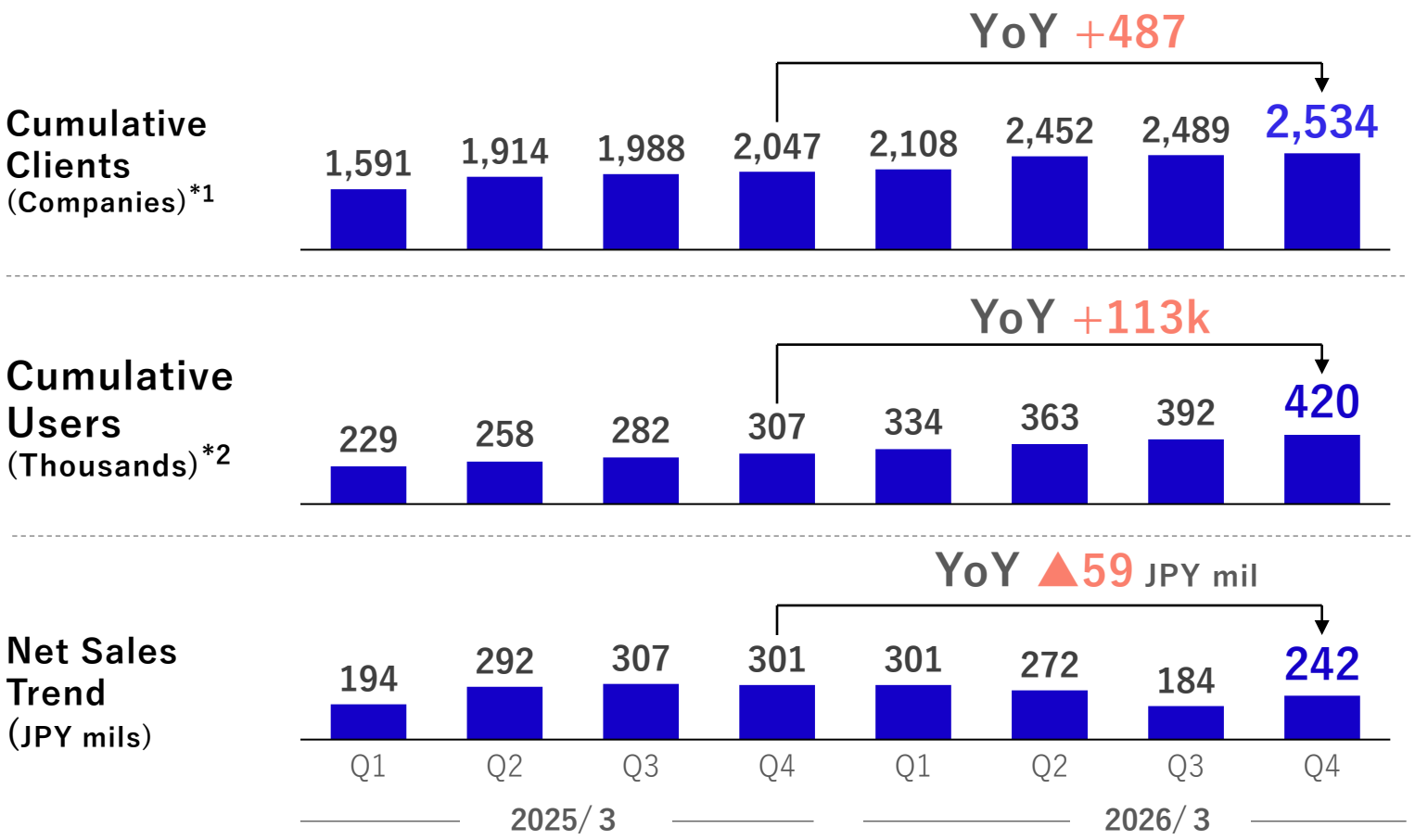


*Note:*1 Figures after adjustment for intercompany transactions*

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Returned to a growth trajectory on a QoQ basis, driven by progress in AX talent development project formulation.

exaBase DX Assessment & Learning - Key KPIs



Financial Highlights

- Launched “Generative AI Proficiency Test” to evaluate practical application skills in business.





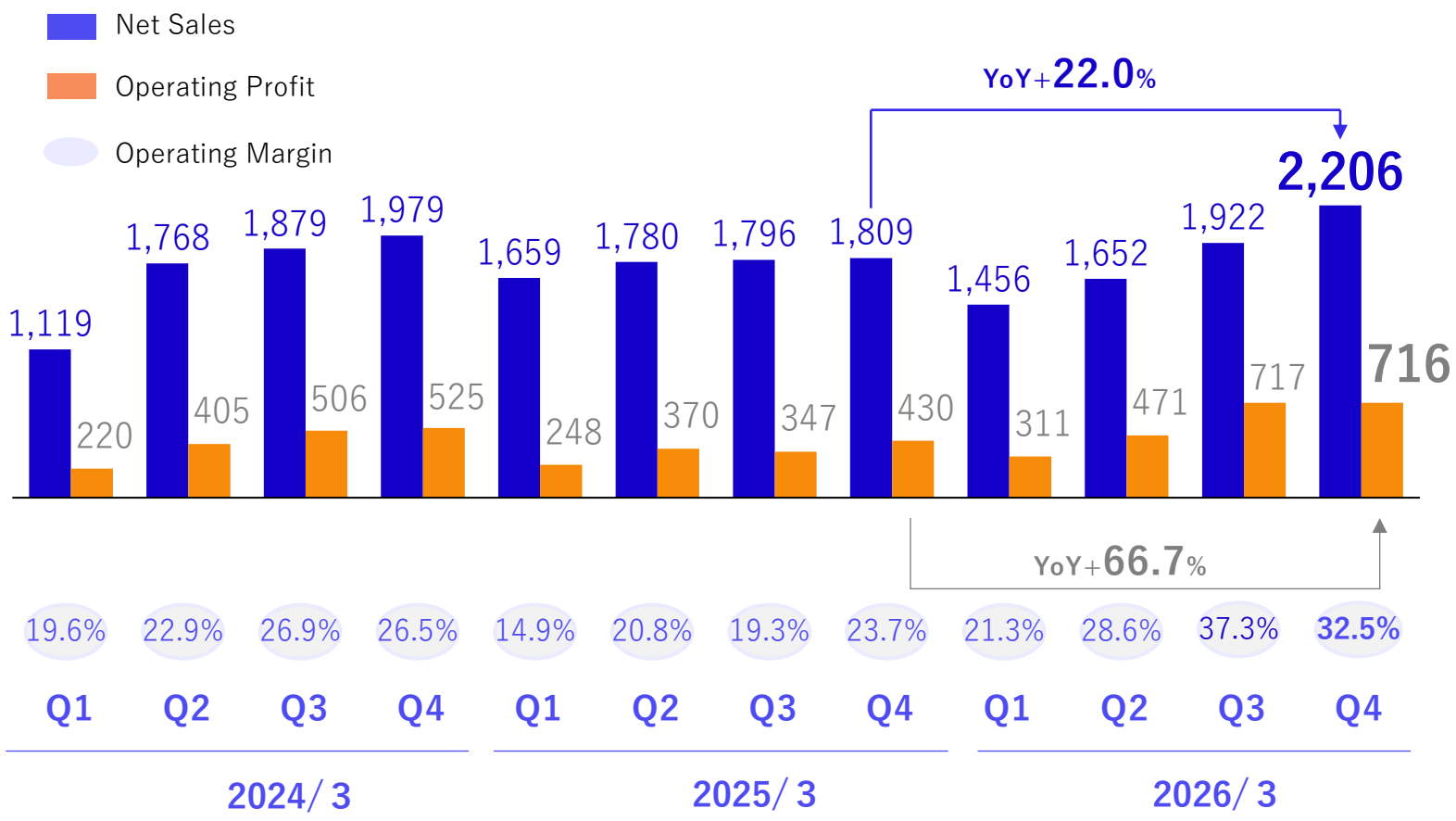
*Notes: *1 Number of Implementing Organizations: Cumulative total of companies, government agencies, and organizations that have implemented the system*
**2 Number of Users: Cumulative total of assessment test takers and training content learners*

