FY2026/2
Financial Update

OPEN Group, Inc.
（TSE PRIME MARKET：6572）

Apr 14, 2026

#1

FY2026/2 Financial Overview

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FY2026/2 Financial Overview

The Intelligent Automation Segment and the Ad Automation Segment delivered firm results, and achieved increases in revenue, operating profit, ordinary profit, and profit attributable to owners of parent YoY. We achieved a record high in profits.

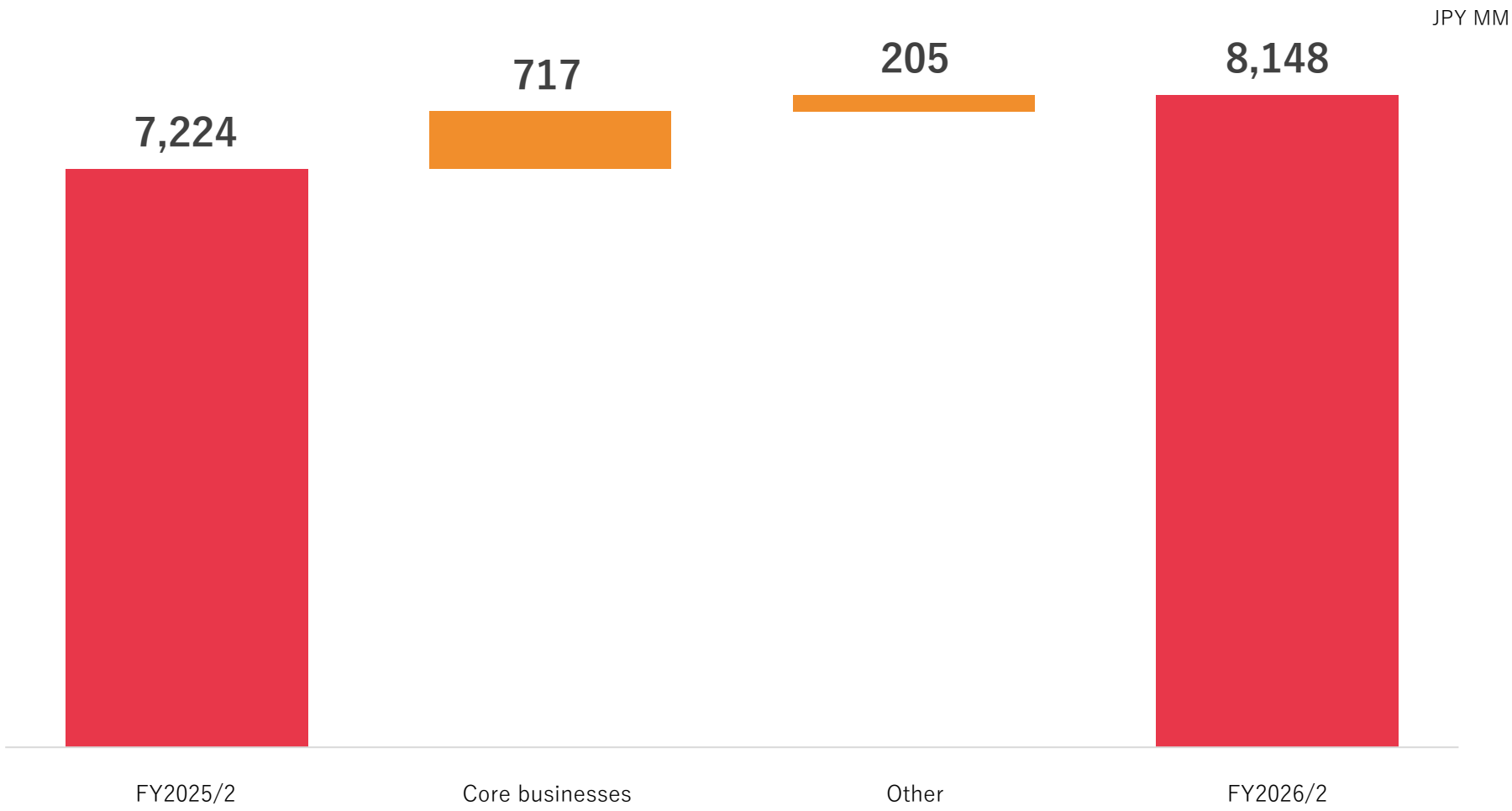
JPY MM

	FY2025/2	FY2026/2	YoY
Revenue	7,224	8,148	+12.8%
Operating Profit	653	1,004	+53.7%
Ordinary profit	234	949	+304.4%
Profit attributable to owners of parent	435	639	+46.8%

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Factors Behind YoY Change in Consolidated Revenue

The Intelligent Automation Segment and the Ad Automation Segment, which are core businesses, delivered firm results and achieved increases in revenue. Revenue also increased in Other due to the contribution of companies which entered the Group.

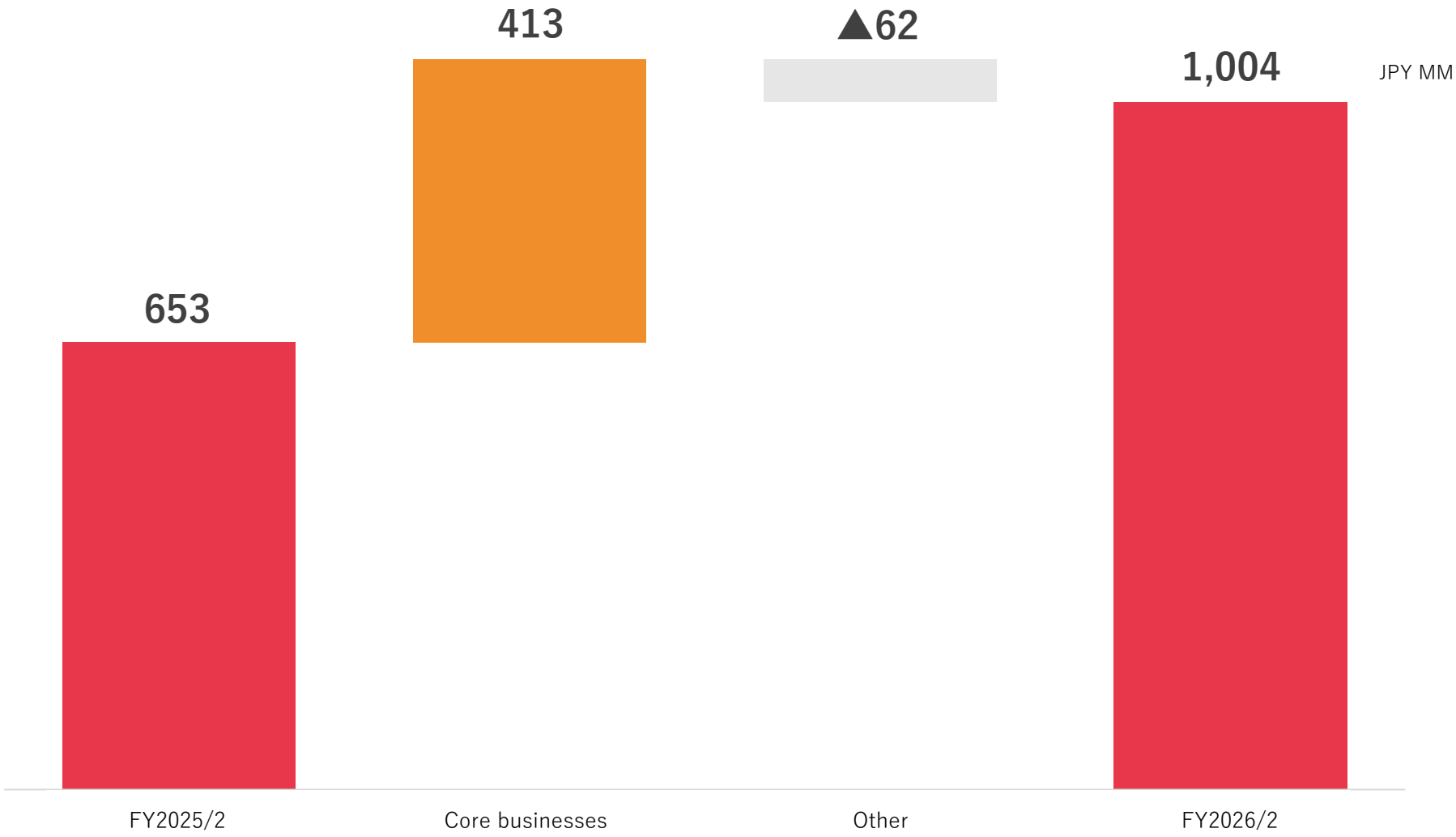


*Core business and other sales figures are based on management accounting.

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Factors Behind YoY Change in Consolidated Operating Profit

The Intelligent Automation Segment and the Ad Automation Segment, which are core businesses, achieved significantly increased operating profit.



*The operating profit figures of core businesses and other are based on management accounting.

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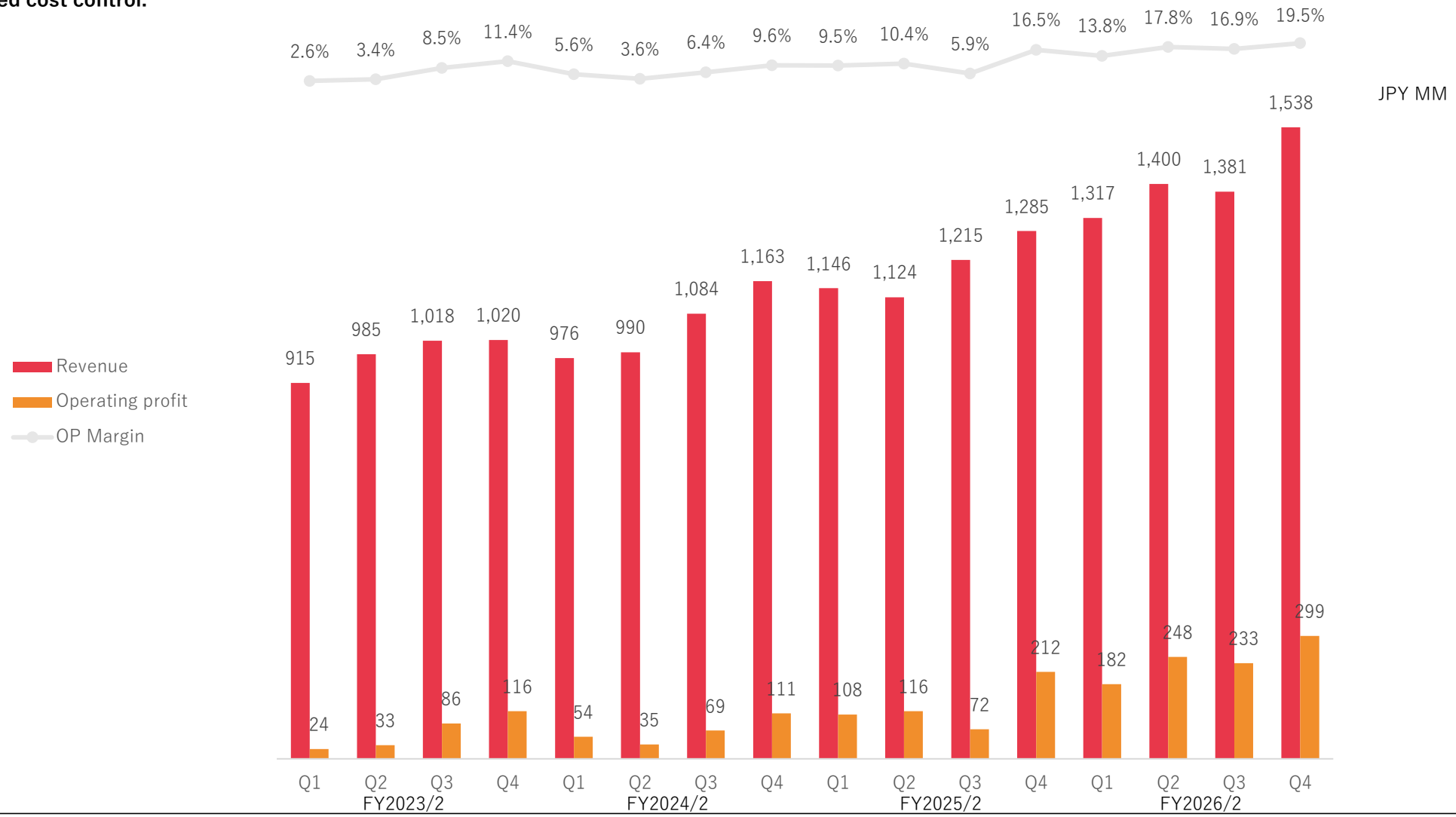
#2

Overview of the Intelligent Automation Segment

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Intelligent Automation Highlight

Revenue of both BizRobo! and RoboRobo was firm as the number of companies that have adopted them increased steadily. BizRobo! and RoboRobo delivered increases in both revenue and profit. Upfront investments, mainly for RoboRobo's product development, continued, but profit margins improved due to an increase in recurring revenue and strengthened cost control.

