Translation

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Solvvy

Q1 of Fiscal Year Ending June 2027 (FY2027)

Presentation Materials of Financial Results



Solve with idea, Solve with you.

Together, toward answers the world has yet to find.

Solvvy Inc. (Tokyo Stock Exchange Growth Market: 7320)
November 12, 2026

FY2027 Q1 Results Highlights

Three Key Points

This presentation outlines our results for the first quarter of the fiscal year ending June 2027 (July–September 2026), progress toward the full-year plan, and initiatives for medium- to long-term growth.

01

Q1 sales and profits both exceeded the Q1 plan, off to a solid start

vs. Q1 plan: Net sales +10.8%, operating profit +48.1%, ordinary profit +36.7%
YoY: Net sales +8.3%, operating profit +17.3%, ordinary profit +23.2%

02

Housing grew +21.1% YoY, driving overall performance

Driven by pre-owned home warranties and accumulated deferred revenue
Segment net sales ¥1,154 mn (+21.1% YoY)

03

Targeting 20%+ sales CAGR from next FY, accelerating growth with new services

Launching the MyClass app (Nov. 4) and KROX (next spring)
Both expected to contribute to results from next fiscal year

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01



Q1 Financial Results

Q1 FINANCIAL RESULTS

FY2027 1Q HIGHLIGHTS

Q1 sales and profits both beat the Q1 plan, a strong start

Net sales (vs. Q1 plan)

¥1,661 mn | Exceeded Q1 plan of ¥1,500 mn

+10.8%

Operating profit (vs. Q1 plan)

¥236 mn | Exceeded Q1 plan of ¥160 mn

+48.1%

Deferred revenue (YoY)

Balance ¥18.5 bn (as of Sep. 30, 2026)

+20.3%



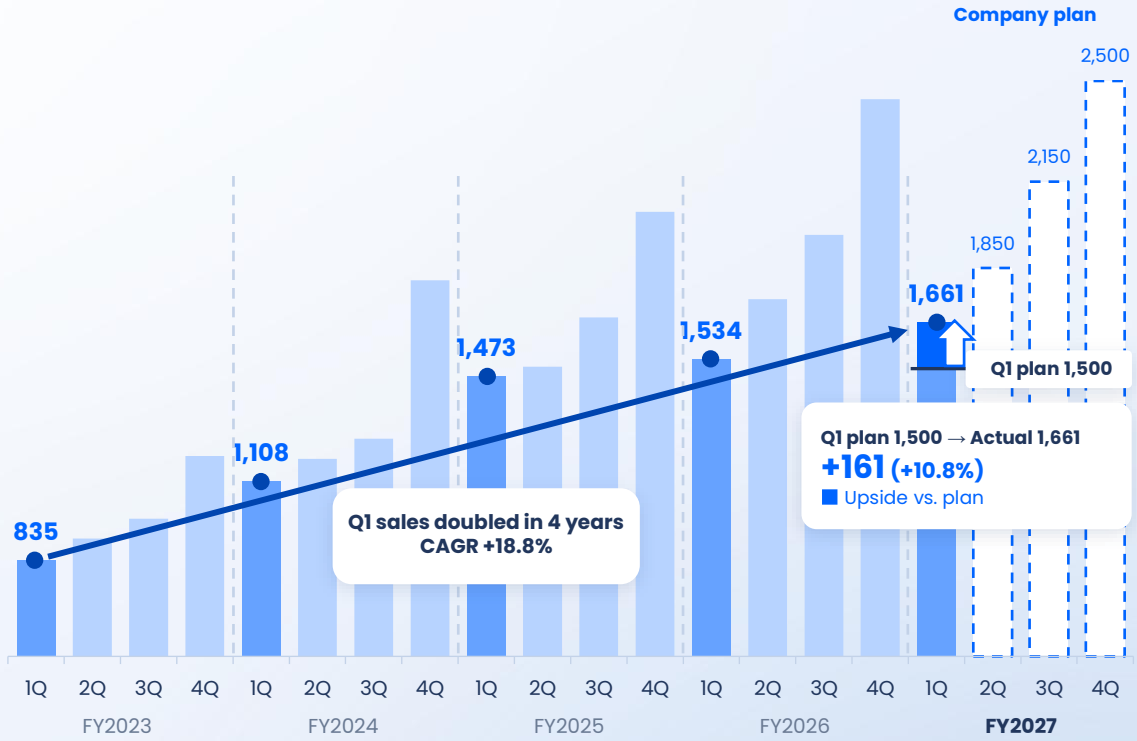
*Deferred revenue refers to consolidated "deferred revenue + long-term deferred revenue"
*Of which, deferred revenue balance of the HomeworthTech Business: ¥17.9 bn (as of Sep. 30, 2026)