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AI Solution Services Business: Quarterly Trend of Financial Results

Net sales reached 2,206 million yen and operating profit was 716 million yen, achieving growth in both revenue and profit with record-high figures.

Net Sales Trend (JPY mil)



Financial Highlights

- **Net Sales**
  - +22.0% YoY
  - Like as Q3, net sales was driven by multiple large-scale projects
- **Operating Profit**
  - Achieved a significant increase in profit of +66.7% YoY

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Breakdown of Segment

AI Solution Services

AI Platform
- Corporate transformation by AI / Generative AI

Xware
- Connection of AI and core systems
- SI

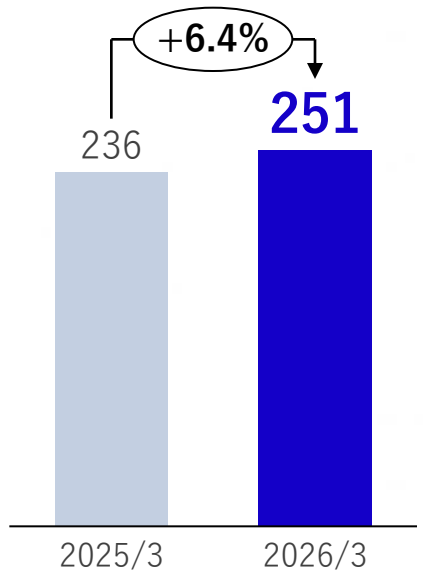
STADIUM
- Sales support
- Growth support

As a result of advancing structural reforms, the average unit price of top customers and the project delivery ratio by exaBase Studio also increased.

Key KPIs related to AI Platform Business

Average Price of Top 10 Customers

unit : JPY mill

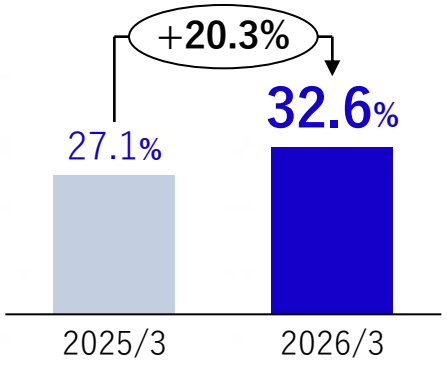


Sales Ratio of exaBase Studio

■Q4 Introduction Example



Unit : %



Sales Productivity

Unit : times

YoY

× 1.34 times

Multiplier for FY3/2026 when "sales per 1 FTE" in FY3/2025 is set as 1

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03.

Medium to Long-Term Strategy

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Appetite for investment in AI agents is high in Japan as well, with nearly 70% of companies expected to promote the introduction of AI agents.

Appetite for AI investment

AI as a “source of national competitiveness”…

Supplementary budget for FY2025

438 Billion JPY*1

…Also, on the CEO agenda in the private sector*2

72 %

Percentage of CEOs who recognize themselves as decision makers for AI agent introduction

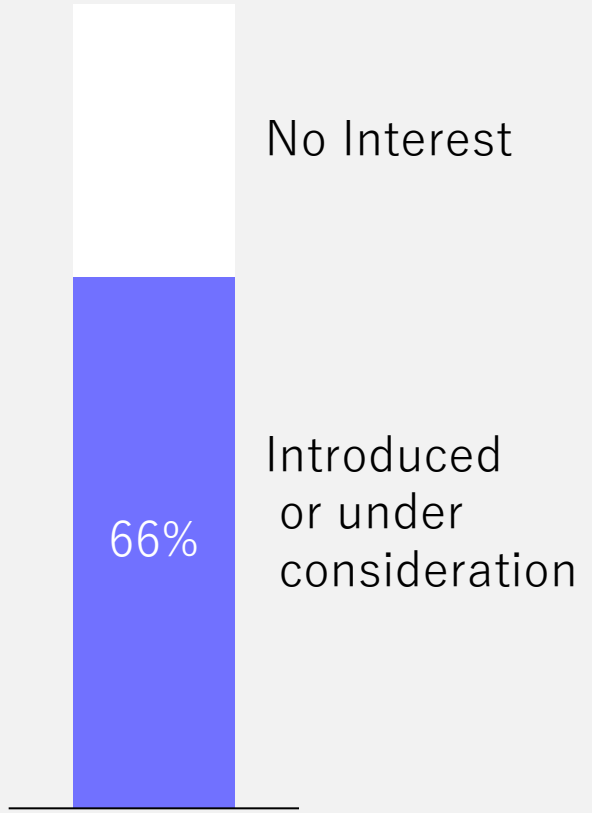
× **2** times

Appetite for investment in AI compared to the previous year

1.7 %

Percentage of investment in AI to net sales

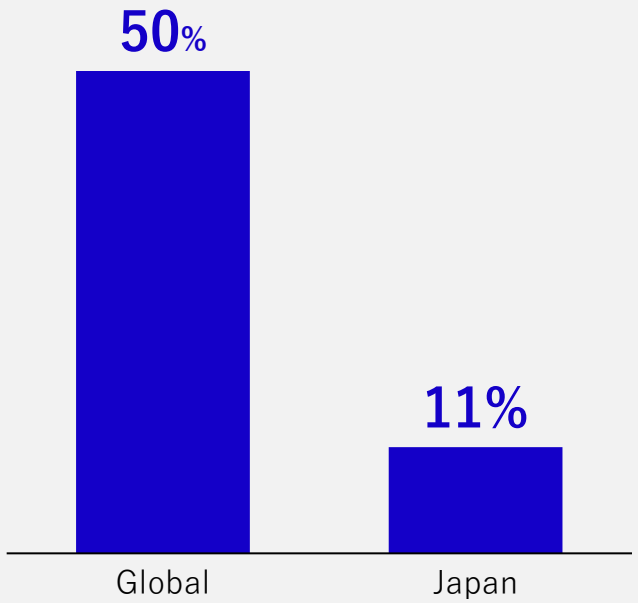
AI agent introduction status in domestic companies*3