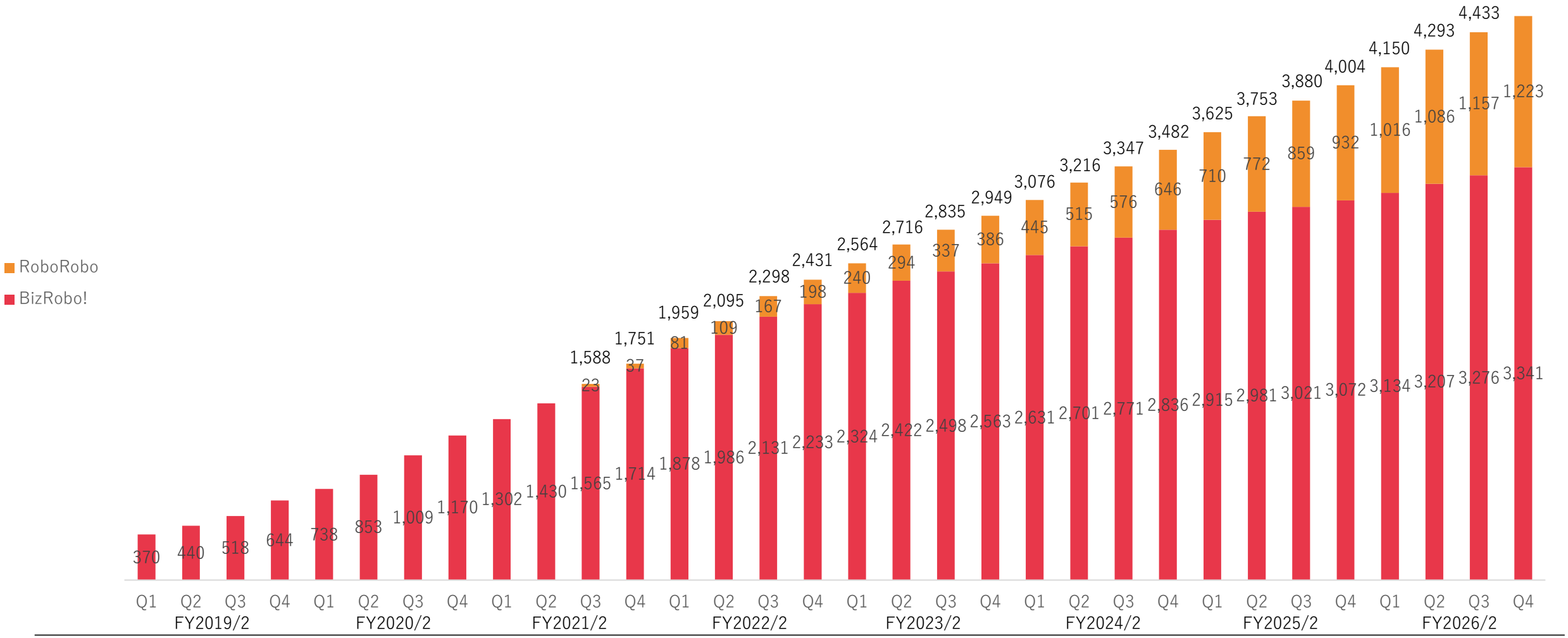


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Intelligent Automation Highlight：Number of Customers

The total number of companies that have adopted BizRobo! and RoboRobo has continued to steadily expand this quarter.
The churn rate for BizRobo! remains low at 0.89%.

4,564

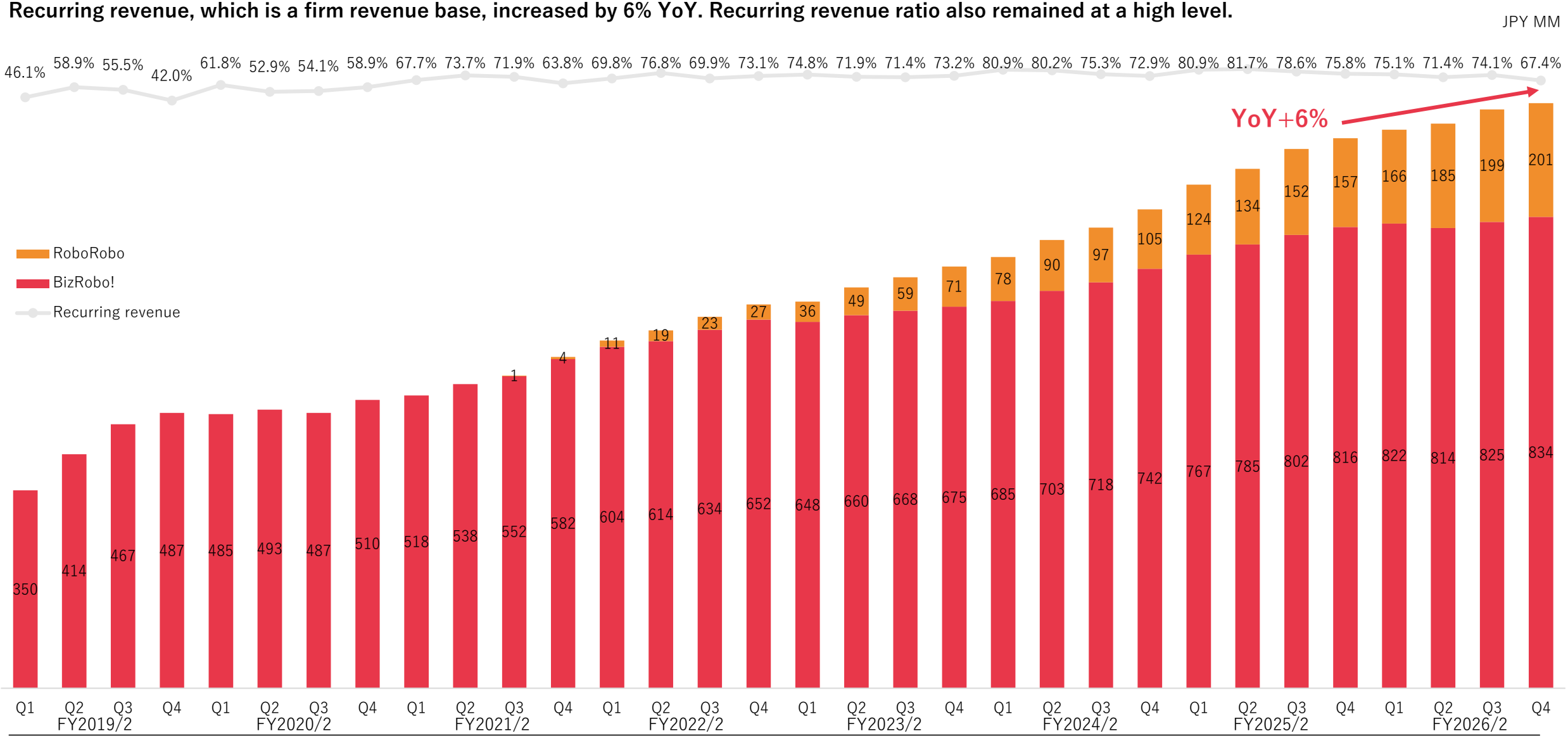


* For BizRobo!, the total number of companies that have adopted BizRobo! Basic, BizRobo! Lite and BizRobo! mini

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Intelligent Automation Highlight： Recurring revenue

Recurring revenue, which is a firm revenue base, increased by 6% YoY. Recurring revenue ratio also remained at a high level.



* For BizRobo!, the total amount of recurring revenue from BizRobo! Basic, BizRobo! Lite and BizRobo! mini

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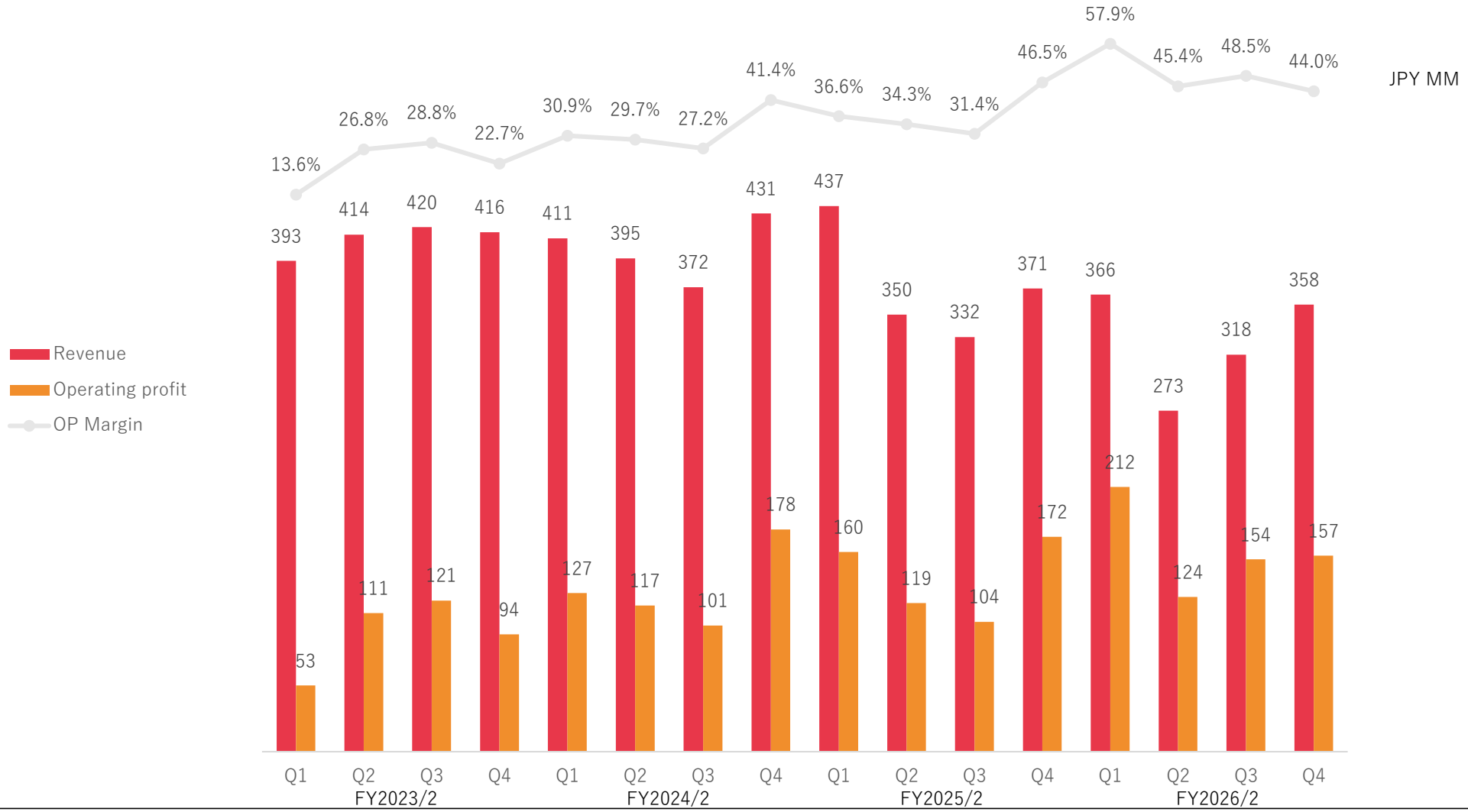
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Overview of the Ad Automation Segment

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Ad Automation Highlight

There was an impact of a decline in revenue due to progress made in the business reorganization of projects that had increased the volatility of business performance. However, profit margins improved and profit increased YoY as a result of continuing smooth progress in efforts to expand the handling share of our mainstay CPA advertising business, in conjunction with improved fee rates and strengthened cost control.



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#4

FY2027/2 Earnings Forecasts

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FY2027/2 Consolidated Earnings Forecast

In addition to the stable growth of existing businesses, we anticipate a 20.3% increase in revenue YoY, driven by the growth in new businesses. By incorporating an aggressive investment plan in AI and new businesses, operating profit is forecast to increase by 9.5% YoY. Amid rapid changes in the business and competitive environment due to advancements in AI, we plan to make bold investments in FY2027/2 as a foundation for accelerated profit growth in the future.

JPY MM

	FY2026/2	FY2027/2	YoY
Revenue	8,148	9,800	+20.3%
Operating profit	1,004	1,100	+9.5%
Ordinary profit	949	1,080	+13.8%
Profit attributable to owners of parent	639	650	+1.7%

【Dividend Forecasts】 We aim for total shareholder returns of 40% or higher of adjusted operating profit after income taxes.

