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 Securities code: 4414
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Matters Expected to Attract Strong Interest Financial Results for the First Quarter of the Fiscal Year Ending March 2027

We have outlined below matters that we expect will be of high interest to investors regarding our results for the first quarter of the fiscal year ending March 2027.

Q1. Results for the Fiscal Year Ending March 2027 Q1 and Outlook from Q2 Onward

A1. Achieved record-high Q1 net sales (Earnings presentation materials p. 6, 8)

Net sales for 1Q of the fiscal year ending March 2027 reached a record-high 2,221 million yen (up 22.8% year on year), as AI total services—combining data coordination, ID integration, and data integration platform development—led to broadly expanded transactions with existing customers. We are actively investing in human resources, AI utilization, and the ID package business, among others, to drive sustainable future growth. On the other hand, prioritizing quality and progress management on certain ongoing projects meant some of them did not lead to additional follow-on orders. We expect this to resolve from 2Q onward, and with public-sector project bids and awards scheduled from July, we anticipate business expansion.

Regarding profitability, temporary resource additions on certain projects caused the gross profit margin to decline by 2.4pts and the operating profit margin to decline by 3.6pts, both year on year.

(1st Quarter, Fiscal Year Ending March 2027) Results Trends

AI total services combining data coordination, ID integration, and data integration platforms led to broadly expanded transactions with existing customers, resulting in record-high 1Q net sales of 2,221 million yen (up 22.8% year on year). Due to temporary resource additions on certain projects, the gross profit margin declined to 42.5% (down 2.4pt year on year), with gross profit of 943 million yen (up 16.1% year on year).



(1st Quarter, Fiscal Year Ending March 2027) Results Trends

Due to the decline in gross profit margin, operating income was 64 million yen (down 45.3% year on year), and net income was 37 million yen (down 47.3% year on year).