Notes: *1 Cabinet Office "Regarding AI Measures in Comprehensive Economic Measures (FY2025 Supplementary Budget)"
*2 BCG AI RADAR 2026 "As AI Investments Surge, CEOs Take the Lead"
*3 Yano Research Institute "Fact-finding Survey on Domestic Generative AI / AI Agent Usage"

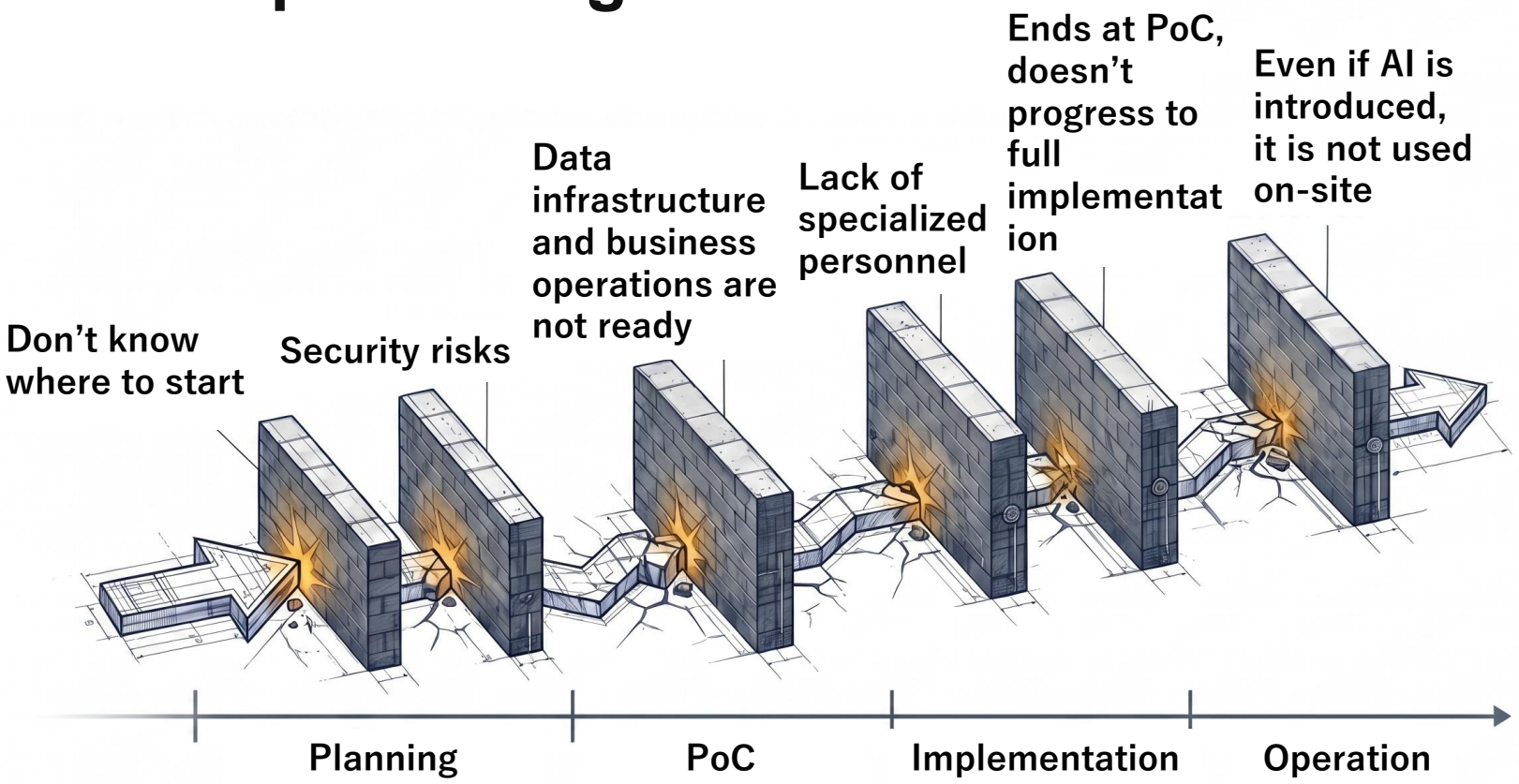
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Percentage using AI agents for both internal and external purposes*1



Note: *1 Dynatrace "The pulse of agentic AI in 2026 “https://www.dynatrace.com/ja/info/reports/the-pulse-of-agentic-ai-in-2026/”

Gap between ideal and reality: 6 walls preventing AX



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Our Group Synergy Strategy: 3P × Frontier

3P

People	• Personnel promoting AX • Personnel supporting on-site implementation • Personnel in charge of operations
Platform	• Infrastructure supporting AI introduction/operation • Data utilization infrastructure • IP related to the control tower for AI agents
Product	• AI products solving specific industry/business issues • Business support services

×

Frontier

Strategic Subsidiaries	• Establish highly agile business/industry-specific subsidiaries

ExaWizards contributes to transformation as a "company that implements AI to realize corporate transformation"

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Strategic Direction of ExaWizards Group: Essentials of 3P

Enhance added value in a multi-layered manner by combining our strengths and those of our partners. Build a mechanism to increase added value along with the growth of partners.

	Strategic Positioning	Our Assets	Partnership: Delivery	Partnership: Co-creation
3P – People	High value-added customer acquisition channel	AI Platform STADIUM Xware Exa Frontier Edge	Dirbato Group	Sumitomo Mitsui Financial Group NTT DOCOMO Business Sumitomo Life Insurance Idemitsu Kosan etc.
3P – Platform	Foundation to turn flow revenue into stock revenue	exaBase Studio Patents	NSSOL AWS PaaS/SaaS	
3P – Product	Profitability and scalability	exaBase Gen. AI products HR Tech Sales Tech Health Care	LLMs	