JPY

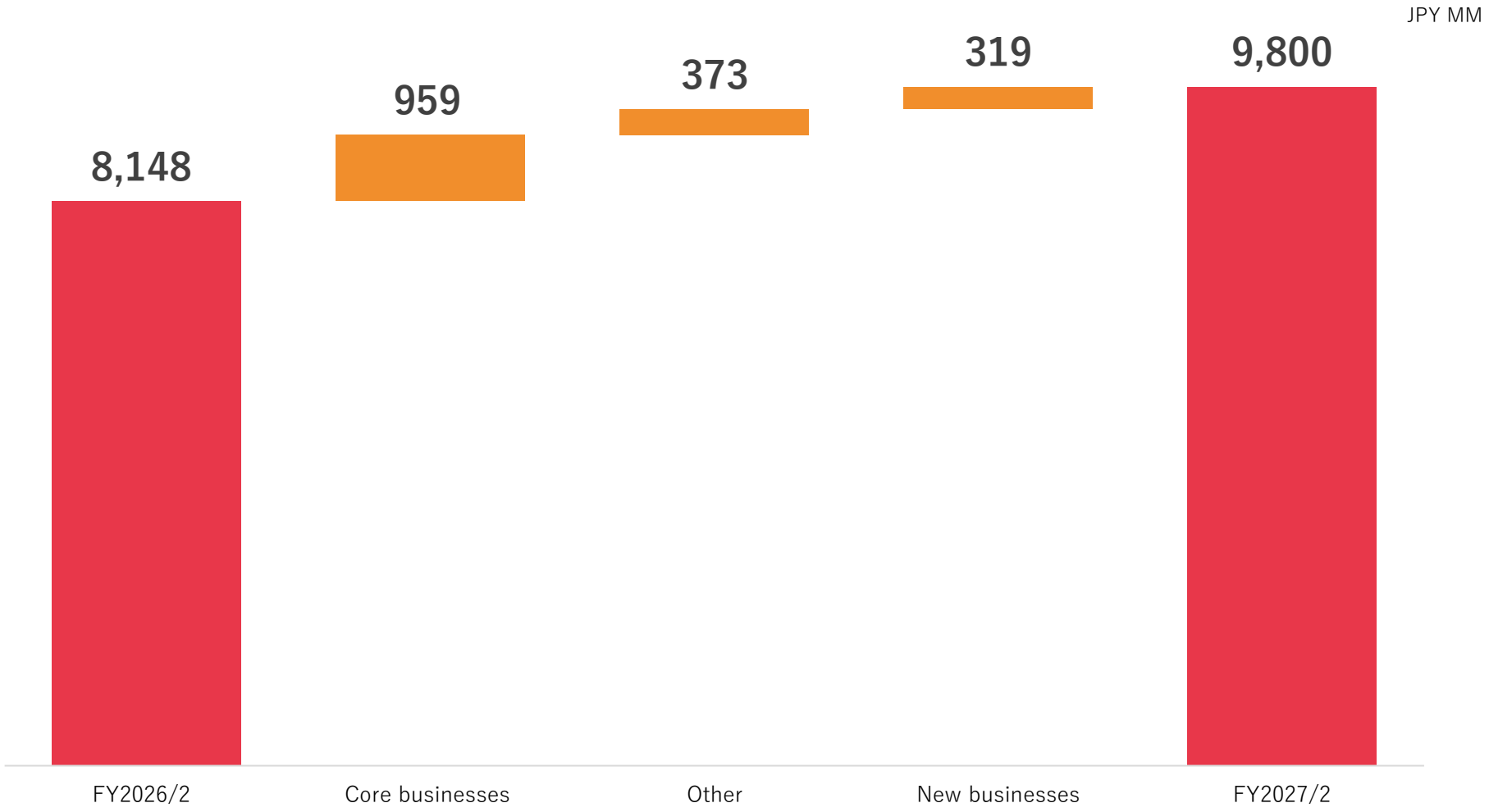
Dividend per Share	4.90	6.50	–

*Based on after-tax operating profit, adjustments are made to exclude profits and losses arising from new business development for which earnings are highly volatile (currently, including the new businesses of Payroll Automation, Medical Automation, and RoboRobo).

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Factors Behind YoY Change in Consolidated Revenue Forecast

Revenue will increase by 20.3% YoY due to the improvement in profitability of new businesses, in addition to the stable growth of the Intelligent Automation Segment and the Ad Automation Segment, which are the core businesses.

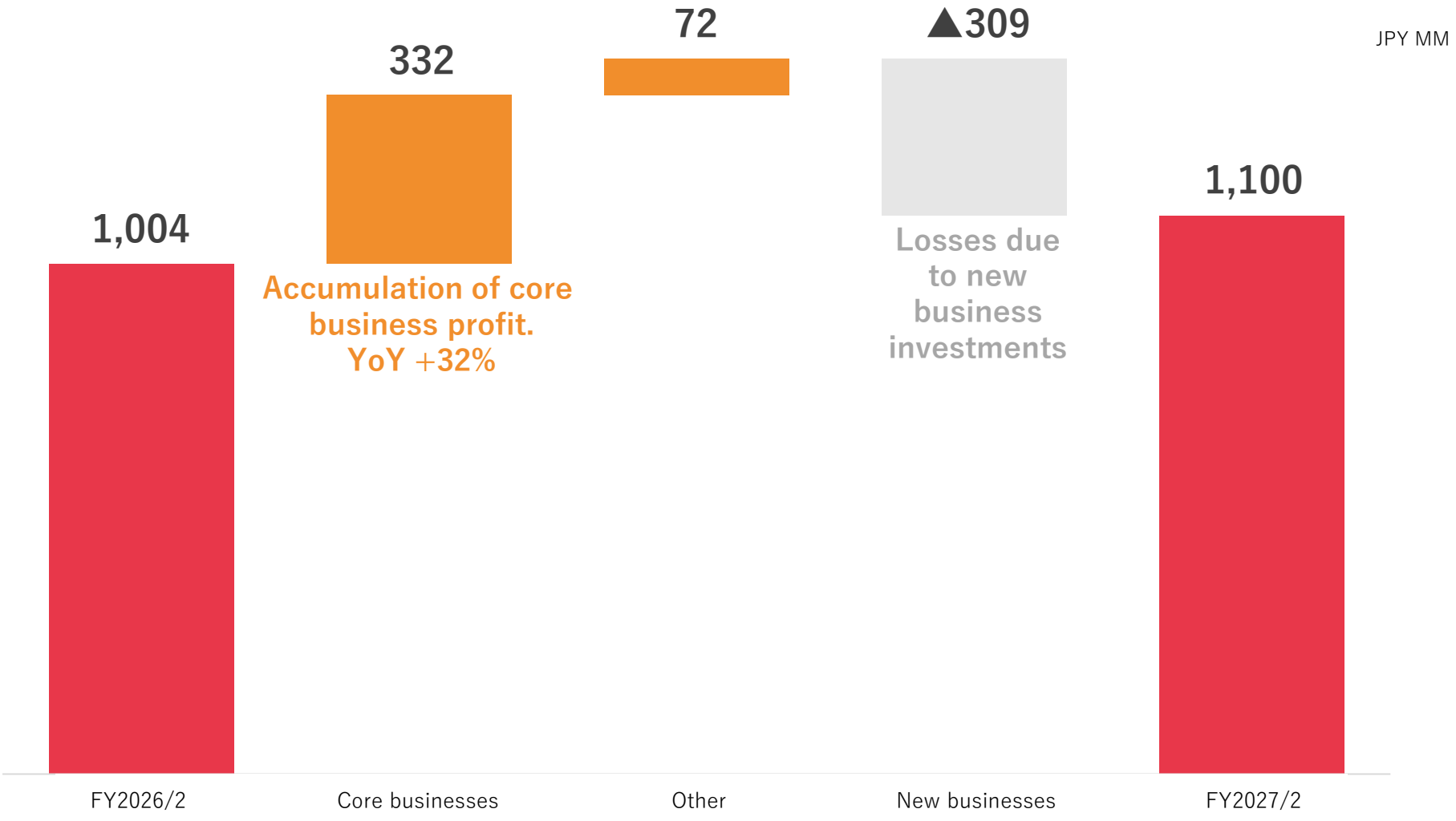


*Core business, new businesses, and other sales figures are based on management accounting.

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Factors Behind YoY Change in Consolidated Operating Profit Forecast

The Intelligent Automation Segment and Ad Automation Segment, which are the core businesses, are expected to achieve significant profit increases through revenue enhancement strategies while maintaining profit margins. Core business profit, a key indicator, is anticipated to continue to grow sustainably. For new businesses, we aim for early profitability through aggressive investment, with the goal of integrating these profits into our core business profits.



*The operating profit figures of core businesses, new businesses, and other are based on management accounting.

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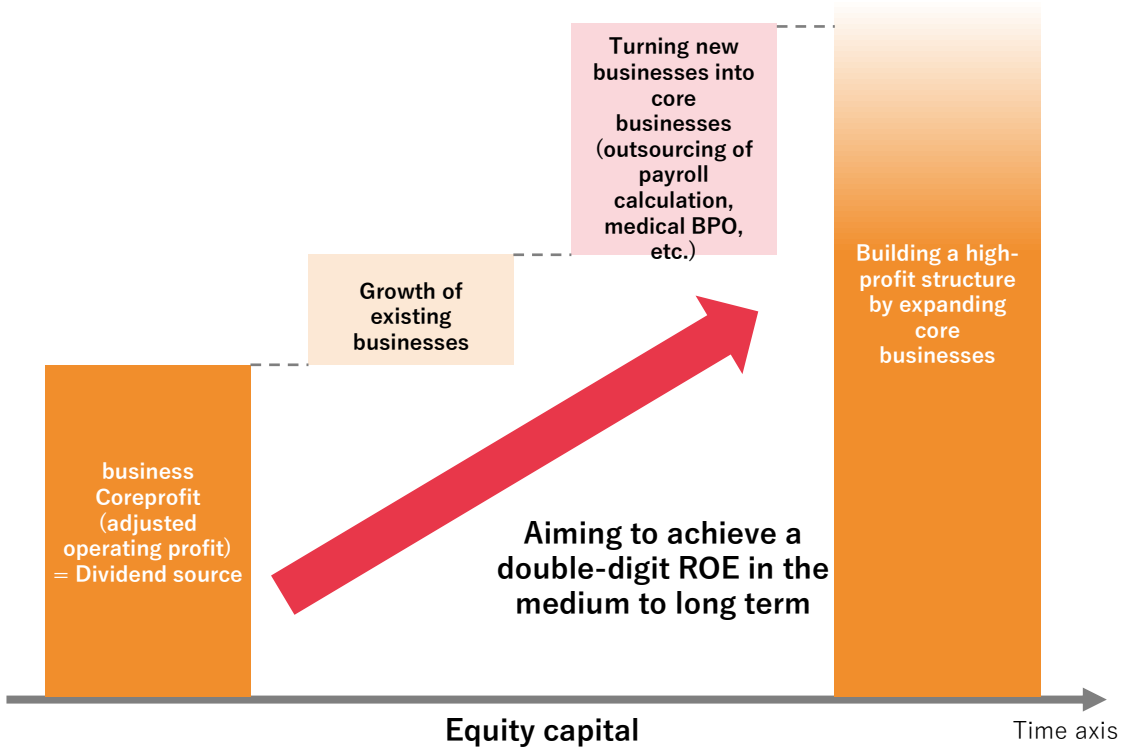
Achieving Growth While Delivering Returns

Our dividend policy

(Announced in October 2024)

We set the dividend payout ratio at 40% of core business profits and plan to expand dividends in line with future improvements in performance. By FY2028/2, we plan to introduce a DOE (Dividend on Equity) of approximately 3% as an indicator

Our strategy is to maximize core business profit by integrating new businesses that have reached the point of monetization and acquired companies that have developed a structure capable of generating stable profits into our core business while advancing the accumulation of core business profit through the growth of core businesses centered around BizRobo!, RoboRobo, and PRESCO.



*Based on after-tax operating profit, adjustments are made to exclude profits and losses arising from new business development for which earnings are highly volatile (currently, including the new businesses of Payroll Automation, Medical Automation, and RoboRobo).

