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August 6,2026

Consolidated Financial Results for the Three Months Ended June 30, 2026 (Japanese GAAP)

Company name:	e-Seikatsu Co., Ltd.	Listing:	Standard, Tokyo Stock Exchange
Securities code:	3796	URL:	https://www.e-seikatsu.info/
Representative:	President and CEO	Zenichi Maeno	
Inquiries:	Executive Vice President and CFO	Hiroyuki Shiokawa	
TEL:	+81-03-5423-7820		

Scheduled date to commence dividend payment: -

Preparation of supplementary materials on quarterly financial results: Yes

Holding of financial results briefing: Yes For institutional investors and analysts

(Yen amounts are rounded down to the nearest millions)

1.Consolidated financial results for the Three months ended June 30, 2026 (April 1, 2026 to June 30, 2026)

(1) Consolidated Operating Results (cumulative)

(Percentage indicate year-on-year changes.)

	Net sales		EBITDA		Operating profit		Ordinary profit		Profit attributable to owners of parent	
Three months ended	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
June 30, 2026	767	2.3	145	16.2	3	-	10	-	4	-
June 30, 2025	749	5.3	125	35.7	△13	-	△17	-	△13	-

Note: Comprehensive Income For the Three months ended June 30, 2026 4Millions of yen (- %)

For the Three months ended June 30, 2025 △13Millions of yen (- %)

	Basic earnings per share	Diluted earnings per share
Three months ended	Yen	Yen
June 30, 2026	0.31	-
June 30, 2025	△1.01	-

Note1: EBITDA (operating profit+ depreciation expenses) is disclosed as a useful comparative indicator for our group's performance

2: Diluted earnings per share is not stated since there are no dilutive shares.

3: A two-for-one stock split of common stock was conducted effective April 1, 2026. "Basic earnings per share" has been calculated on the assumption that the said stock split was conducted at the beginning of the previous consolidated fiscal year.

(2) Consolidated Financial Position

	Total assets	Net Assets	Equity-to-asset ratio	Net Assets per Share
	Millions of yen	Millions of yen	%	Yen
As of June 30, 2026	2,496	1,952	78.2	141.43
As of March 31, 2026	2,669	1,989	74.5	144.13

Reference: Equity As of June 30, 2026 1,952 Millions of yen

As of March 31, 2026 1,989 Millions of yen

Note: A two-for-one stock split of common stock was conducted effective April 1, 2026. " Net Assets per Share" has been calculated on the assumption that the said stock split was conducted at the beginning of the previous consolidated fiscal year.

2.Cash dividends

	Dividend per share				
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal Year Ended March 31, 2026	-	0.00	-	6.00	6.00
Fiscal Year Ended March 31, 2027	-				
Forecast for Fiscal Year Ended March 31, 2027		0.00	-	3.00	3.00

Note1: Revisions to the forecast of cash dividends most recently announced: None.

2: A two-for-one stock split of common stock was conducted effective April 1, 2026. For the fiscal years ended March 31, 2026, the actual amounts of dividends prior to the said stock split are presented.

3: For the fiscal year ending March 31, 2027 (forecast), the amount of dividends after the said stock split is presented. On a pre-stock split basis, this dividend would be 6 yen per share.

3.Consolidated Earnings Forecasts for the Fiscal Year Ending March 31, 2027 (April 1, 2026 to March 31, 2027)

(Percentage indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share attributable to owners of the parent
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	3,415	5.7	319	39.3	317	34.1	195	29.6	14.19

Reference: EBITDA 909 Millions of yen (YonY 15.8%)

Note 1: EBITDA (operating profit+ depreciation expenses) is disclosed as a useful comparative indicator for our group's performance.

2: A two-for-one stock split of common stock was conducted effective April 1, 2026. "Basic earnings per share" in the consolidated earnings forecast for the fiscal year ending March 31, 2027, reflects the impact of the said stock split.

3: Revisions to the consolidated earnings forecasts most recently announced: None.

Notes

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

(2) Adoption of accounting treatment specific to the preparation of quarterly consolidated financial statements: None

(3) Changes in accounting policies, changes in accounting estimates, and restatement.

1) Changes in accounting policies due to revisions to accounting standards and other regulations: None

2) Changes in accounting policies due to other reasons: None

3) Changes in accounting estimates: None

4) Restatement: None

(4) Number of Shares Issued (Common shares)

1) Total number of issued shares at the end of the period (including treasury shares)	As of June 30,2026	14,561,400 Shares	As of March 31,2026	14,561,400 Shares
2) Number of treasury shares at the end of the period	As of June 30,2026	758,646 Shares	As of March 31,2026	758,646 Shares
3) Average number of shares outstanding during the period (cumulative from the beginning of the fiscal year)	Three months ended June 30,2026	13,802,754 Shares	Three months ended June 30,2025	13,802,754 Shares

Note: A two-for-one stock split of common stock was conducted effective April 1, 2026. " Number of shares outstanding at the end of the fiscal year," " Number of treasury stock at end of period," and " Average number of shares outstanding during the period " have been calculated on the assumption that the said stock split was conducted at the beginning of the previous consolidated fiscal year.