Quarterly Net Sales

Q1 net sales **doubled in 4 years**, a Q1 record high

Q1 net sales have doubled over four years (CAGR **+18.8%**), rising steadily from Q1 to Q4 every year. This Q1 came in **+10.8%** above plan, setting a new record for Q1 net sales.

Net sales (¥ mn)



*Q1 shown in dark color; FY2027 Q2–Q4 (dotted) are company plan
*CAGR compares Q1 of FY2023 and FY2027

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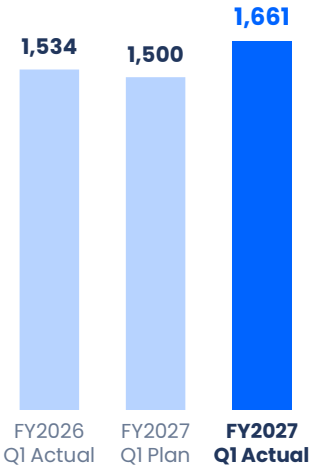
FY2027 Q1 Results

Sales and profits beat prior year and Q1 plan

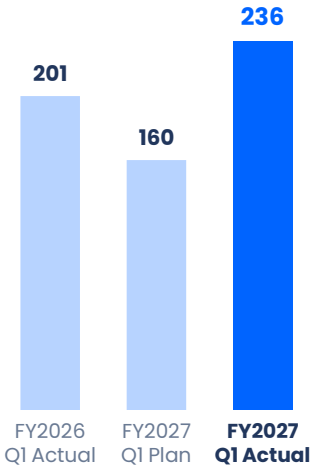
Warranty acquisition in housing, led by pre-owned homes, was strong, and net sales exceeded the Q1 plan by **10.8%**.
With SG&A largely in line with plan, most of the sales increase flowed through to profit, and operating profit exceeded the Q1 plan by **48.1%**.
Ordinary profit was ¥464 mn, adding ¥228 mn in non-operating income such as investment income on cash and rental income from investment properties.

Net sales
(¥ mn)



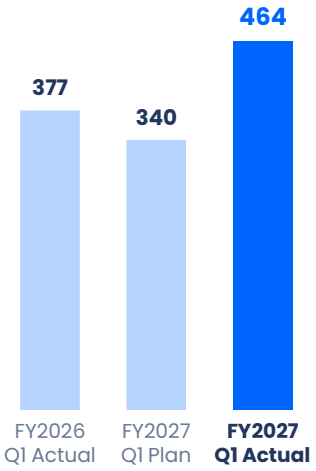
YoY **+8.3%**
vs. plan **+10.8%**

Operating profit
(¥ mn)



YoY **+17.3%**
vs. plan **+48.1%**

Ordinary profit
(¥ mn)



YoY **+23.2%**
vs. plan **+36.7%**

*Q1 plan figures are from "Presentation Materials of Financial Results for FY2026" released on August 14, 2026 (Unit: ¥ mn)

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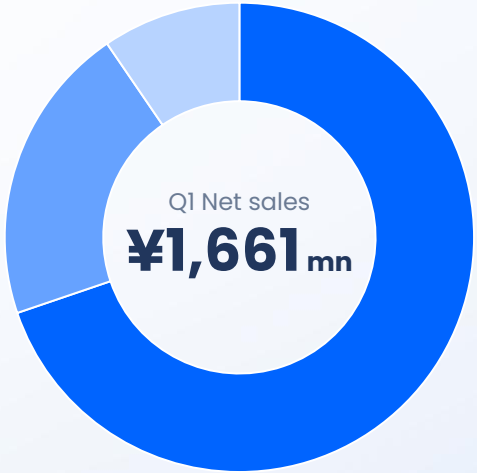
Net Sales by Segment

Strong housing warranty sales drove results

The HomeworthTech Business (Housing) saw strong warranty acquisition. The ExtendTech Business came in at 81.3% of the prior-year level due to timing shifts in revenue recognition caused by equipment supply schedules at some business partners and the scaling down of the education ICT area. In the LifeTech Business, projects in the lifestyle DX area contributed.