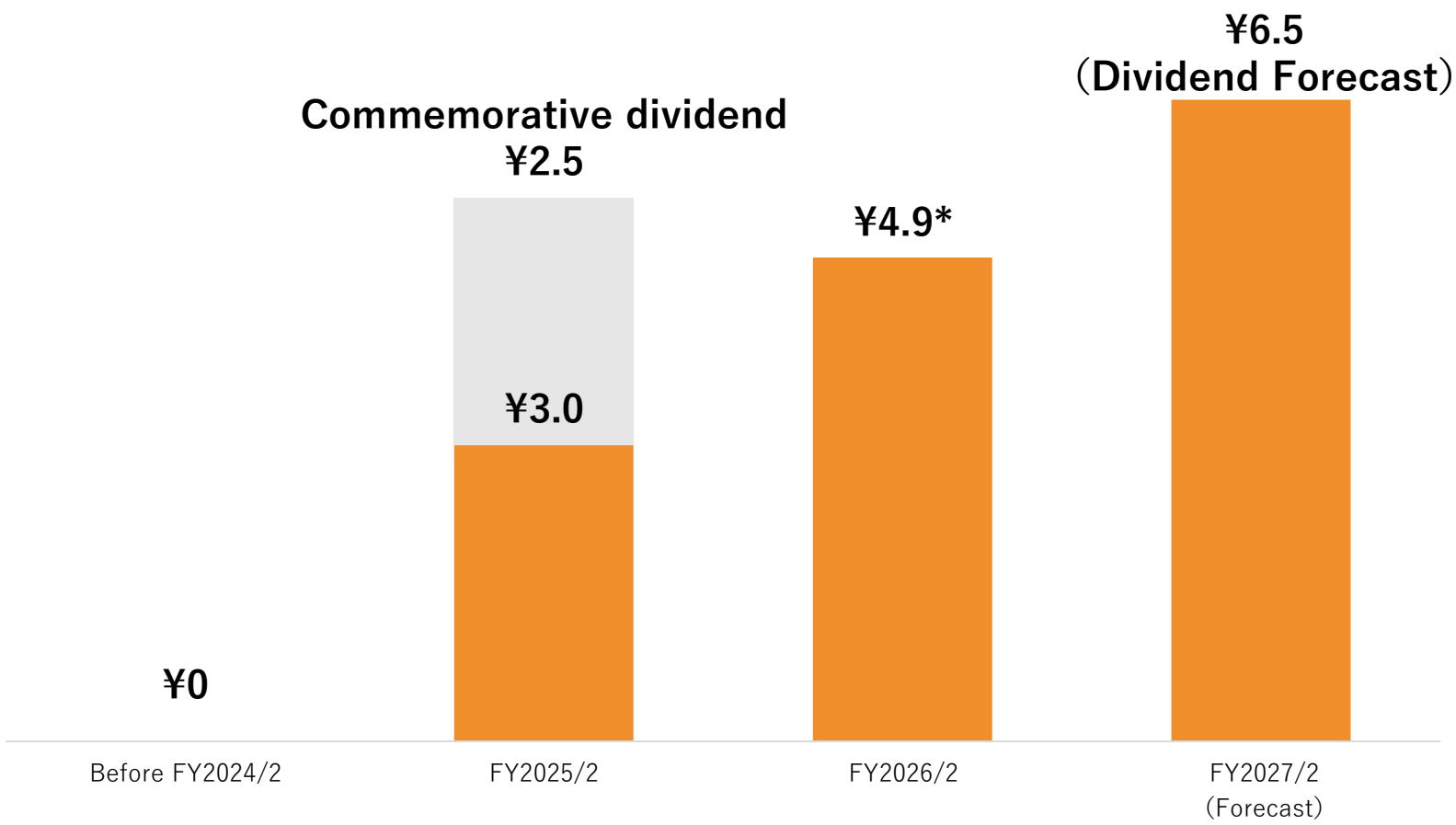
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Continuously Strengthening Shareholder Returns

For FY2026/2, we plan to pay a dividend of ¥4.9 per share, revised up from the announced forecast (¥4.5 per share), based on a payout ratio of 40% of core business profit, which is our basic policy. Investments for the aforementioned new businesses are excluded from the calculation of core business profit and do not affect the dividend amount. For FY2027/2, we plan to pay a dividend of ¥6 per share, and we expect to achieve the target of a DOE of 3% ahead of schedule.

＜Dividend trends and growth image＞

Expect to achieve a DOE of 3% (target) ahead of schedule



*Subject to approval at the ordinary general meeting of shareholders for FY2026/2.

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Our growth-oriented capital policy, and capital allocation policy and progress

In FY2026/2, we carried out investments and M&A to strengthen existing businesses and conducted M&A in new business domains, all aimed at achieving the capital policy formulated in October 2024. Progress has been significant with steadily accumulating core business profits. We anticipate achieving the target of a DOE of 3% ahead of schedule. We aim to further accelerate our initiatives for growth in FY2027/2 and achieve an ROE in the double digits as early as possible.

Resource	Allocation
Expected operating CF for next 3 years of ¥3 to ¥5 billion	M&A to strengthen existing businesses(1)
	Investment in existing business(2)
	Dividends(3)
Net cash of about ¥5.9 billion	New business domain and large-scale M&A(4)
	Safety funds ・Allocation for investments and share buybacks as necessary(5)

[FY2026/2 Progress]
- Started providing “BizRobo! AI Apps” and “Robot Analyzer,” new services in the BizRobo! Series(2)
- Released RoboRobo Compliance Check’s “AI Agent” service (2)
- Strengthened collaboration with external partners for RoboRobo Compliance Check (2)
- Upwardly revised the dividend forecast (¥4.9 per share) due to growth of core business profits (3)
- Conducted M&A for three companies in the RoboRobo Payroll field (4)
- Conducted M&A in the new business domain of Medical Automation. OASIS INNOVATION, Inc. joined the Group (4)
- Conducted the acquisition of treasury shares for approximately ¥2 billion in total (5)

[FY2027/2 Policy]
- Strengthen initiatives for new businesses such as “AI Hyper Automation,” “Payroll Automation,” and “RoboRobo Credit Check & RPO” (2,4)
- Plan to aggressively invest in AI and new businesses

(Details are listed from the next page onward)

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New Businesses

AI Hyper Automation

AI Hyper Automation is a tool designed to optimize the entire process, not just tasks that are part of a process, by utilizing AI and other optimal cutting-edge technologies. We will proceed with upselling and cross-selling the “Tungsten TotalAgility” hyper automation tool to a cumulative total of 3,000 companies, including 800 enterprise companies.

Payroll Automation

We are promoting the automation and streamlining of complex payroll calculation operations, centered around RoboRobo Payroll. We will actively pursue the acquisition of payroll calculation providers, implement digital transformation, and aim for vertical profit expansion.

RoboRobo Credit Check & RPO

RoboRobo Credit Check & RPO (recruitment process outsourcing) aims to expand the RoboRobo series, which is already gaining traction in fields such as compliance and payroll, into the credit check and recruitment fields, where there is a confirmed demand.

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Investment Planning

To accelerate growth and achieve early monetization for promising new businesses, such as AI Hyper Automation, Payroll Automation, and RoboRobo Credit Check & RPO, we plan to invest approximately ¥1 billion during FY2027/2. We will allocate funds primarily towards the recruitment of direct and indirect personnel responsible for new business development, delivery, and sales expansion, as well as service development and marketing investments aimed at customer acquisition and cost reduction. At the same time, we will pool investment funds to strengthen competitiveness in the AI domain and establish a dedicated department. In addition to the approximately ¥1 billion allocated for organic investments, we will also sufficiently secure a budget for M&A investment aimed at achieving non-linear growth.

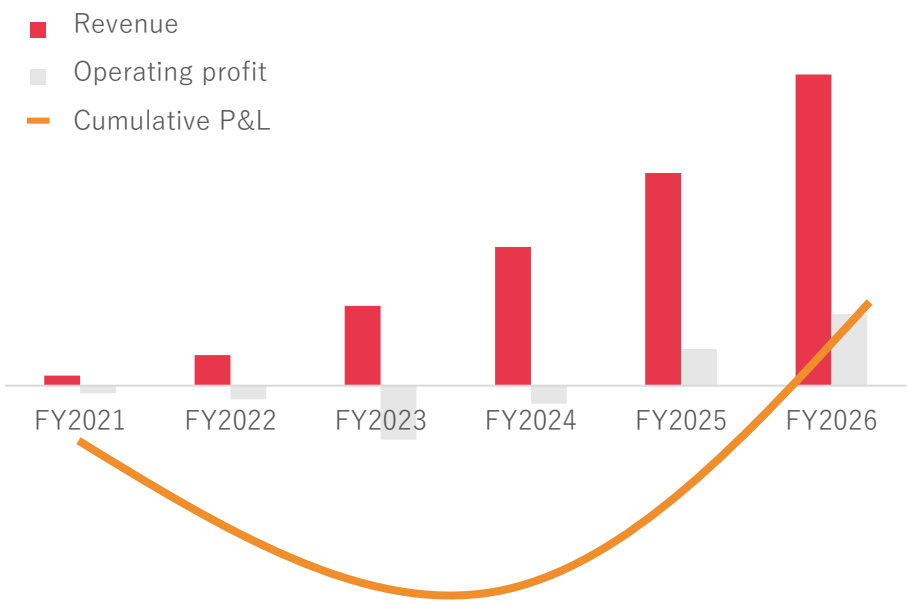
Investment purpose	Significance & purpose
Personnel investment	Actively recruit personnel responsible for new business development, delivery, and sales expansion, with a focus on Payroll Automation and RoboRobo Credit Check & RPO
Partner investment	In the AI Hyper Automation Business, flexibly utilize highly specialized external resources, particularly those in the fields of new business development and delivery
Service development investment	Plan to improve usability through the development of new functions in AI Hyper Automation and Payroll Automation, and reduce costs through the enhancement of services
Marketing investment	Actively invest primarily in marketing measures for the vertical launch of RoboRobo Credit Check & RPO
AI-related investment	To pursue AI-related new business development and sales expansion, we will pool Company-wide investment resources under management. We will also respond flexibly and promptly to the evolution of AI and other changes in external environments.

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Image of new business investment/profit generation

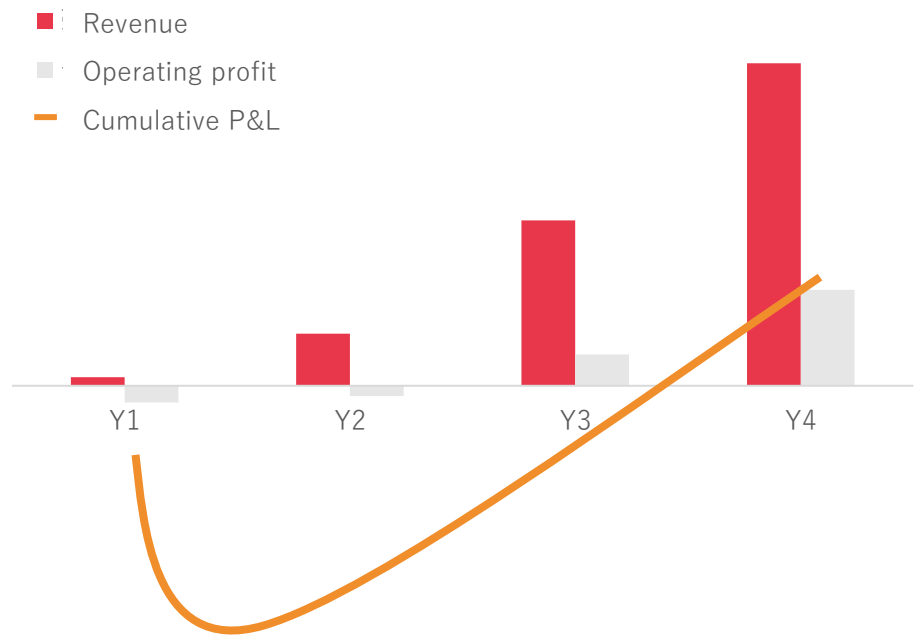
RoboRobo Compliance Check, launched as a new business in FY2020/2, has achieved high growth, accounting for about 10% of consolidated revenue in FY2026/2, and it reached profitability in FY2025/2. Currently, we are increasing our user base by adding survey result score calculation performed by AI agents and expanding horizontally into the human resources field, specifically in reference checks. We aim to fully utilize the insights gained from the commercialization of RoboRobo Compliance Check in new businesses to achieve early profitability.

＜Track record of RoboRobo Compliance Check ＞



Shortening time frame for early profitability

＜Future profitability of new businesses＞



Appropriate and proactive investment
Early profitability of core businesses

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Realizing Our Vision Through the Proactive Use of M&A

- **Our strength lies in the social implementation capabilities of advanced services such as AI and RPA. To enhance this, we have a policy of actively utilizing M&A that contributes to deepening social implementation capabilities and expanding social implementation areas.**
- **Since 2023, we have been pursuing M&A to acquire platforms and technologies that complement our capabilities and also focusing on M&A in the payroll and medical fields, which are key areas for redefining industries. We are also realizing synergy effects through PMI.**
- **In FY2027/2, backed by abundant financial resources, we aim to maintain this basic policy while focusing on M&A in the payroll field, aspiring to become a key player in the payroll calculation outsourcing sector.**

＜Track record of M&A ＞

Name	Month of M&A execution	Business
Gokinjowork Inc. ご近所ワーク	December 2023	Matching platform business
AUTORO Inc. AUTORO	July 2024	Development and sale of Web Auto Robot “AUTORO”
Asuka Payroll Pro Inc. 株式会社あすかペイロールプロ	October 2024	Payroll calculation outsourcing services
Payroll Pro Inc. PAYROLL PRO 株式会社ペイロールプロ	June 2025	Payroll calculation outsourcing services
OASIS INNOVATION, Inc. OASIS INNOVATION	September 2025	Centralized center for medical fee billing (Medical office work remote outsourcing business)
SME Support Center Inc. 中小企業サポートセンター	March 2026	Payroll calculation outsourcing services

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#5

Status of Response to Prime Market Listing Criteria

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Status of Response to Prime Market Listing Criteria