Added Value for Customers by ExaWizards Group

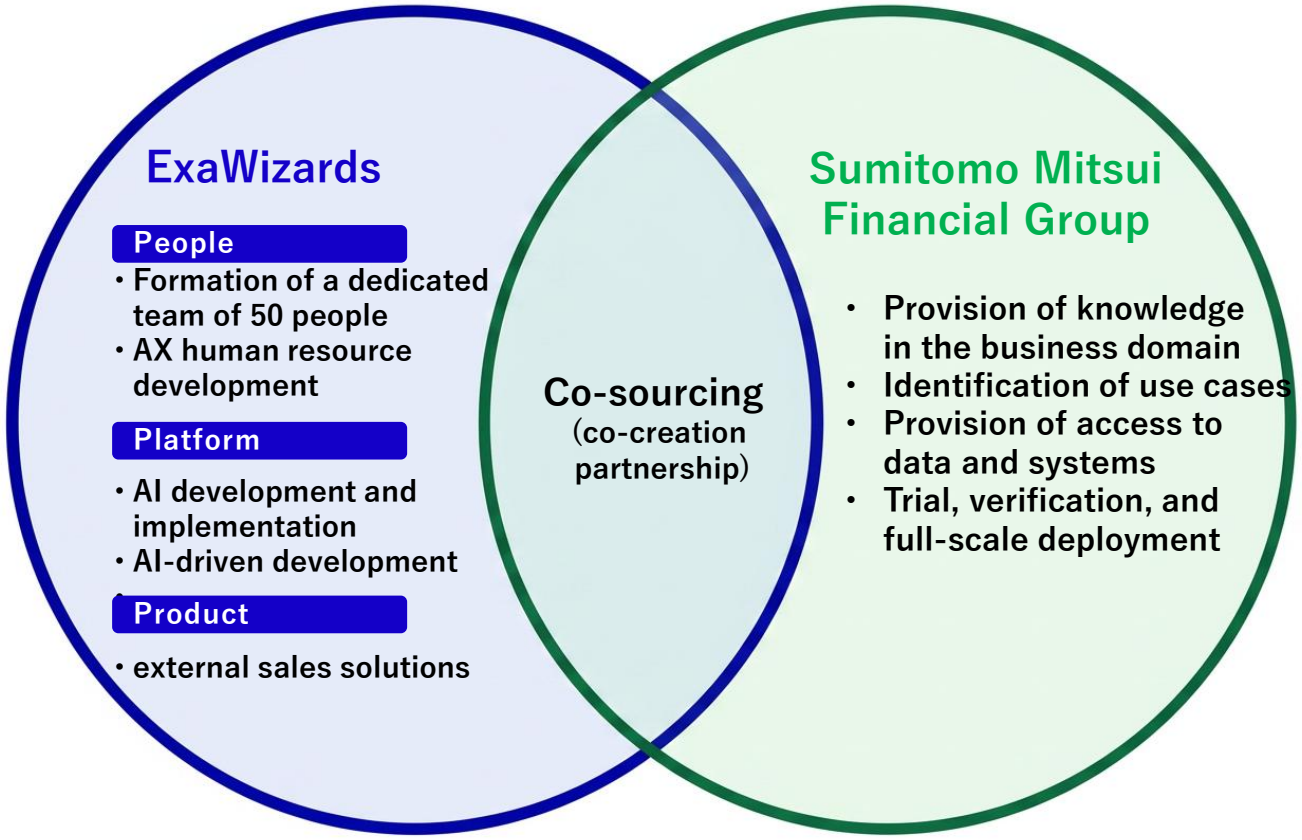
- Full-scope support for customers' own transformation and implementation
  - Provide end-to-end support from issue identification to BPR, AI development/implementation, and operational rule design
- Select and introduce the optimal AI technology for customers, not limited to our own products
- Horizontal expansion utilizing delivery partner network
  - Expand large companies' AX transformation cases to many other companies
- Support customer autonomy with AI-driven development
  - Redefine the SI market by transitioning from a man-month unit price business

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Specific Initiatives of 3P: Capital and Business Alliance with SMFG

Concluded a capital and business alliance agreement with Sumitomo Mitsui Financial Group. Accelerate the promotion of medium- to long-term AI utilization and DX centered on business transformation and product development utilizing AI.

Capital and business alliance as a co-creation partnership



Main Initiatives

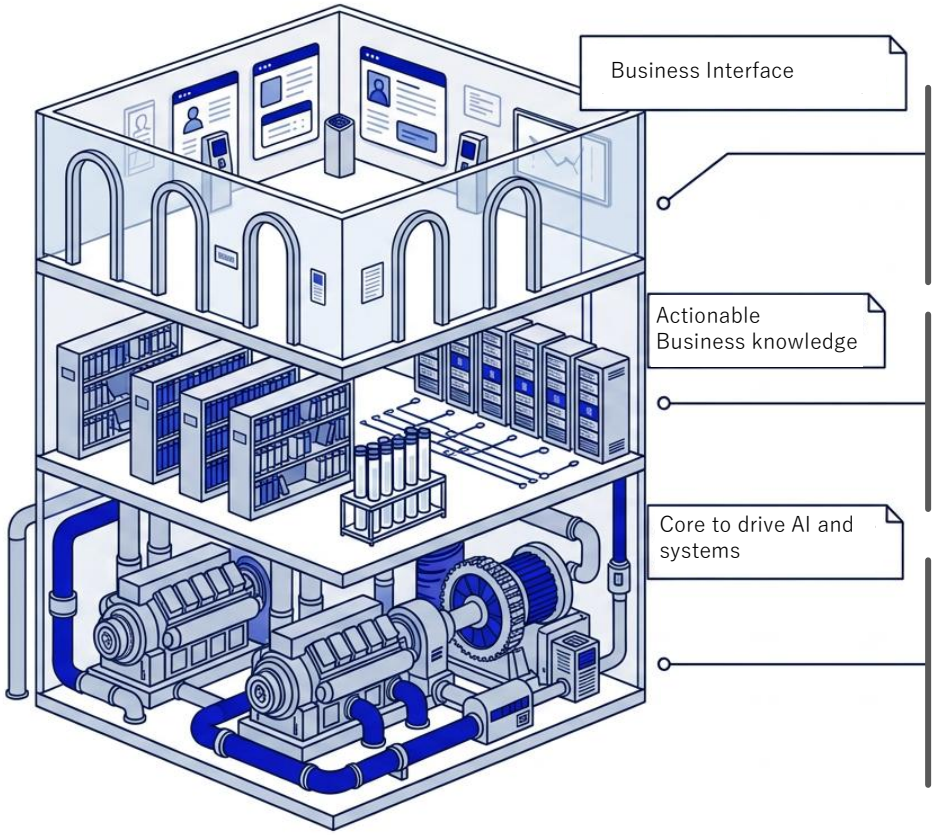
1. Business efficiency improvement and advancement through business transformation within SMBC Group
   - Process visualization and AI automation implementation in the back-office domain
   - Business transformation projects spanning multiple departments
   - Efficiency improvement of development lifecycle by AI-driven approach

2. Promotion of AX human resource development and creation of new businesses
   - Establishment of agile internal development system and improvement of literacy
   - Development of external sales solutions based on accumulated know-how

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Specific Initiatives of 3P: AI from Business Tool to OS

Established a unique positioning that enables “building and operating the business process itself with AI” through exaBase Studio. As a result, the applicable scope expands, leading to an expansion of TAM.



	Until now		Our unique approach w/ exaBase Studio
	Main Players		
Business Interface	Executed by humans	• Consulting firms • BPR	**Studios** Realize the flow of DX/AX from use case exploration to development on exaBase Studio
Actionable Business knowledge	Executed by humans	• Resident temporary staffing	**Template Application** Accumulate business know-how in a format "understandable by AI" using templates formalized from tacit knowledge
Core to drive AI and systems	Division of labor between SIer and AIer	• AI startups • Major SIers	**exaBase Studio Platform** exaBase Studio serves as the execution foundation for AI-driven management, stably operating multi-AI agents and RAG, etc.