HomeworthTech (Housing) **¥1,154 mn**
Prior year ¥953 mn

- Strong sales led by pre-owned home warranties
- Higher revenue from accumulated deferred revenue

YoY 121.1% | Segment profit ¥515 mn

ExtendTech (Non-housing) **¥341 mn**
Prior year ¥420 mn

- More business partners, mainly in renewable energy
- Some revenue shifted in timing due to equipment supply schedules at certain business partners
- Education ICT area being scaled down
- Growth expected in 2H, as initially planned

YoY 81.3% | Segment profit ¥242 mn

LifeTech (SI, etc.) **¥157 mn**
Prior year ¥150 mn

Projects in the lifestyle DX area (MyClass, etc.) contributed

YoY 104.0% | Segment profit ¥35 mn

*From Q1, "FinTech Business and Others" has been renamed "Others" and excluded from reportable segments.

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Q1 vs. Plan / Financials

Q1 beat the quarterly plan on all items; finances remain stable

Against a quarterly plan reflecting our second-half-weighted earnings pattern, Q1 results exceeded plan for **net sales, operating profit and ordinary profit.**

Our financial position remained stable from the end of the previous fiscal year. The level of the equity ratio reflects the accounting treatment of recording deferred revenue as a liability.

Q1 Results vs. Plan (¥ mn)

	Q1 Actual	Q1 Plan	vs. Plan	1H Plan	Progress	FY Plan	Progress
Net sales	**1,661**	1,500	**110.8%**	3,350	49.6%	8,000	20.8%
Operating profit	**236**	160	**148.1%**	680	34.8%	1,900	12.5%
Ordinary profit	**464**	340	**136.7%**	1,080	43.1%	2,700	17.2%
Profit attributable to owners of parent	**307**	–	**–**	706	43.6%	1,765	17.4%

*Plan figures are from "Presentation Materials of Financial Results for FY2026" released on August 14, 2026
*No quarterly plan has been disclosed for profit attributable to owners of parent; therefore, comparison with plan is not shown.

Financial Position (as of Sep. 30, 2026) (¥ mn)

Total assets
34,278
Prior FY-end 34,423

Net assets
5,502
Prior FY-end 5,535

Equity ratio
16.0%
Prior FY-end 16.0%

The equity ratio is structurally low because the unearned portion of warranty fees is recorded as deferred revenue (a liability). Unlike interest-bearing debt, deferred revenue involves no future cash outflow.

Net assets decreased as the market value of investment securities held fell from the prior fiscal year-end, reducing valuation difference on available-for-sale securities. As this is unrealized, there is no impact on profit or loss.

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Deferred Revenue Balance

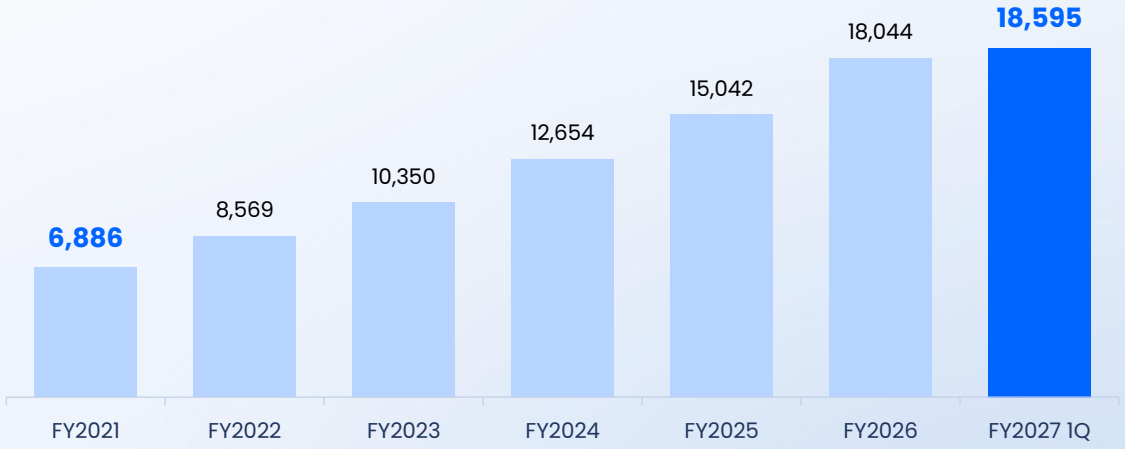
Deferred revenue at ¥18.5 bn, +20.3% growth YoY

The unearned portion of warranty fees is recorded as "deferred revenue" and transferred to net sales over the warranty period, representing **secured future revenue**.