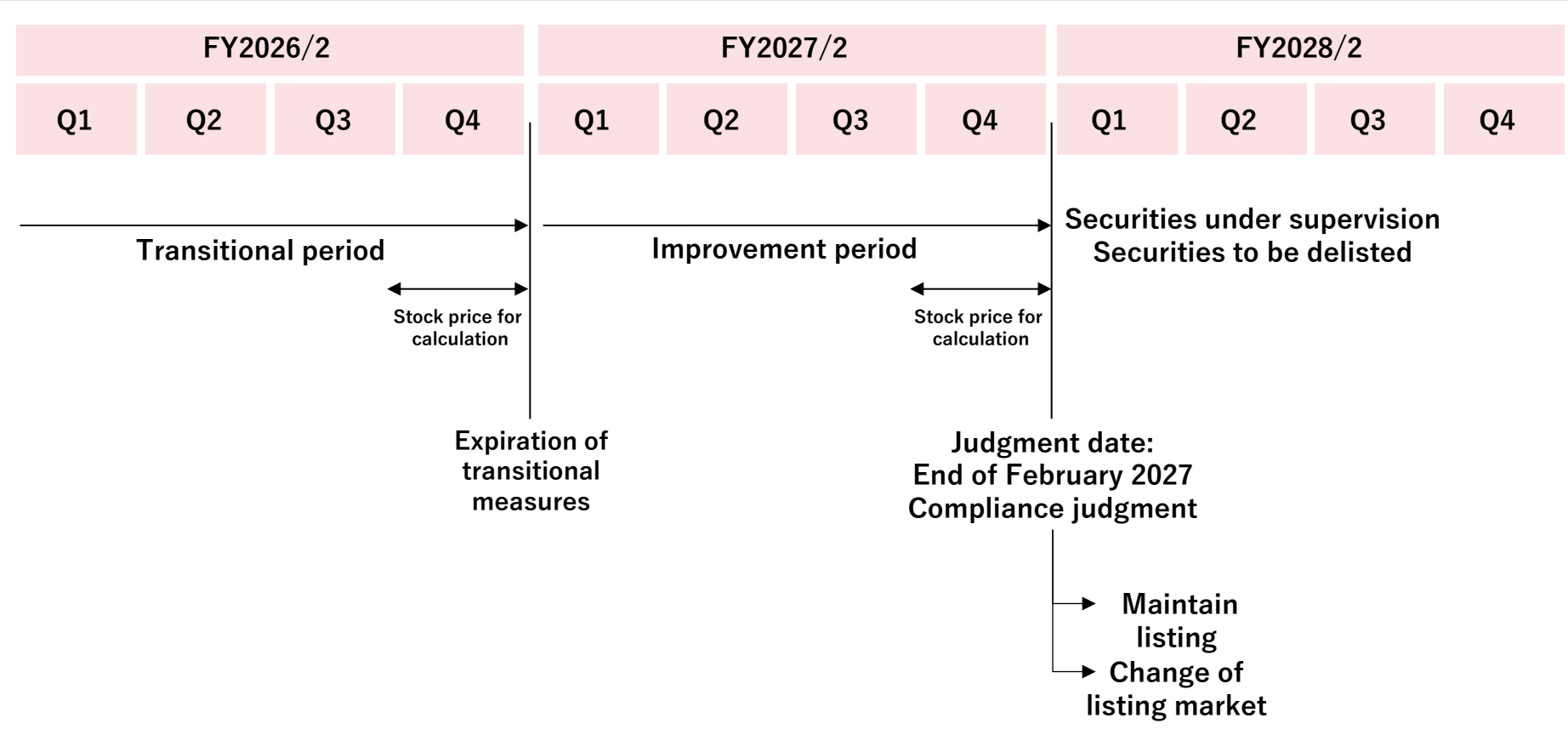
Concerning our current compliance status with Prime Market Listing Criteria, the criteria for “Market capitalization of tradable shares” and “Ratio of tradable shares” have not been met.

	Prime Market Listing Criteria	As of the end of February 2026	Compliance status
Number of Shareholders	800	8,639	○
Number of tradable shares (Unit)	20,000	159,929	○
Market capitalization of tradable shares	¥10.0 billion	¥4.4 billion	×
Ratio of tradable shares	35%	25.3%	×

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Status of Response to Prime Market Listing Criteria

We aim to achieve the Prime Market listing criteria during the fiscal year ending the end of February 2027, which is the designated improvement period. We have also begun investigating and considering backup plans.



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#6

Business Growth Strategy

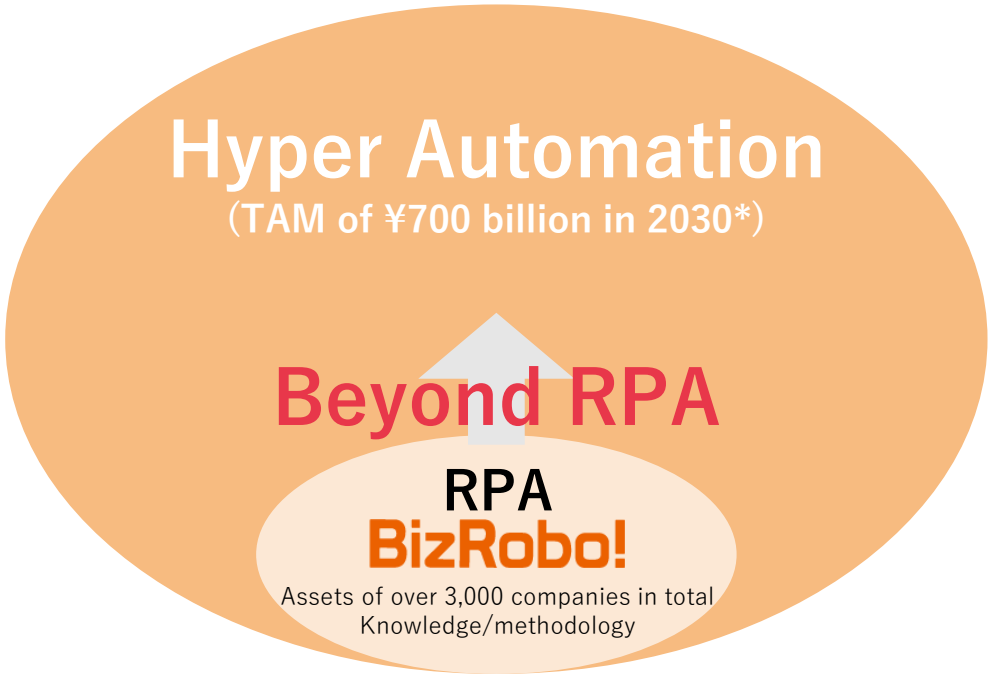
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Future Growth Strategy of the Group

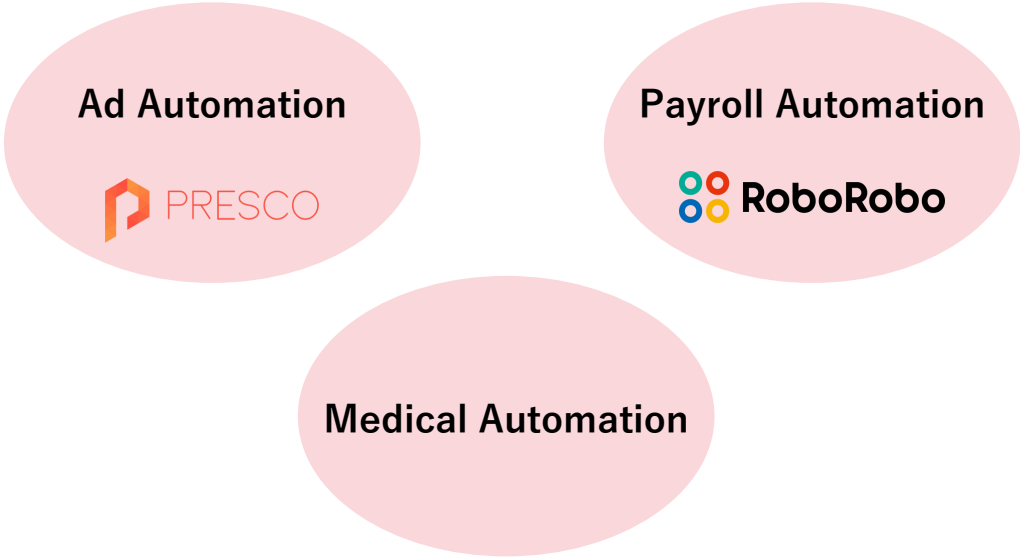
Until now, we have supported the automation of individual tasks using RPA-centered technologies. Going forward, we will combine these technologies with AI to evolve into the automation of entire processes (hyper automation) and maximize the value provided to customers.
We will leverage hyper automation to the fullest extent possible to enter industries facing labor shortages and DX deficiencies and redefine them.

AI Transformation

Evolve from task to process automation



Redefine every industry through automation



*TAM: Total Addressable Market; the maximum revenue that a product or service can achieve in the market. See page 15 for how the ¥700 billion figure was calculated.

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Highly Probable Growth Through Horizontal Expansion of Industry Redefinition

The redefinition of industries through hyper automation has been proven

- In the performance-based advertising industry, we have automated existing agency operations through hyper automation, achieving productivity that exceeds our competitors by 2-3 times.
- We have drastically reduced tasks such as advertising placement and performance analysis for advertisers, while improving the quality of referrals to media outlets.
- We have grown to where we are now aiming to become the top company in terms of handling volume in a short period of time.

Hyper automation platform ✖ **Industries with labor shortages/ labor-intensive operations**
(Targeting companies facing challenges in terms of resources (funds and personnel) due to their business scale)

Payroll calculation industry

- We will achieve significant improvement in productivity and operational efficiency with RoboRobo Payroll, which hyper-automates existing payroll calculation operations
- Players providing payroll calculation outsourcing services to mid-sized and SME mainly in rural areas, which have labor-intensive operations, are facing serious labor shortages
- The payroll calculation outsourcing providers that we target, with revenue of ¥100 million to ¥300 million, have limited investment capacity, so DX has not progressed, and combined with labor shortages, they are facing business continuity challenges
- In addition to offering the RoboRobo Payroll hyper automation service, we will actively pursue M&A with the goal of becoming a payroll calculation outsourcing provider with the No. 1 share

Medical office work industry

- We are preparing to launch an “online medical office work service” that hyper-automates existing medical office work to achieve significant improvement in productivity and operational efficiency
- Due to the nature of medical care, clinics nationwide are small- to medium-sized community-based businesses with labor-intensive operations, and are facing serious labor shortages (960,000 workers will be needed by 2040*)
- The approximately 15,000 home medical care facilities in Japan that we target have limited investment capacity, so DX has not progressed, and combined with labor shortages, they are facing serious management challenges
- In addition to offering a hyper-online medical office work service, we will actively pursue M&A to redefine the industry

*2022 White Paper on Health, Labor and Welfare,” Ministry of Health, Labour and Welfare

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Intelligent Automation

Basic strategy

We are aiming to increase revenue by combining operation automation services such as RPA and iPaas with high value-added automation technologies such as hyper automation to offer total automation services that solve issues faced by companies and local governments. We will evolve from automating individual tasks to automating entire processes to maximize the value we provide to our customers.

Growth story

1. Business operation knowledge cultivated through RPA and superior hyper automation products
2. Technology implementation capabilities that thoroughly prioritize the perspective of customers struggling to introduce technology
3. Upselling and cross-selling to a cumulative total of 3,000 customer companies, including 800 enterprise companies

Business goals

Hyper automation market
(TAM of ¥700 billion* in 2030)
By FY2028/2

No. 1 share

FY2026 – FY2028
Operating profit, average annual growth rate

30% growth

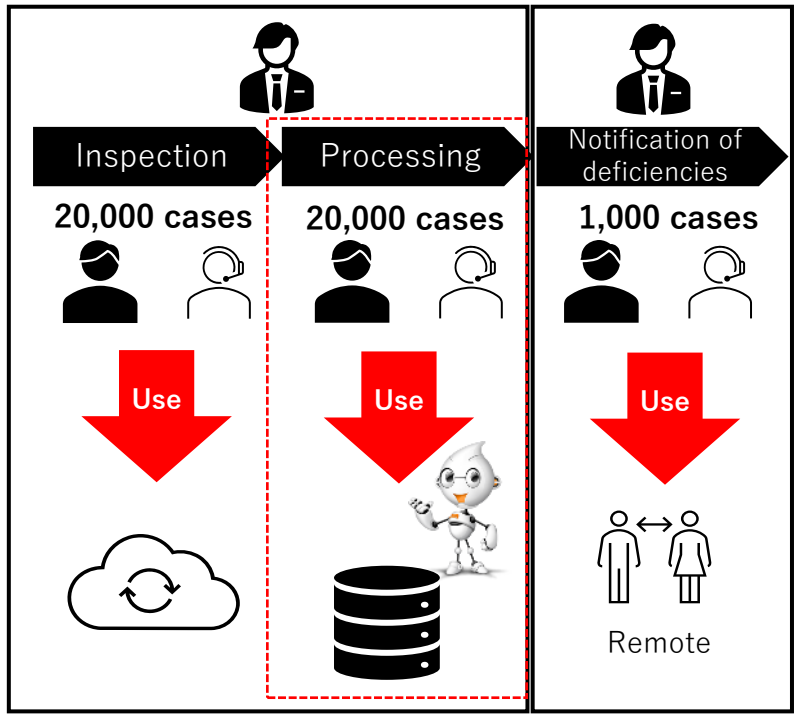
*TAM: Total Addressable Market; the maximum revenue that a product or service can achieve in the market. See page 15 for how the ¥700 billion figure was calculated.