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TAM Potential of ExaWizards Group

AI agents have the potential to cover not only the conventional AI/IT market but also the BPO/BPR market

Conventional Business Market

BPO(1) (Business Outsourcing)	5.7 trillion JPY
SI(2) (Contract Development)	8.7 trillion JPY
AI Systems(3)	4.2 trillion JPY
System Maintenance / Operation(4)	3.3 trillion JPY
BPR(5)	150 billion JPY

”AI is eating Software”

Expansion of the market reachable by ExaWizards Group

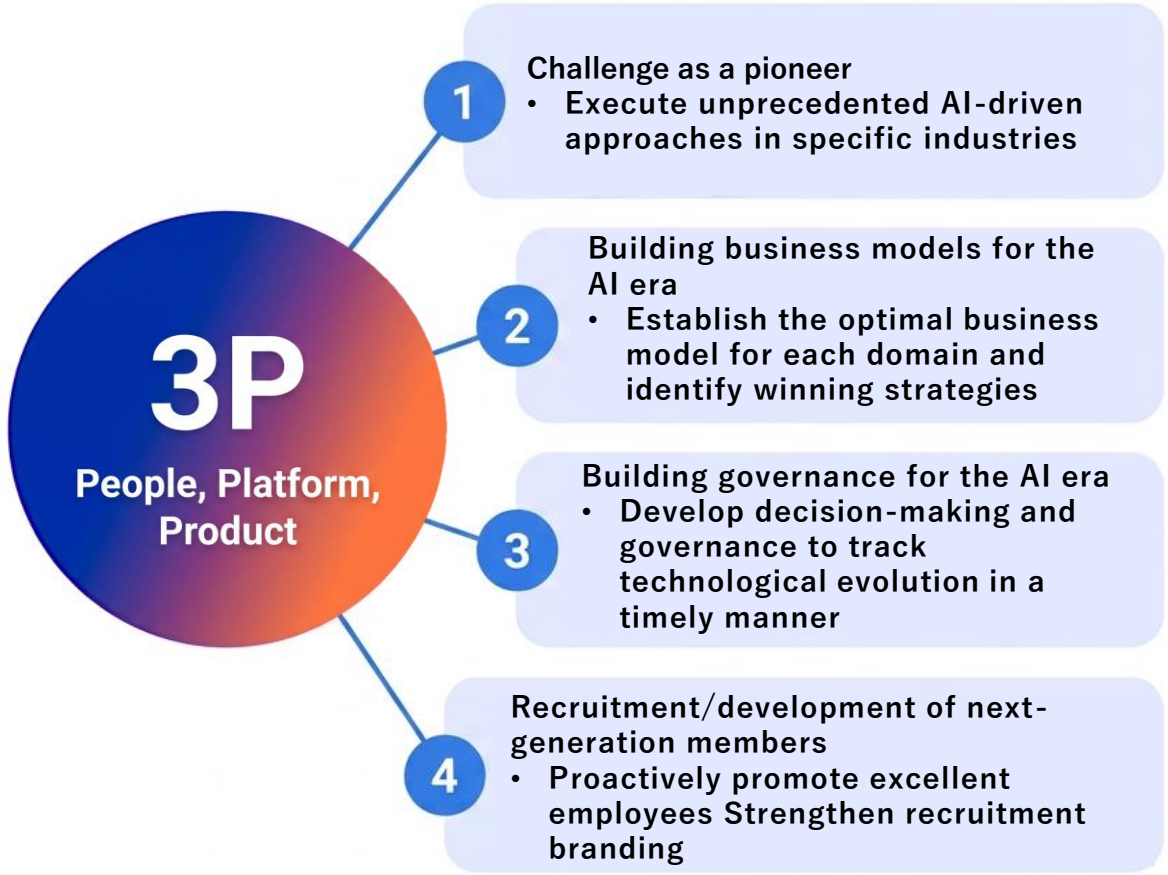
Temporary staffing and business outsourcing will also transition from humans to AI agents

* Trademark for "AI Agent Dispatch" has been acquire

(1) Yano Research Institute "Actual conditions and prospects of the 2025-2026 BPO (Business Process Outsourcing) market" (2) MIC "2021 Survey on Basic Telecommunications Industry" (3) IDC "Domestic AI System Market Forecast, 2024-2029“
(4) Yano Research Institute "Actual conditions and prospects of the 2026 managed services market" (5) https://www.imarcgroup.com/japan-business-process-management-market

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Establish highly agile strategic subsidiaries while fully utilizing the assets of the ExaWizards Group



Exa Frontier Edge

- Provide AI-driven “system development“ and “development platform”
- Redefine the SI market by transitioning from per-person monthly rate business model

ExaMD

- Starting this fiscal year, products in the nursing care domain are also integrated, and business operations begin as a healthcare-specialized subsidiary handling the medical and nursing care domains single-handedly.

… and more

- Plan to establish various corporate entities depending on purposes, such as strategic independence of new product businesses, strategic bases in priority regions, and research institutions.

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4 points to focus on for the future growth of ExaWizards Group

01 Business portfolio suited for the AI agent era	• Broad product lineup • Possible to embed AI agents into business processes through exaBase Studio • Hands-on support for embedding AI / AI agents into operations • AI Solution Services capable of meeting a wide range of AI needs, from company-wide transformation of large enterprises to the FDE *1 • AX human resource development to increase employees who can fully utilize AI
02 Transformation and service quality improvement through AI-driven management	• Our own company serves as a testing ground for AI agents • AI / AI agents that have produced results internally are sequentially released as AI products
03 Strong partnerships	• In addition to NTT DOCOMO Business, formed a capital and business alliance with SMFG • Further promote collaboration with leading companies in the industry • Expanding delivery partnerships, including with the Dirbato Group • Business growth as ExaWizards Group through M&A
04 Expanding TAM potential year	• The target market for our business is expanding just from what is currently visible • “AI is eating Software” • Expand business as a challenger facing the further expanding AI products / services, rather than competing as a conventional SaaS

*Note: *1 FDE: Abbreviation for Forward Deployed Engineer. Engineers who deeply integrate into the frontline to provide end-to-end support from requirements definition to implementation, operation, and establishment when introducing AI and complex systems to customer sites.*

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04.