Balance (Sep. 30, 2026)	YoY	Growth since June 2021
¥18,595 mn	+20.3%	2.7x

Deferred revenue (B/S) ▶ Recognized over the warranty period ▶ **Net sales (P/L)**

Deferred Revenue Trend (¥ mn, FY-end, consolidated)



*Deferred revenue = deferred revenue + long-term deferred revenue

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02

Growth Strategy

GROWTH STRATEGY



Focus Areas: Q1 Progress

Focus areas this FY progressing steadily

Reskilling

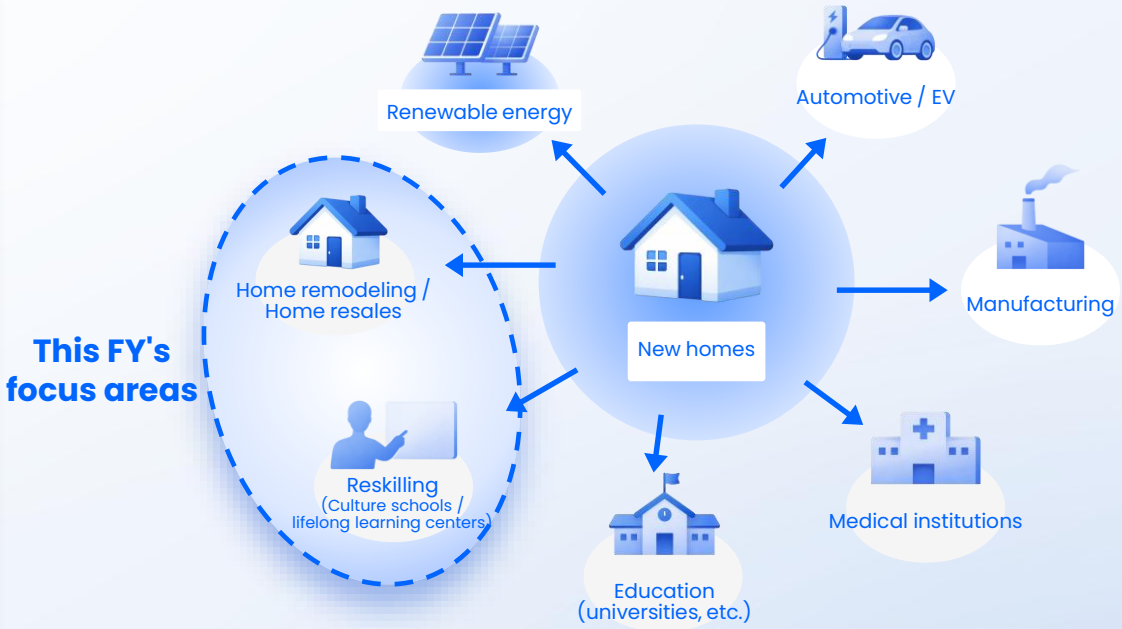
MyClass app launched

Launched a student app at Asahi Culture Center, linked with "MyClass," the core system we already provide

Home Remodeling

KROX to launch next spring

To be rolled out to JACCS member merchants under the capital and business alliance with JACCS