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Intelligent Automation Topic: Contract Processing Process Case Study at a Major Financial Institution

<RPA>

Single tasks × Routine operations = Operational improvement 20% automation

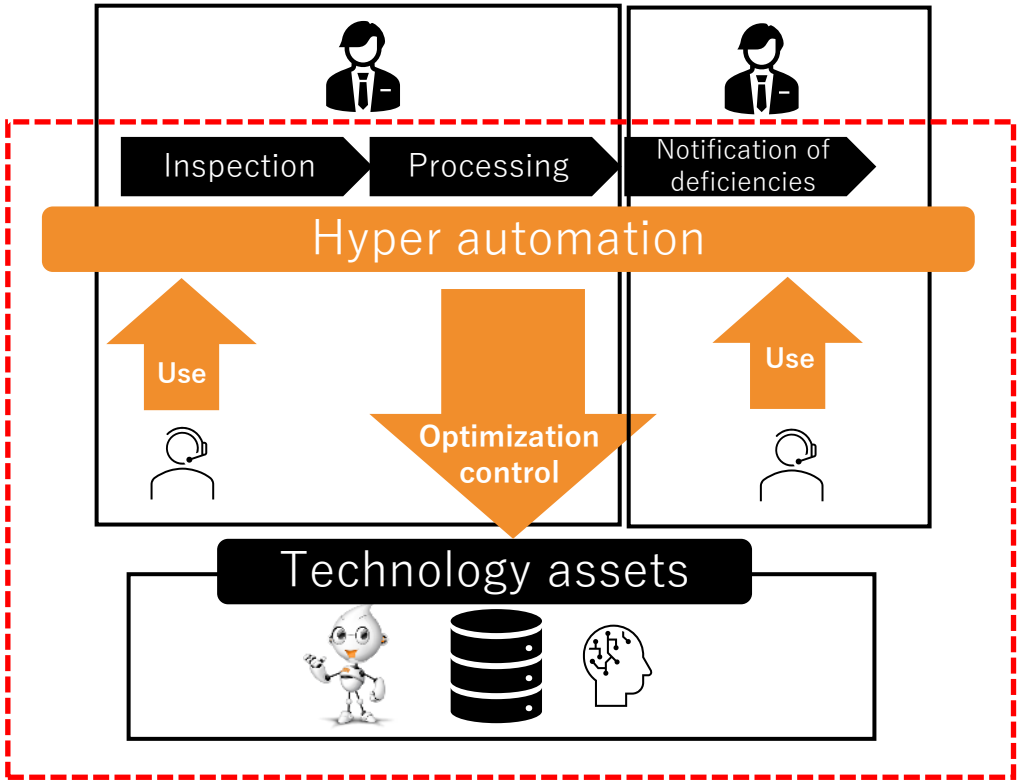


Reduction of 20 man-months

<Hyper automation>

Entire process × Routine + non-routine operations × Process visualization /data conversion = Continuous operational improvement

Total of 80% automation



Reduction of 80 man-months

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Hyper Automation Market Outlook and Our Products

“Tungsten TotalAgility,” our hyper automation tool, is positioned as one of the global market leaders. We are implementing an upselling strategy targeting over 3,000 BizRobo user companies in total. We anticipate an increase in LTV through high value-added services achieved by shifting from automating tasks to automating processes.

Size of the hyper automation market

Global

Market size in 2030

Approx. $118.6 billion

Growth rate

(CAGR of 2022-2030)

16.5%

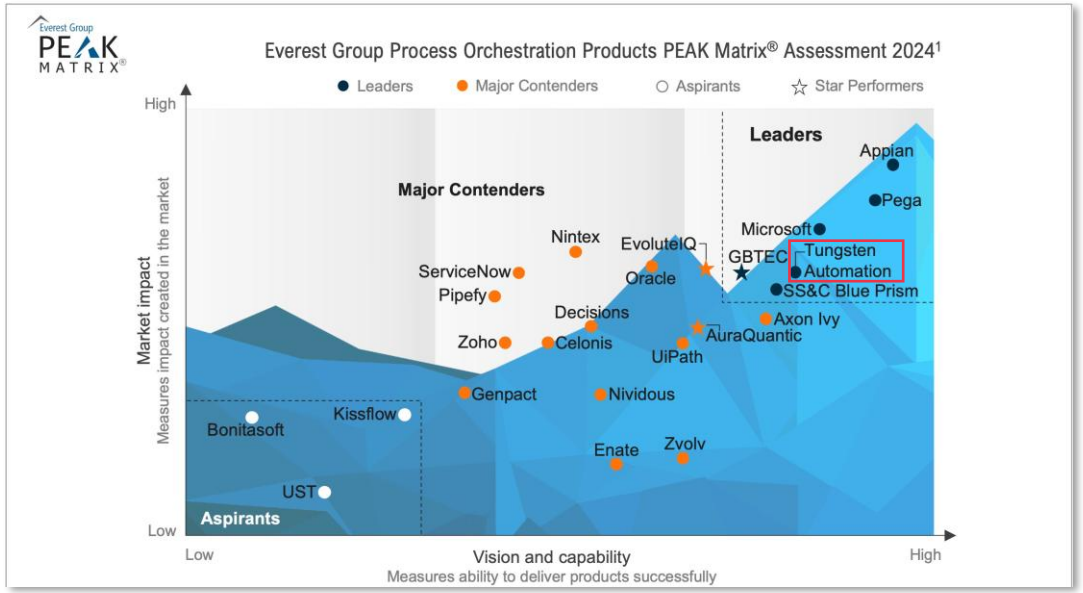
Japan

Market size in 2030

Approx.

¥700 billion

Positioning of Tungsten TotalAgility



*Global market size figures referenced from Grand View Research’s report, “Hyperautomation Market Size, Share & Trends Analysis Report.”
Figures for Japan calculated by multiplying by GDP ratio. Chart on the right sourced from Everest Group’s “Process Orchestration Products PEAK Matrix® Assessment 2024.”

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Ad Automation

Basic strategy

We are introducing hyper automation into ad automation in the inefficient online advertising industry, where an agency structure remains, to improve technological superiority and redefine the industry structure. We are aiming to become No. 1 in the performance-based advertising industry in terms of handling volume by maintaining competitive fee rates through productivity that exceed our competitors by 2-3 times.

Growth story

1. Attractive pricing for customers supported by overwhelming productivity
2. TAM for the performance-based advertising industry is estimated to be over ¥400 billion* and still has plenty of room for growth
3. Gradually improve fee rates for programs with high handling shares to strengthen profitability

Business goals

Performance-based advertising handling volume

By FY2028/2

No. 1 share　¥30 billion annually

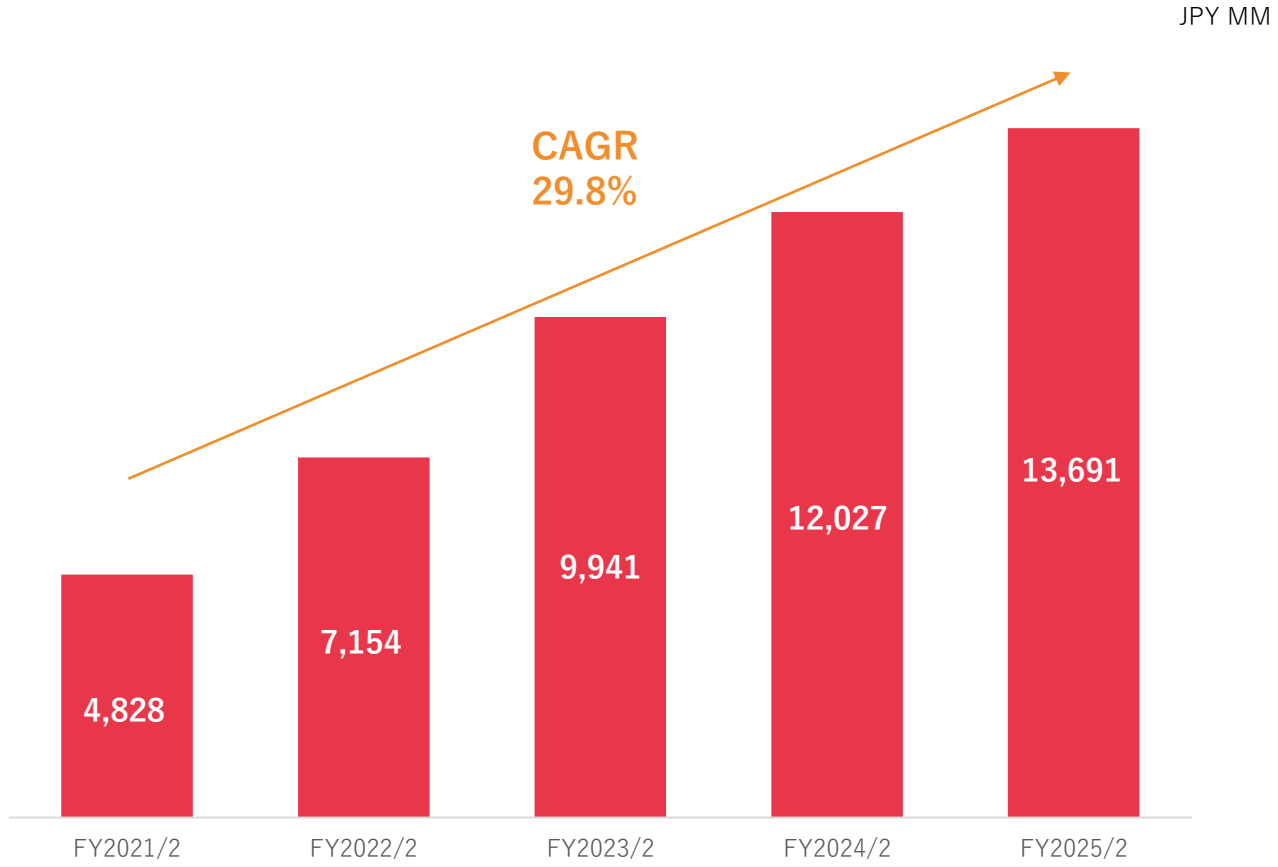
*Affiliate Market Trends and Outlook 2025," Yano Research Institute Ltd.

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Increase in PRESCO transaction volume

- PRESCO has achieved automation in the labor-intensive CPA advertising industry. This is the field where social implementation of the Company's core-strength RPA and its other cutting-edge technologies has been most powerful.
- It has achieved high growth in recent years by entering a cycle of replacing competitors, expanding market share and increasing transaction volumes. By FY2028/2, we aim to achieve handling volume of ¥30 billion annually and secure the No. 1 share. Based on our track record to date, we see a high probability of success.
- In tandem with expanding transaction volumes, we will pursue further improvement in profitability through measures such as a review of set fee rates.

＜Trends in PRESCO transaction volume＞



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Payroll Automation

Basic strategy

In payroll automation, we offer AI and digital BPO services that automate operations, aiming to become No. 1 in the mid-sized and SME markets. We improve the productivity of acquired companies through roll-up M&A, achieving vertical business expansion and profit growth, and fully leverage the power of hyper automation to redefine industries.

Growth story

1. Attractive pricing for customers supported by overwhelming productivity
2. A vast TAM* expected to exceed ¥1 trillion in the future
3. Positioning as a strong buyer in the M&A market

Business goals

Mid-sized and SME payroll calculation industry

By FY2028/2

No. 1 revenue ¥3 billion annually

*Human Resources & General Affairs Outsourcing Market 2024," Yano Research Institute Ltd.

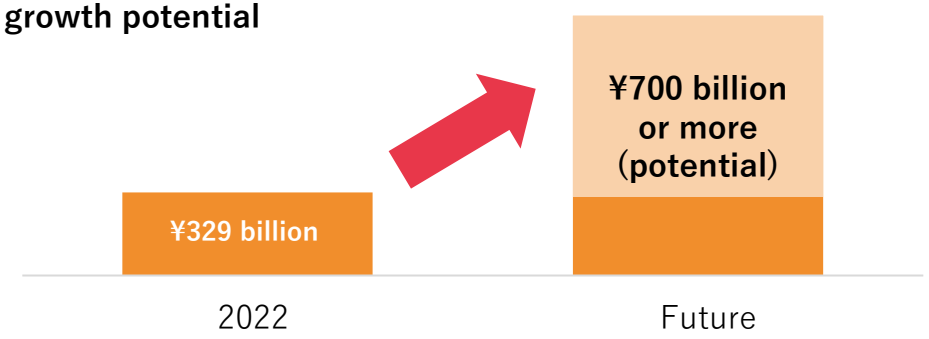
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Active Service Expansion and M&A Promotion in the Payroll Field

Starting with the acquisition of Asuka Payroll Pro, we are rapidly expanding our business in the fast-growing payroll calculation outsourcing market

Expansion of *the* payroll calculation BPO market*

We are rapidly implementing measures targeting markets with growth potential



Probability of growth through M&A in this field

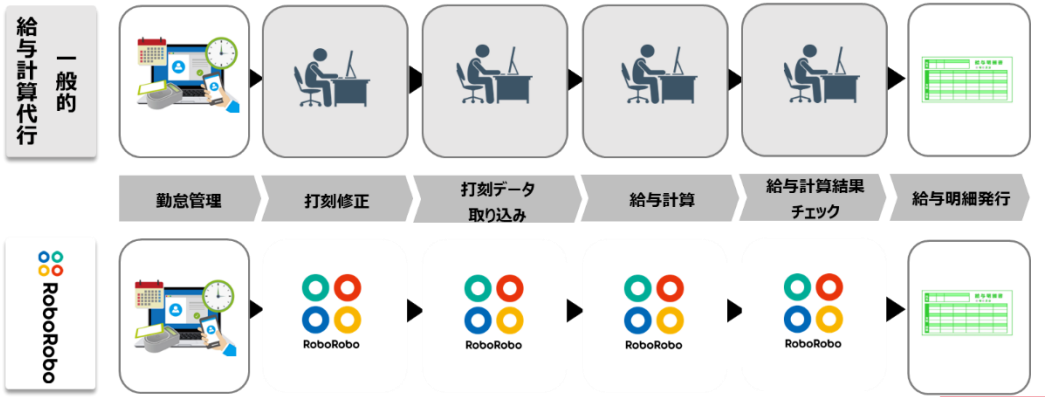
Many small-scale payroll calculation outsourcing providers are struggling with labor shortages and a lack of DX capabilities. Following the acquisition of Asuka Payroll Pro, our aggressive acquisition strategy in this field has gained recognition, and we are receiving numerous inquiries. We are currently executing a steady stream of M&A projects (top-level meetings, due diligence, etc.).