Forecasts on FY2027/3

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Principles

01

Strengthen strategic investment / M&A

Strengthen strategic investment / M&A to respond to the speed of the AI industry

02

Commitment to growth

On the other hand, committed to the growth of net sales / operating income

03

Enhancement of shareholder returns

Enhance shareholder returns & transition to the Prime Market

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Execute proactive strategic investments in areas that accelerate group synergy

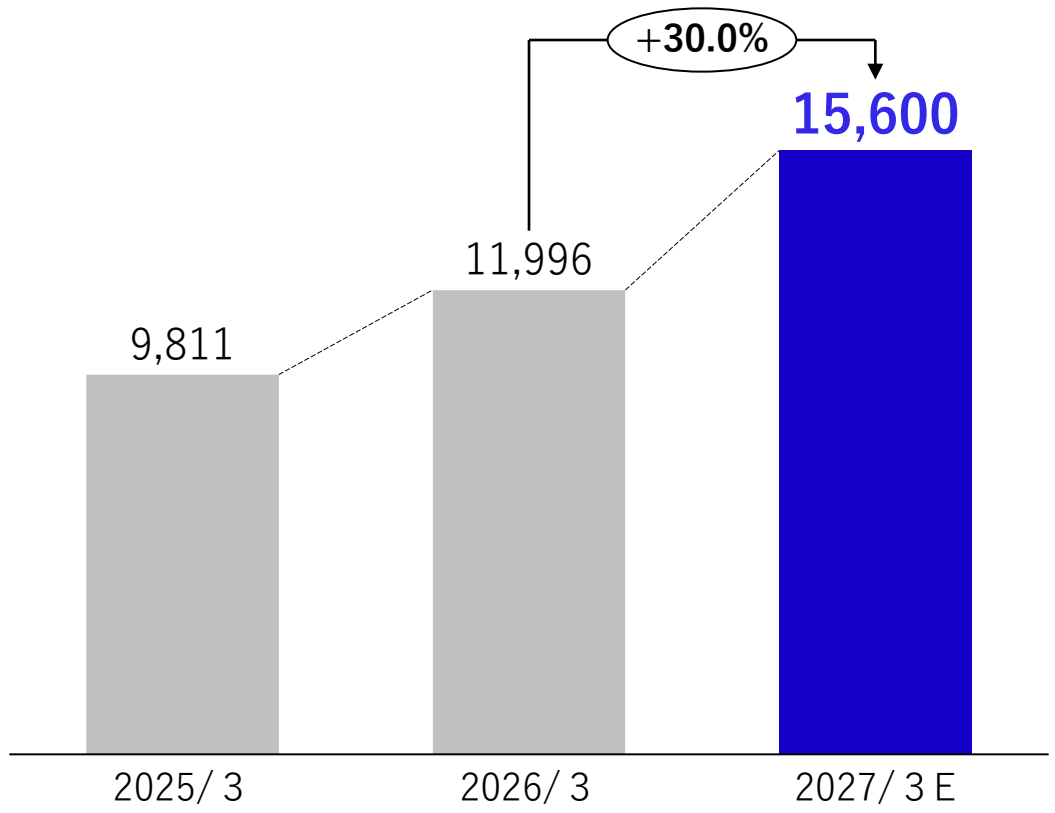
ExaWizards Group Synergy Strategy: 3P × Frontier



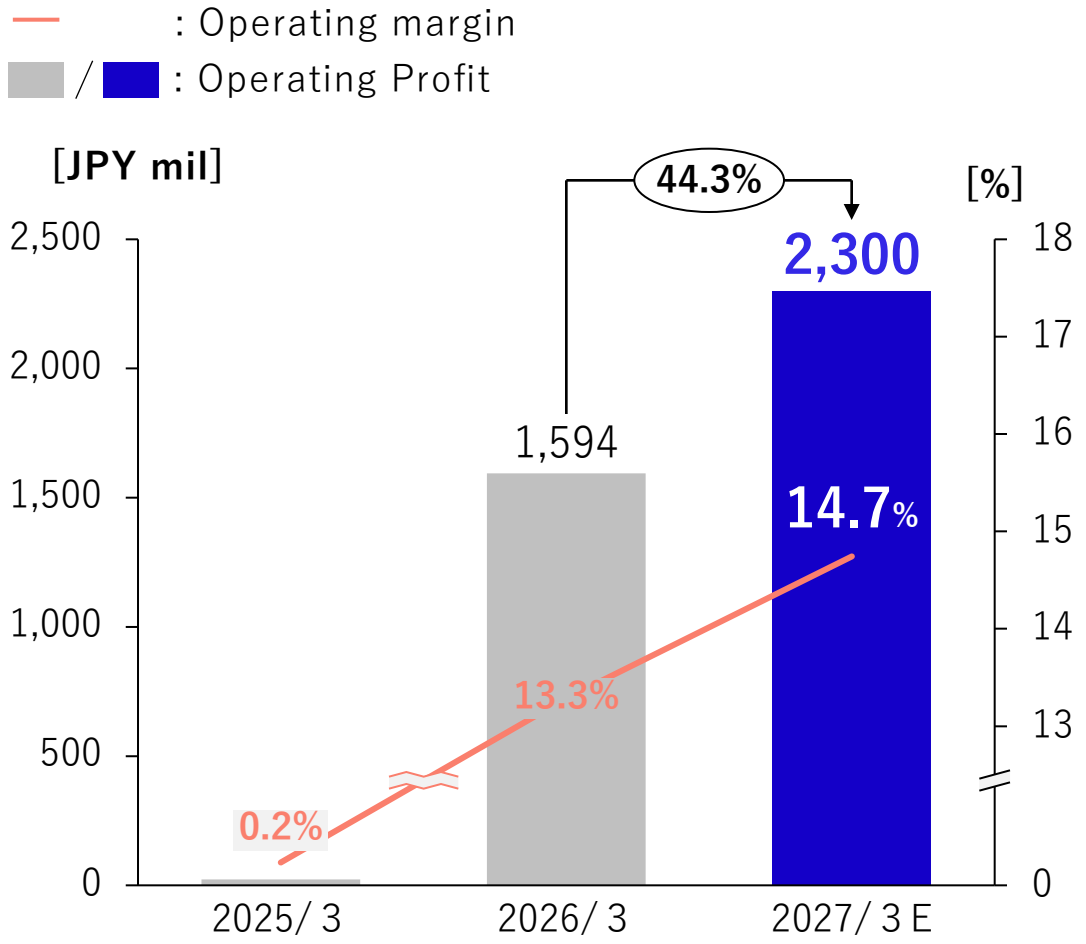
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Expect that Net Sales 15,600million yen(+30% YoY), OP 2,300 million yen(+44.3% YoY)

Net Sales (JPY mil)



Operating Profit (JPY mil)/Operating Margin(%)



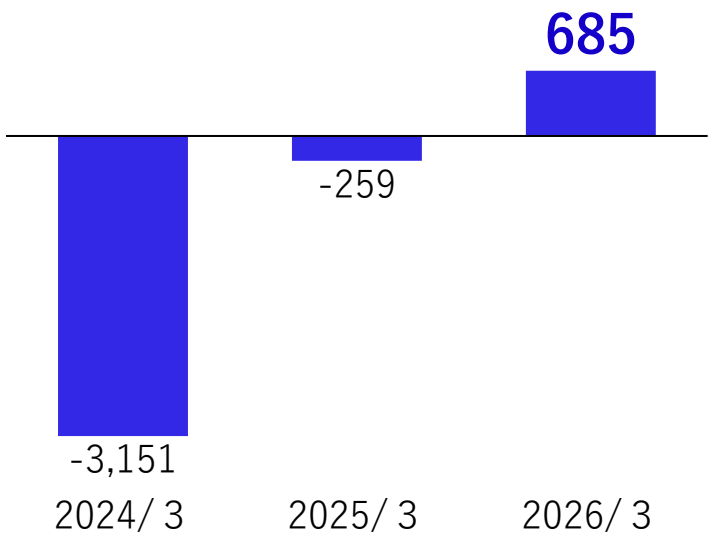
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Shareholder Returns

With FCF turning positive, we are entering a new phase of shareholder returns, including dividends from FY2027/3, while continuing to prioritize growth investment.