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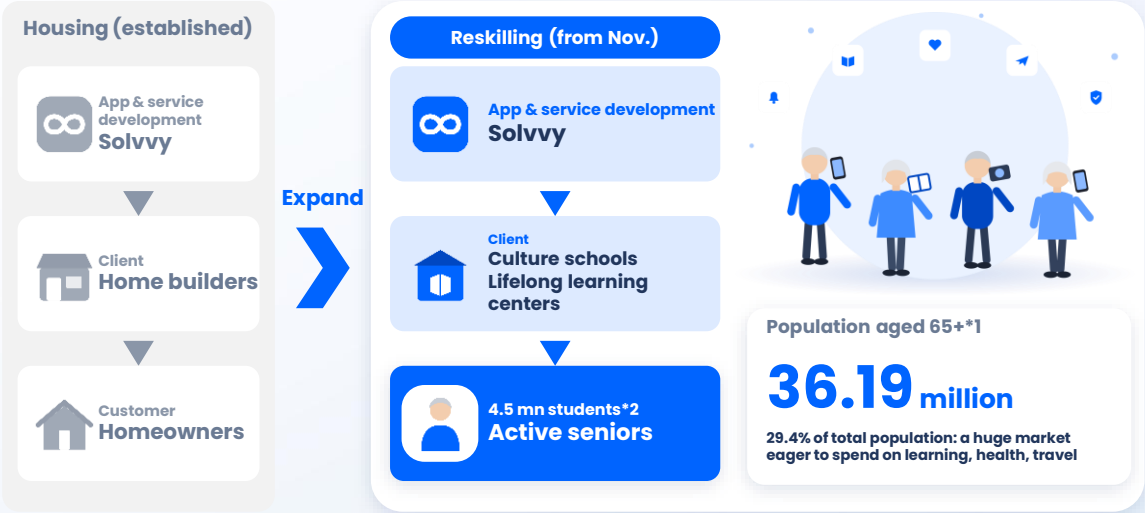
Reskilling: MyClass App

Extending our housing model to the active senior market

In housing, we have established a **BtoBtoC model**, serving homeowners through housing companies as our clients.
We began providing the MyClass app at Asahi Culture Center in November. By extending the same model to culture schools, we will step up our approach to **active seniors**, the schools' students.



Joint promotions with partner schools

Partner schools
Student touchpoints, trust & brand

×

Solvvy
Data-driven product development

▶

To students (active seniors)
Peace of mind, health & learning

朝日カルチャーセンター **From November** **MyClass app service launched**

*1 Statistics Bureau, MIC, "Population Estimates" (as of Sep. 15, 2025) *2 Number of students at schools using MyClass (company estimate)

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Home Remodeling KROX

Embedding finance & warranties into remodeling deals

Together with JACCS, we are developing KROX, a remodeling contract DX platform that integrates **loan applications, payments and warranties into remodelers' quotation and contract processes, going fully paperless**.
An **"embedded finance"** scheme that lets remodelers and homeowners use financing and warranties seamlessly.

At the remodeling site

Remodelers (merchants)
Digitalizing quotes, contracts & invoicing

Homeowners
Review quotes, sign & apply for loans on a smartphone

KROX
REFORM CONTRACT DX PLATFORM

EMBEDDED FINANCE
Finance & warranties, built into the deal.

Quote & contract ▶ Loan app. & payment ▶ Warranty

Merchants & owners use finance & warranties seamlessly

JACCS
Loan applications auto-linked to deals

Solvvy
Warranty sign-up built into deals



Merchants (PC / tablet)
One place for quotes, contracts and orders

Homeowners (smartphone)
Quotes, contracts and loans, all on a smartphone

Fully paperless
From quotes and contracts to loans and payments

*Screens and features are under development and subject to change

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KROX: Next Steps

Penetrating the remodeling market together with JACCS

Next spring, we plan to launch this scheme for JACCS member merchants.
Starting from **one of Japan's largest merchant networks**, we will expand use to merchants' entire transactions, with or without loans.
Together with JACCS, we aim to increase our share and penetrate the ¥7.5 tn remodeling market.

KROX
REFORM CONTRACT DX PLATFORM

Launch to JACCS merchants next spring



Target
JACCS member merchants

Our revenue
SaaS fees
KROX usage fees

+

Our revenue
Warranty fees
Seamlessly offered on KROX

*1 Yano Research Institute, "Survey on the Home Remodeling Market" (July 2026), 2025 estimate *2 JACCS "Integrated Report 2026," FY2025 results
*Circle sizes are illustrative, based on the area ratio of the home remodeling market size to the remodeling loan volume (prepared by the Company)