Payroll calculation outsourcing providers with sales of ¥100 million to ¥300 million: approx. 700 companies

- Payroll calculation specialists
- Labor and social security attorneys
- Other

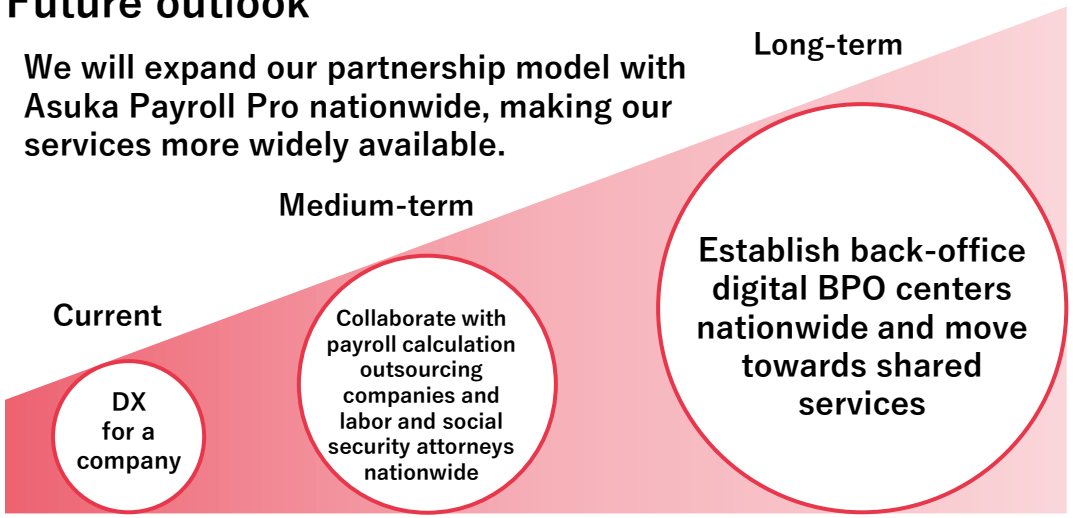
Strengthening the DX capabilities of SMEs

The introduction of “RoboRobo Payroll” has achieved significant improvement in productivity and operational efficiency



Future outlook

We will expand our partnership model with Asuka Payroll Pro nationwide, making our services more widely available.



*Human Resources & General Affairs Outsourcing Market 2024,” Yano Research Institute Ltd.

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Active Service Expansion and M&A Promotion in the Payroll Field

Benefits of promoting digitalization at acquired companies

	Acquired company: Existing BPO	Digital BPO (RoboRobo Payroll)
Scope of operations	• Accept customer operations as-is • Labor intensive	• Accept operations after standardizing processes • Operation visualization and continuous automation
Personnel quality	• Calculation operators • Office work staff	• Introduction consultants • Operation consultants
Service quality	• Dependence on individuals	• Standardization of quality

Expected acquisition effects

Growth rate	Productivity	Operating profit margin
105% → 120%	¥10 million → ¥31 million	20 % → 40 %

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Redefining Industries/Medical Automation

Basic strategy

We are building and providing a hybrid BPO service that combines people and AI to fully handle middle-office (such as claims processing) and back-office operations remotely primarily for home medical care clinics and home nursing care industries across Japan, aiming to become the industry leader in essential service infrastructure for the Medical 4.0 era (outpatient care → home care = medical care → health responsibility). At the same time, we are pursuing M&A of medical corporations and similar businesses that share our vision of creating an environment that concentrates personnel on frontline medical care, as well as collaborative models with medical players, to contribute to the transition and acceleration of Japan's healthcare infrastructure toward a proper model.

Growth story

1

Market assets
(Accumulation of social issues)

Collaborative members (approx. 1,000 medical institutions nationwide) and existing users (approx. 300 institutions) originating from the Medical RPA Association

2

Solution development capability

In addition to standardizing digital workers (RPA*AI) that directly solve structural issues in the medical industry in a one-stop manner, redefine through further integration of AI-native technology

3

Market development capability

Accelerate the development of a nationwide market based on the Group's corporate culture and financial foundation
- Expand alliances through M&A (roll-up type)
- Co-creation partners with nationwide coverage
- AI-native shared platform

Business goals

Launch of hyper-online medical service to 200 institutions (No. 1 share)

*In three years

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OASIS INNOVATION, Inc. joins the Group

Starting with the integration of OASIS INNOVATION into the Group, we seek to build and expand nationwide a hybrid remote BPO service that combines people and AI. Through this initiative, we seek to create a high-quality, highly specialized medical management infrastructure, focusing primarily on the core area of medical management, which is claims processing.

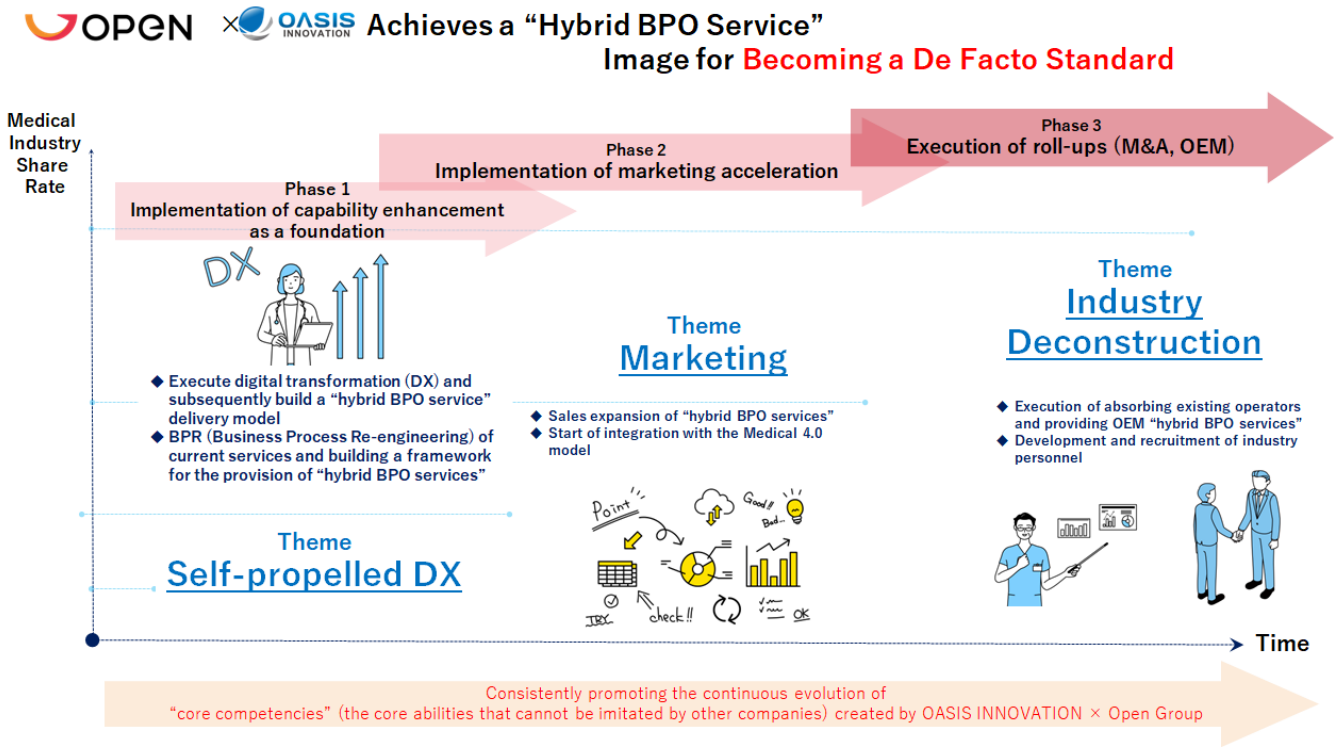
Overview of target company

Name	OASIS INNOVATION, Inc.
Location	SANKI Shiba Kanasugibashi Building 5F, 4-3, Shiba 1-chome, Minatoku, Tokyo
Title and name of representative	Kusano Masanori, Representative Director
Description of business	Centralized center for medical fee billing (Medical office work remote outsourcing business)

Significance of acquisition and expansion of medical BPO market

Due to factors such as the decline in the working population, the need to adapt to new medical systems and management, and the acceleration of digitalization in medical office work, the medical BPO market, which was around 270 billion yen in 2024, is predicted to double to approximately 560 billion yen* by 2033 (CAGR 8.06%). We believe that claims processing BPO will occupy a particularly important part of this market.
In response to the traditional BPO in the claims processing domain, which can be handled by OASIS INNOVATION's outpatient/home MedOS, we aim to scale up to a nationwide level by integrating RPA/AI through the technology provided by OPEN Inc., an operating company of the Open Group. Additionally, by expanding into other important medical office work areas beyond claims processing, we aim to contribute to ensuring and advancing the continuity of healthcare in an aging society. This will be achieved by addressing fundamental issues in the medical industry, such as chronic deficit management problems, deterioration of medical quality due to labor shortages, and the pressure of digital transformation.

Future outlook



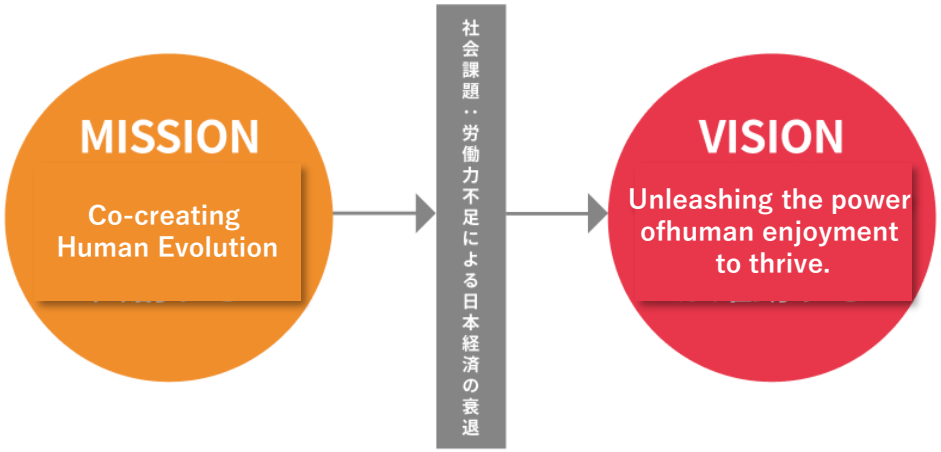
* 「Japan Healthcare BPO Market Report by Service and Region 2025-2033」 H&I Global Research Co.

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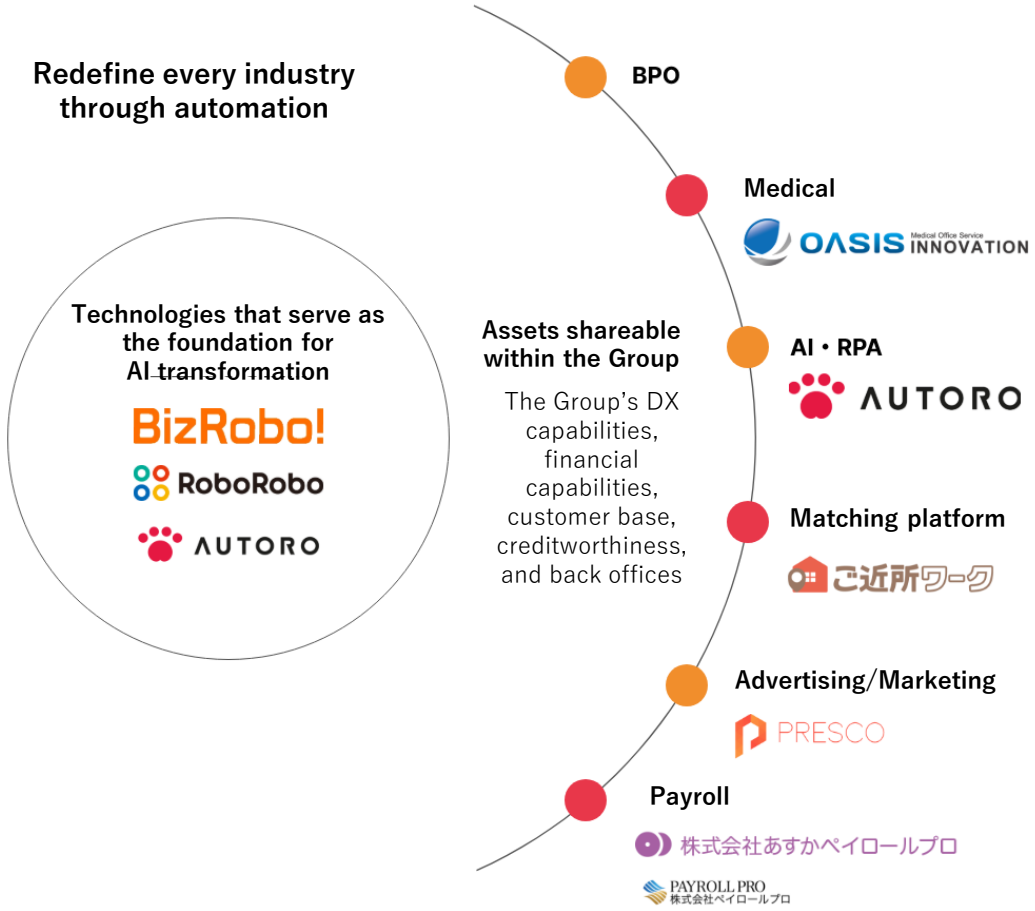
M&A Strategy of OPEN Group

Solving the problem of the decline in the working population with AI Transformation

With the mission of “Co-creating Human Evolution” as our fundamental starting point, OPEN Group will solve the structural decline in Japan’s working population, leveraging AI Transformation. OPEN Group’s vision for M&A is to use it to connect with partners and co-create evolution.