Trend of Free Cash Flow *1

(JPY mil)



*Note: *1 Sum of cash flow from operating activities and cash flow from investing activities*

Dividend Policy

Investment Policy for Business Growth

- Cash flows will be allocated preferentially to investments that contribute to the medium- to long-term enhancement of corporate value.

Dividend Policy

- In line with our improved cash flow generation capabilities, we will begin returning profits to shareholders to the extent that it does not hinder growth investments.
- Implement stable and continuous shareholder returns aimed at facilitating portfolio inclusion by institutional investors and promoting long-term holding by individual investors.

Dividend Forecast(FY2027/3)

- Interim dividend: -
- Year-end dividend: 5.00 yen

In addition to dividends, official preparations for the Tokyo Stock Exchange Prime Market, Japan's top-tier market for listed companies, have begun with a view to incorporating a more diverse range of investors.

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05.

Appendix

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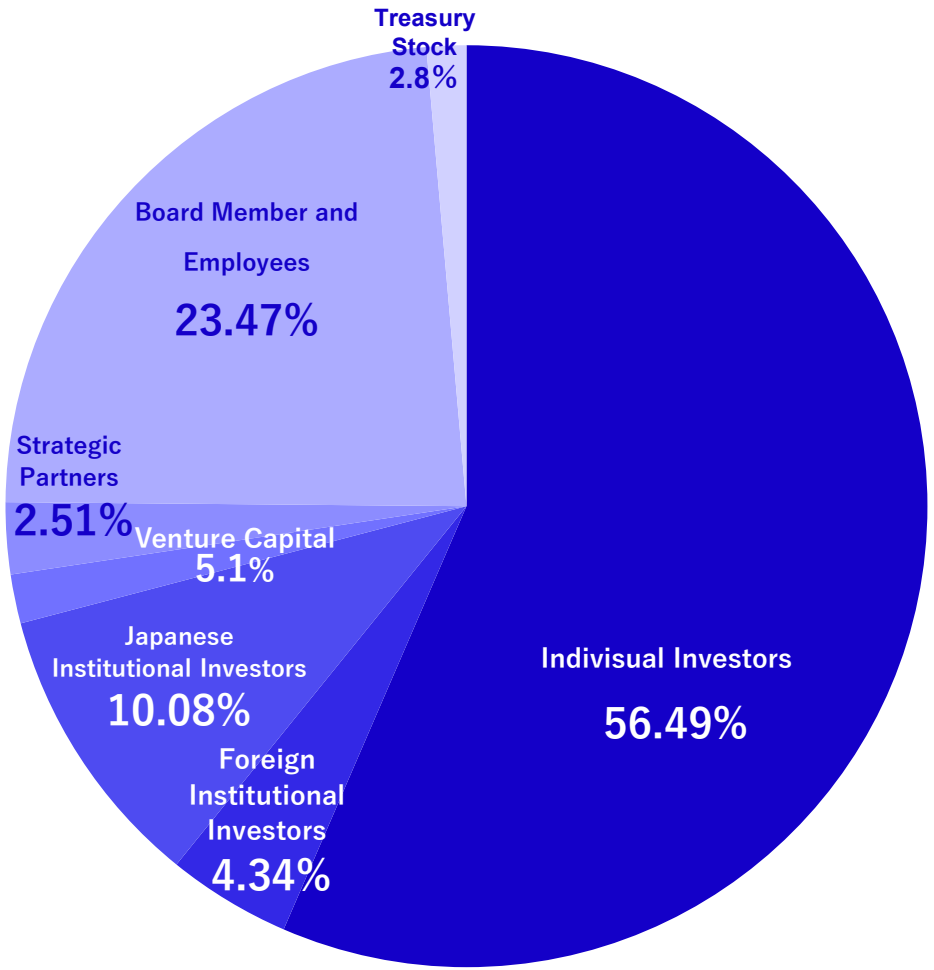
Company Overview



Company Name	ExaWizards Inc.
Address	5F, Sumitomo Fudosan Mita First Building, 4-2-8 Shibaura, Minato-ku, Tokyo 108-0023
Other Offices	Hamamatsu, Nagoya, Osaka, Fukuoka
Founded	February 2016
Capital	2.4 billion yen (March 31, 2026)
Number of Employees	624 (Consolidated basis, full-time employee, As of March 31, 2026)
Business	Development of AI-enabled services for industrial innovation and social problems solutions
Board Members	Representative Director & President : Makoto Haruta Managing Director : Takuma Oue Director : Yutaka Sakane Outside Director : Naoko Munakata Outside Director : Manabu Sato Outside Director : Hiroaki Sugita Outside Director : Masayuki Watanabe Full-time Outside Company Auditor : Shigeru Tsuru Outside Company Auditor : Masaru Iida Outside Company Auditor : Yuko Atsumi

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Shareholder Composition (As of March 31, 2026)



Total Number of Shares Authorized to be Issued by the Company	301,232,000
Total Number of Shares Issued	87,156,500
Number of Shareholders	40,504

Shareholder *1	Number of shares held (thousand)	Shareholding ratio (%) *2
Makoto Haruta*3	15,757	18.07%
Yutaka Sakane	3,776	4.33%
The Master Trust Bank of Japan, Ltd. (trust account)	3,254	3.73%
Toshikazu Furuya	3,215	3.68%
Custody Bank of Japan, Ltd. (trust account)	2,946	3.38%
Ueda Yagi Tanshi Co., Ltd.	2,000	2.29%
D4V Fund I Investment Limited Partnership	1,500	1.72%

*Notes *1 For reference: The Company held 1,210 thousand shares of treasury stock as of March 31, 2026*
**2 Percentage of shares held to total number of shares issued (excluding treasury stock) ESOP trust shares (564 thousand shares) are not included in treasury stock.*
**3 Mr. Haruta's total shares held is add up of his own shares (1,572shares、ratio1.80%), betaCatalyst Inc.(8,185shares, ratio9.39%), RH Corporation(3,000shares, ratio3.44％), KH Corporation(3,000shares, ratio3.44％). Total shareholding ratio has been recalculated.*

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FY2026/3 | Consolidated Balance Sheet