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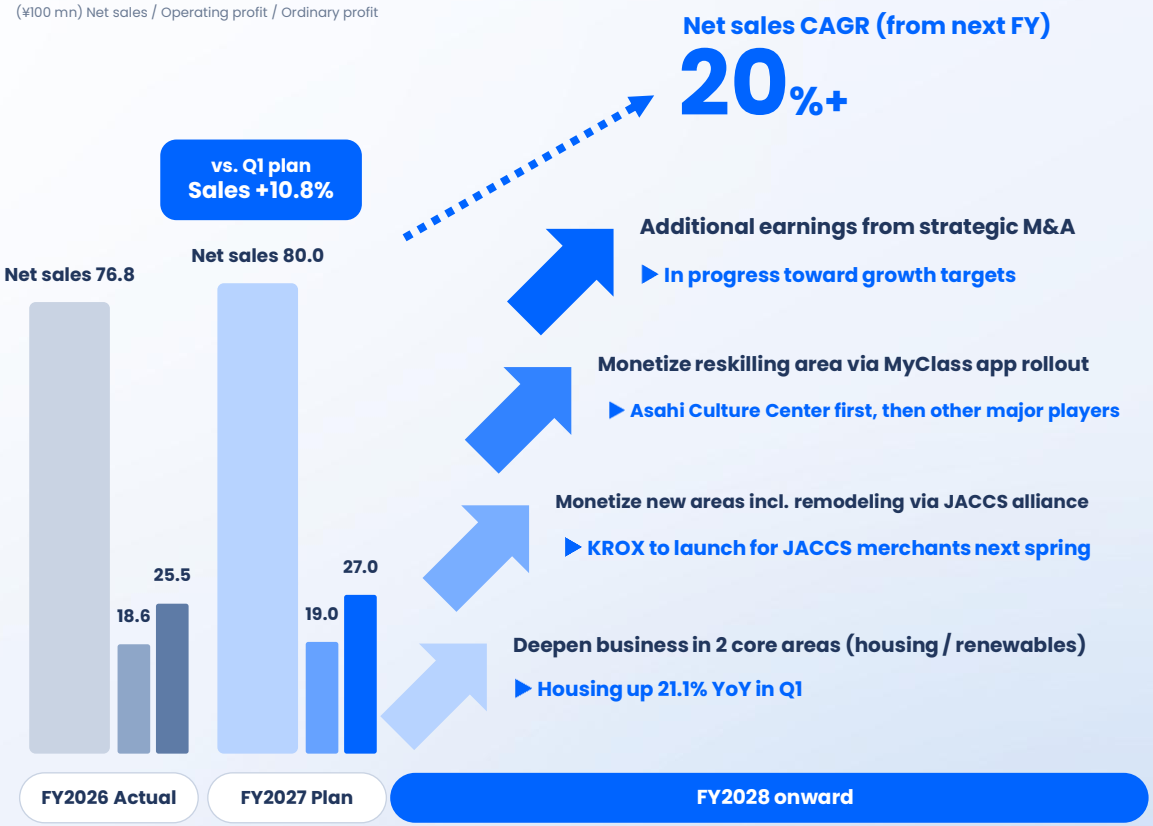
Growth Outlook

Targeting a net sales CAGR of 20%+ from next fiscal year

This fiscal year's plan includes only highly probable figures, and Q1 is tracking above plan.
From next fiscal year, we aim for a net sales CAGR above 20% through **four growth initiatives**.



*Updates the growth outlook on P.20 of "Presentation Materials of Financial Results for FY2026", released August 14, 2026, to reflect Q1 progress

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03

Shareholder Returns

SHAREHOLDER RETURNS



Shareholder Return Policy

Targeting a 30% payout ratio, raising dividends in stages

Dividend per share has risen every year, and for FY2027 we forecast an annual ¥30, up **+50%** YoY.

Target payout ratio

30%

Policy of gradual increases while balancing with growth investment

*Adjusted for stock split; payout ratios as stated in the Summary of Financial Results
(Not stated for FY2025 due to net loss; FY2027 based on earnings forecast)

Dividend per share



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Share Repurchase

As part of a flexible capital policy, we decided on a buyback

We decided to repurchase our own shares to execute a flexible capital policy in response to changes in the business environment, as a measure to **improve capital efficiency and create shareholder value**.

For details, please refer to the timely disclosure "Notice Regarding Determination of Matters Related to Acquisition of Treasury Shares" released on November 12, 2026.

Overview of the Share Repurchase

Total number of shares (max.)	Total acquisition cost (max.)	Acquisition period
200,000 shares 1.81% of shares outstanding (excl. treasury shares)	**¥300** mn	**Nov. 13, 2026 – Jan. 31, 2027**

Class of shares: Common stock *Depending on market conditions, all or part of the repurchase may not be executed.