Social problem: The decline of the Japanese economy due to labor shortage



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#7

Appendix

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Consolidated P/L（FY2026/2）

JPY MM

	FY2025/2	FY2026/2	YoY
Revenue	**7,224**	**8,148**	**＋12.8%**
Intelligent Automation Segment	4,771	5,638	＋18.2%
Ad Automation Segment	1,491	1,317	△11.7%
Other	961	1,192	＋24.1%
Operating profit	**653**	**1,004**	**+53.7%**
OP Margin	9.0%	12.3%	-
Profit before income taxes	**244**	**782**	**+220.1%**
Net Income	**435**	**639**	**+46.8%**
NI Margin	6.0%	7.8%	-

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Segment Financials (FY2026/2)

JPY MM

	Intelligent Automation Segment	Ad Automation Segment	Total	Other	Adjust-ment	Consoli-dated
Revenue	**5,725**	**1,352**	**7,077**	**1,194**	**△124**	**8,148**
Revenue from external customers	5,638	1,317	6,955	1,192	-	8,148
Adjustments	87	35	122	2	△124	-
Operating profit	**964**	**648**	**1,612**	**42**	**△650**	**1,004**
OP Margin	16.8%	47.9%	22.8%	3.6%		12.3%

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Consolidated B/S

JPY MM

	FY2025/2	FY2026/2	Difference
Current assets	15,577	14,690	△887
Cash & cash equivalents	10,510	10,312	△197
Non-current assets	4,389	4,918	528
Total assets	19,967	19,608	△358
Current liabilities	5,978	6,722	743
Non-current liabilities	2,005	2,246	240
Total liabilities	7,984	8,968	983
Total debt	4,278	4,409	130
Common stock	5,926	5,941	15
Capital surplus	6,071	6,072	0
Retained earnings	647	954	307
Treasury shares	△678	△2,371	△1,692
Total equity	11,982	10,640	△1,342

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#8

Company Overview

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Company Overview

Company name	OPEN Group, Inc.
Foundation	April 2000
Common stock	JPY 5,941million yen （As of February 28, 2026）
Location	KDX Nishi-Shinbashi Building 3F 3-3-1 Nishi-Shinbashi, Minato-ku, Tokyo
Board of directors	Representative Director Tomomichi Takahashi Director Nobuyuki Osumi Director Satoshi Matsui Director Takashi Nishiki Director* Yoshihiko Masuda Director* Eiichi Nagai Director* Hideaki Takahashi Director* Miho Yokoyama
Business	Pure holding company
Group companies	OPEN, Inc. LEAGLE Inc. Hospitality Partners, inc. AUTORO Inc. Gokinjowork Inc. Asuka Payroll Pro Inc. Payroll Pro Inc. OASIS INNOVATION, Inc. SME Support Center Inc.

MISSION

Co-creating Human Evolution

*Audit and supervisory committee member

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Business

BizRobo!

Freeing All Workers from Routine Tasks

Increase your productivity by delegating tedious tasks to BizRobo! Create a better work environment by avoiding human errors in simple tasks, chronic worker shortages, and manual labor.

RoboRobo

Cloud-based back office efficiency tools

No more labor-intensive back-office operations— they can all be automated.
We combine the strengths of both humans and automation to improve the efficiency of your back office operations.

PRESCO

Robots x Online Advertising

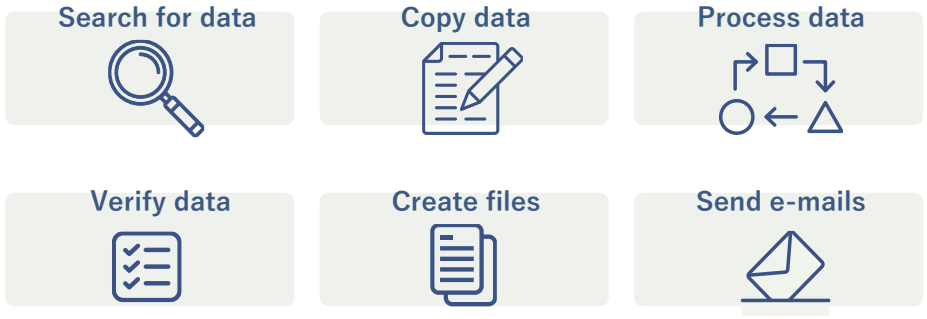
In a world inundated with information, PRESCO aims to help users make essential decisions.
We use robots and AI to organize and deliver relevant information so that users can make proactive decisions.

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Intelligent Automation：BizRobo!

BizRobo! automates day-to-day operations that utilize various systems based on the Company's proprietary RPA technologies, and increases corporate productivity. Usability that can also be used for non-IT applications, a robust support system and wide-ranging product lineup that responds to corporate needs are the sources of its competitiveness.

With RPA as its core technology, BizRobo! automates all of the following day-to-day operations:



Solve the following issues shared by all companies



Examples: Product information entry for sales websites, recording and printing of invoices, attendance input reminders, monthly consolidated account closing, etc.

Examples of sales partners*

SoftBank
HITACHI Inspire the Next 日立システムズ
VINX
FUJIFILM 富士フイルム ビジネス イノベーション株式会社
RICOH

Examples of companies that have introduced BizRobo! (more than 3,000 companies)

GMOクリック証券
日本生命 NISSAY
三菱重工
at home
Otsuka 大塚ホールディングス
NEC \Orchestrating a brighter world NECビジネスインテリジェンス
江東区
ビックカメラ
広島市 The City of Hiroshima
PERSOL パーソル テクノロジースタッフ
東京歯科大学 市川総合病院

*Sales partners buy digital labor from the Company, and sell to client companies.

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Intelligent Automation：RoboRobo

RoboRobo is a cloud service that automates operations shared by all companies, such as legal/general administration, recruiting, human resources and labor affairs. Starting with legal/general administration, we are expanding into fields such as recruiting, human resources and labor affairs.

All work was previously done by hand for background checks...

(1) Execute inspection
Execute one by one...
Repeat over and over...

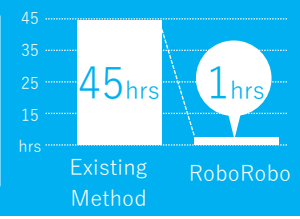
(2) Confirm news articles
Distinguish doubtful and useless news articles by means of a visual check...

(3) Save evidence
Save PDFs and copy URLs for each confirmation...

(4) Judge the propriety of business
Report via e-mail or chat whenever judgments are made...

RoboRobo
Automate all processes with RoboRobo

Background check of 100 clients
98 (Max) % time saving



Legal/ general Administra-tion	RoboRobo Compliance check	Service that automatically checks business partners' status of legal and social compliance
	RoboRobo Credit check	Service that makes it possible to automatically obtain business partners' credit data
Recruiting	RoboRobo Recruiting	All-in-one service that creates recruitment pages, batch posts to recruitment media, and manages applicants
	RoboRobo Background check	Service that automatically checks the previous work history and status of legal compliance of candidates for recruitment
HR and labor affairs	RoboRobo Payroll	Hybrid service that combines outsourcing of payroll calculation with the issuance of detailed statements and master management of personnel
	RoboRobo Attendance	Service that makes it possible to simply manage time recording for arriving at work, leaving work and breaks only

Examples of companies that have introduced RoboRobo (more than 10,000 companies*)

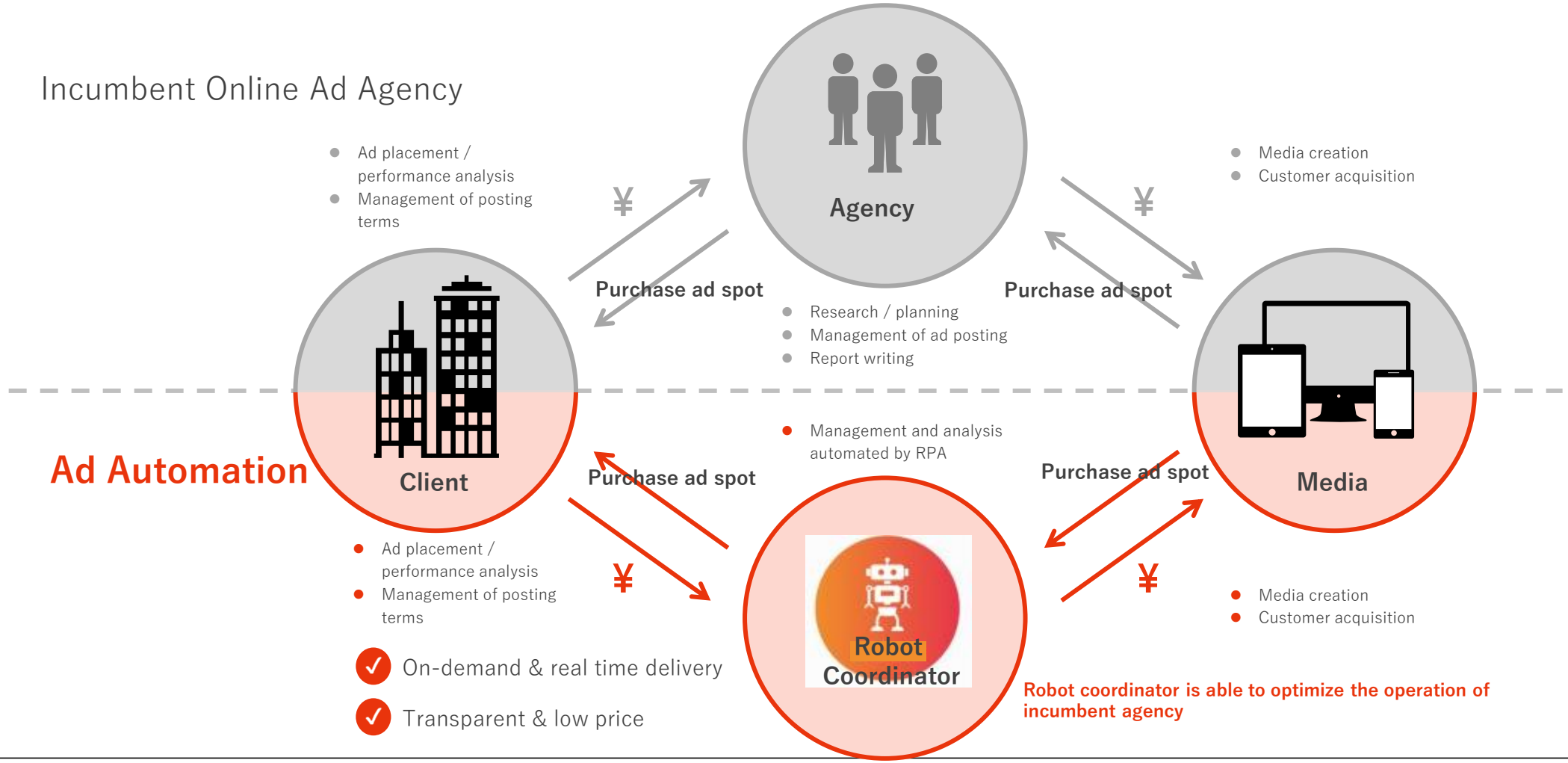
三菱地所リアルエステートサービス
三菱地所ハウスネット
FUJITSU 富士通コミュニケーションサービス株式会社
IBJ
STARBUCKS
TAITO
RECEPTIONIST

*Total number of companies across all contract types, including recurring customers ,pay-as-you-go customers and others.

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Ad Automation：PRESCO

The RPA-enabled robot coordinator functions in place of the agency to achieve the Automation. It provides completely new customer experiences.



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The factors which may affect actual results include but not limited to: Japanese and global economic conditions, conditions of markets in which OPEN Group operates.

OPEN Group is not obligated to update or revise any contents of the forward-looking statements within this material, even in cases such as where new information becomes available or future events take place.

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