(JPY mil)	FY2024/3	FY2025/3	FY2026/3
Current assets	**5,518**	**5,229**	**6,812**
Cash and deposits	3,489	3,008	3,979
Accounts receivable - trade and contract assets	1,851	1,870	2,355
Other	178	349	477
Non-current assets	**4,413**	**1,795**	**2,621**
Property, plant and equipment	320	10	122
Intangible assets	3,544	1,406	1,895
Goodwill	894	56	4
Customer-related assets	1,746	1,030	939
Software	903	319	951
Investments and other assets	548	377	606
Assets	**9,931**	**7,024**	**9,436**

(JPY mil)	FY2024/3	FY2025/3	FY2026/3
Current liabilities	**1,806**	**2,065**	**2,606**
Current portion of long-term borrowings	300	600	360
Account payable – other	660	350	775
Accrued expenses	460	432	451
Other	385	682	1,018
Non-current liabilities	**3,141**	**2,419**	**2,079**
Long-term borrowings*	2,550	1,950	1,875
Other	591	469	204
Net assets	**4,983**	**2,539**	**4,750**
Share capital	2,401	2,440	2,491
Capital surplus	4,555	4,588	4,638
Retained earnings	(860)	(3,437)	(1,904)
Treasury stock	(1,203)	(1,182)	(685)
Other	91	129	210
Liabilities and Net Assets	**9,931**	**7,024**	**9,436**

*Note * It was procured at fixed interest rates, minimizing the impact of market interest rate fluctuations.*

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Summary of IR / SR / PR Activities for FY2026/3

Basic Policy of IR Activities

1 Ensuring shareholder rights and equality

Continuously implement consideration for minority shareholders and improvement of the environment for exercising voting rights

2 Collaboration with stakeholders

Collaborate not only with our shareholders but any stakeholders who are related to our business and mission

3 Appropriate information disclosure and transparency

Proactively disseminate financial and non-financial information and fulfill accountability

4 Active dialogue with shareholders and investors

CEO and CFO engage in direct dialogue, and utilize analysis and opinions to improve corporate value

IR Promotion Structure

Board of Directors
↓
Representative Director & President CEO
↓
Group Executive Officer and CFO
↓
PR/IR Group
(PR: 2 members / IR: 1 member)
↓
Departments, Divisions or Teams of ExaWizards

Activities Report of FY2026/3

Number of meetings with institutional investors
154 cases
April 2025 to March 2026
(including small/large MTGs)

Of which, overseas investors
20 cases
Direct meetings with overseas institutional investors

Press releases
139 cases
Information dissemination through timely disclosure and PR activities

Briefings for individual investors
1 time
Held in December 2025

Issued Report

Title	Issued Date
Integrated Report 2025	Oct 10, 2025
Sponsored Report (by Storm Research)	Every Quarter

AI Used Cases in IR / SR / PR Activities

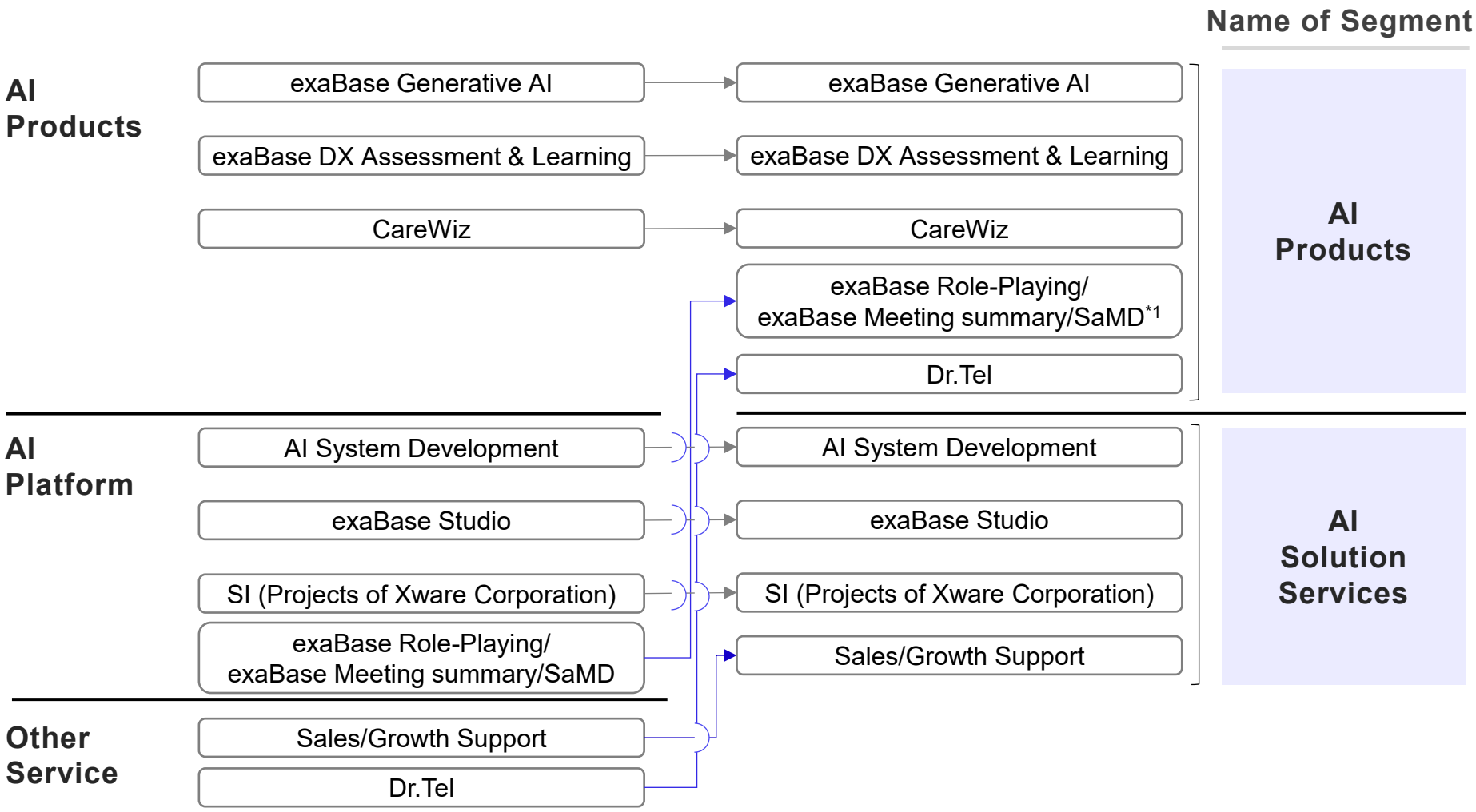
Press Release Draft Creator	Automated Minutes by AI (IR Assistant)
SNS Automate Posting AI	Investor Meetings Analysis (IR Assistant)
Presentation Slide Maker	Financial Presentation by AI

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Segment Restructuring from Q1 to Accelerate AI Products Business Growth

Purpose of change

To further accelerate the AI Products Business, consolidated operations that deeply engage with customer sites to explore their needs



Note: *1 Projects which are not been products from ExaMD are included in AI Solution Services Business.

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