(Reference) Treasury shares held as of September 30, 2026

Shares outstanding (excl. treasury shares)	**11,077,334** shares
Treasury shares	**919,920** shares

(Reference) Recent share repurchases

Acquisition period	Shares acquired	Total cost	Max. number of shares / max. acquisition cost
Aug. 14 – Dec. 5, 2025	**250,000**	**¥387 mn**	250,000 shares / ¥500 mn
Feb. 16 – Jun. 23, 2026	**192,200**	**¥299 mn**	220,000 shares / ¥300 mn
Total	**442,200**	**¥687 mn**	

*Resolution dates: Aug. 13, 2025 and Feb. 13, 2026. Acquisition period is from the first to the last acquisition date (trade basis). All via market purchases on the Tokyo Stock Exchange; acquisition cost rounded down to the nearest million yen.

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Summary

Q1 beat plan, a strong start that lifts growth confidence

01 Q1 sales and profits both exceeded the Q1 plan

vs. Q1 plan: Net sales +10.8%, operating profit +48.1%, ordinary profit +36.7%
YoY: Net sales +8.3%, operating profit +17.3%, ordinary profit +23.2%

02 Housing up 21.1% YoY, driving performance

Driven by growth in pre-owned home warranties; segment profit ¥515 mn

03 20%+ net sales CAGR from next FY; accelerating growth

MyClass app (Nov. 4) and KROX (next spring) expected to contribute from next FY

Targeting a 30% payout ratio and raising dividends in stages, we will share our growth with our shareholders

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Thank you for your attention

Together, toward answers the world has yet to find.

Solve with idea,
Solve with you.



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Appendix

APPENDIX

Supplementary data for the main presentation.
Please refer to it as needed, such as when asking questions.

Appendix: Annual Results

In 4 years: net sales 2.3x, ordinary profit 3.3x

Over the four years from FY2022, net sales grew **2.3x** and ordinary profit **3.3x**.
Both net sales and ordinary profit have hit record highs every year.

Net sales (¥ mn)



Ordinary profit (¥ mn)



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Financial Data ①
P&L / Key KPIs

Key items of the consolidated statements of income and key KPIs of the HomeworthTech Business.

Consolidated Statements of Income / Cash Flows (¥ mn)

	FY2024	FY2025	FY2026	FY2027 1Q	FY2027 FY Plan
Net sales	5,359	6,705	7,679	**1,661**	8,000
Cost of sales	1,356	1,897	2,029	**489**	–
Gross profit	4,003	4,807	5,649	**1,171**	–
SG&A expenses	2,762	3,187	3,789	**935**	–
Operating profit	1,240	1,620	1,860	**236**	1,900
Ordinary profit	1,512	1,977	2,552	**464**	2,700
Profit attrib. to owners of parent	973	-628	1,743	**307**	1,765
Operating cash flow	922	2,099	1,673	–	–

HomeworthTech Business Key KPIs (¥ mn)

	FY2024	FY2025	FY2026	FY2027 1Q
New contract value	4,508	5,421	6,890	1,711
Deferred revenue incl. long-term (HWT)	11,746	14,203	17,337	17,931
Unused e-money balance	2,362	2,604	2,977	3,080

*Amounts less than ¥1 mn are rounded down
* FY2027 Q1 new contract value is quarterly; other KPIs are period-end balances

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Appendix: Financial Data

Financial Data ② Financial Position / Indicators

Key items of the consolidated balance sheets and per-share indicators.

Consolidated Balance Sheets (¥ mn)

	Jun. 30, 2025	Jun. 30, 2026	Sep. 30, 2026
Total assets	29,619	34,423	34,278
Net assets	4,190	5,535	5,502
Equity ratio	14.1%	16.0%	16.0%
Cash and deposits	3,298	3,528	2,851
Accounts receivable	2,515	4,962	5,130
Deferred revenue (incl. long-term)	15,042	18,044	18,595
Prepaid expenses (incl. long-term)	5,291	6,252	6,427
Interest-bearing debt	2,273	2,121	2,376

Per-Share Indicators

	FY2025	FY2026	FY2027
Earnings per share (¥)	-56.95	153.70	27.78 (Q1)
Dividend per share (¥)	14.00	20.00	30.00 (forecast)
Payout ratio	–	13.0%	19.3% (forecast)
ROE	-17.5%	36.0%	–

*Amounts less than ¥1 mn are rounded down
* Per-share data are retroactively adjusted for the stock split effective July 1, 2025

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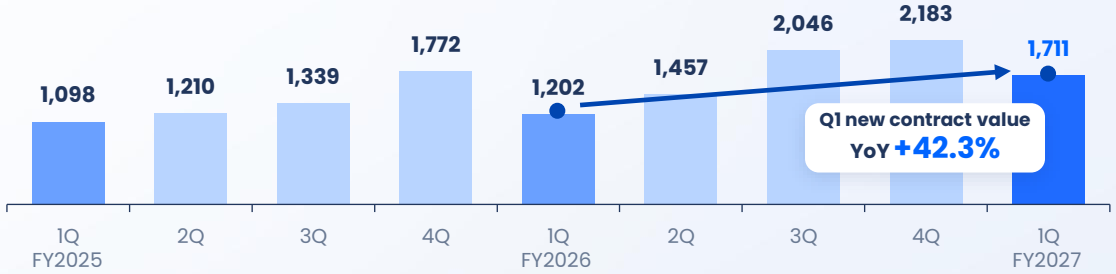
Appendix: Key KPIs

Trend in **new contract value,** source of future sales

In the HomeworthTech Business, the unearned portion of warranty fees accumulates as deferred revenue and is recognized as net sales over the warranty period. We disclose **new contract value, a leading indicator of performance,** as a key KPI.

HomeworthTech Business: New Contract Value (¥ mn, quarterly)



KPIs Disclosed in the Summary of Financial Results (¥ mn)

	Item	FY2026 1Q	FY2027 1Q	YoY
HomeworthTech (Housing)	New contract value	1,202	**1,711**	142.3%
	Deferred revenue incl. long-term	14,679	**17,931**	122.2%
	Warranty service sales	838	**1,025**	122.2%
	Unused e-money balance	2,683	**3,080**	114.8%
ExtendTech (Non-housing)	Renewable energy sales	275	**244**	89.0%
	Home appliances & other sales	145	**97**	66.6%
LifeTech (SI, etc.)	Corporate DX sales	57	**22**	38.1%
	Lifestyle DX sales	93	**134**	145.0%

*Deferred revenue balance is the amount recorded in the HWT segment

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Appendix

Company Overview

Company name	Solvvy Inc.
Founded	March 2009
Listed on	Tokyo Stock Exchange Growth Market (Securities code: 7320)
Representative	Yoshitaka Adachi, President and Representative Director
Employees	Approx. 400 (group, as of Sep. 30, 2026)
Head office	4-33-4 Nishi-Shinjuku, Shinjuku-ku, Tokyo
Other offices	Osaka, Fukuoka, Sendai
Capital	¥212,336 thousand (as of Sep. 30, 2026)

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Appendix

IT, finance & insurance professionals jointly lead the company

IT consulting and entrepreneurship, banking, and non-life insurance: three Representative Directors with different expertise combine "warranties" and "technology."



IT

Rep. Director & Vice President

Naoki Nishio

Founded MediaSeek after working at Andersen Consulting (now Accenture)

Finance

Rep. Director & President

Yoshitaka Adachi

Handled derivatives and other products at Sanwa Bank (now MUFG Bank); engaged in risk consulting at Marsh Japan

Insurance

Rep. Director & Vice President

Takuya Arakawa

After Nippon Fire & Marine Insurance (now Sompo Japan Insurance), arranged numerous specialty insurance programs at Marsh Japan

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Appendix

History

2009.03	Japan Living Warranty Inc. established
2009.09	Launched extended warranties for housing equipment
2016.06	Launched maintenance savings-type warranty service
2017.04	Launched inspection warranty for pre-owned home sales
2018.03	Listed on the TSE Growth Market (formerly Mothers)
2020.07	Began full-scale rollout of long-term building warranties
2021.09	Launched warranties for residential storage batteries
2024.11	Integrated management with MediaSeek; renamed Solvvy Inc.
2026.09	Capital and business alliance with JACCS Co., Ltd.

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Appendix

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Results, plans, estimates, forecasts and other forward-looking information about the Company in this document are based on information currently available and on current judgments and views, and involve uncertainties that could cause actual results to differ materially from these statements.

In addition, this document has been prepared based on economic, social and other conditions generally recognized at present, and may be changed without notice due to changes in economic conditions or other factors.

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