*Review of the Japanese-language originals of the attached consolidated quarterly financial statements by certified public accountants or an audit firm: None

* Proper use of earnings forecasts, and other special matters

Supplementary materials on quarterly financial results will be disclosed by TDnet on August 6 2026, and will be posted on our website on the same day

Table of Contents of Attachments

1. Overview of Financial Results

Net sales grew by 2.3% year-on-year driven by steady subscriptions
Return to profitability from the previous period achieved through cost structure optimization

<Highlights of the first quarter results and recent topics for the fiscal year ending March 2027>

- Net sales increased by 2.3% year-on-year to 767 million yen. With robust up-selling and cross-selling of subscription revenue and a continued low churn rate, our performance for the quarter is progressing smoothly against the forecast.
- Continuing from the previous fiscal year, we advanced the introduction of AI coding and the revamping of business operations through AI integration to optimize our cost structure and improve productivity. However, cost of sales was 349 million yen (up 5.7% year-on-year) as a result of an increase in commission expenses associated with the growth of transaction-based revenue from " e-Seikatsu Square," as well as an increase in depreciation expenses following product investments made in the previous period. Regarding marketing and sales, business efficiency through the use of AI and the optimization of workforce composition progressed, resulting in selling, general and administrative (SG&A) expenses of 414 million yen (down 4.2% year-on-year).
- As a result of the above, operating profit for the quarter was 3 million yen (an increase of 16 million yen compared to the same period of the previous year). We successfully allowed revenue growth to translate into increased profitability while keeping total expenses under control. Our performance is also progressing smoothly against the earnings forecast.

<About IR information (financial results presentation materials, etc.)>

For financial results presentation materials for the first quarter of the fiscal year ending March 2027 and the most recent results (monthly sales trends), please visit our IR information website.

IR information website: https://www.e-seikatsu.info/IR/

(1) Earnings

In the cumulative business results for the first quarter (April 1, 2026 to June 30, 2026), Net Sales was 767,080 thousand yen (a 2.3% increase in YOY), EBITDA was 145,551 thousand yen (a 16.2% increase in YOY), operating profit was 3,158 thousand yen (operating loss 13,815 thousand yen in the same period of the previous year), ordinary profit was 10,282 thousand yen (ordinary loss 17,585 thousand yen in the same period of the previous year), and profit attributable to owners of parent was 4,256 thousand yen (loss attributable to owners of parent 13,967 thousand yen in the same period of the previous year).

Summary of Consolidated Results	Three months ended June 30, 2025	Three months ended June 30, 2026	Year-on-year change	
	(thousand yen)	(thousand yen)	Difference (thousand yen)	Rate of change (%)
Net sales	749,475	767,080	17,605	2.3
EBITDA	125,279	145,551	20,272	16.2
Operating profit	△13,815	3,158	16,974	-
Ordinary profit	△17,585	10,282	27,867	-
Profit attributable to owners of parent	△13,967	4,256	18,224	-

To fulfill our corporate mission of "creating 'a good life' for all through technology and heart," our Group is dedicated to realizing our vision of "a society enriched by comfortable living." Anchored by our core SaaS business—a recurring subscription model designed to resolve key structural challenges in real estate—we actively drive the digital transformation (DX) of the market by modernizing business processes through cutting-edge AI technologies and digital solutions.

Across the real estate sector, mitigating acute labor shortages, adapting to consecutive regulatory updates, and fortifying cybersecurity resilience have emerged as critical management priorities. In this environment, industry demand is surging for labor-saving AI agents and agile SaaS platforms. Consequently, corporate IT investments focused on modernizing core enterprise systems continue to maintain robust momentum.

For the cumulative first-quarter period, net sales rose to 767,080 thousand yen (up 2.3% YoY), an increase of 17,605 thousand yen compared to the same period of the previous fiscal year. Core subscription revenue posted strong growth, reaching 713,477 thousand yen (up 9.4% YoY), propelled by steady new customer acquisition as well as effective upselling and cross-selling within our existing client base. Our subscription customer base expanded to 1,584 corporate clients as of June 30 (up from 1,566 clients a year earlier), while the average monthly revenue per user (ARPU) (*1) for June grew 6.5% YoY to approximately 150,300 yen per company.

Solution sales stood at 53,603 thousand yen (down 44.8% YoY), primarily reflecting a high base effect following the successful completion of a large-scale SaaS implementation project in the same period of the previous fiscal year.

*1 : "the average revenue per user" Current month subscription sales is divided by the number of subscription customers for the current month, and the figures are rounded down to the nearest 100 yen.

The breakdown of net sales is as follows.

Item details	Three months ended June 30, 2025		Three months ended June 30, 2026		Year-on-year change	
	Sales (thousands of yen)	Percentage of total	Sales (thousands of yen)	Percentage of total	Difference (thousand yen)	Percentage change (%)
Subscription (Note 1)	652,392	87.0	713,477	93.0	61,085	9.4
Solution (Note 2)	97,082	13.0	53,603	7.0	△43,479	△44.8
Total	749,475	100.0	767,080	100.0	17,605	2.3

(Note 1). Subscription: Revenue earned continuously on a monthly basis unless customers apply for cancellation, including monthly charges for SaaS service and Recurring sales based on the operation support contract after the introduction of SaaS . They are our Monthly Recurring Revenue (MRR).

(Note 2). Solutions : Revenue earned from other services, including fees for initial setting, system installation and operation support on spot , commissioned development of system, and sale or introduction of other companies’ services as an agency.

Regarding the cost of sales, commission expenses rose in tandem with the growth in transaction-based revenue from " e-Seikatsu Square," and depreciation expenses increased as a result of strategic product investments made in the previous fiscal year. On a positive note, outsourcing expenses decreased driven by our ongoing shift toward in-house development and the optimization of external vendor utilization. Furthermore, our continued efforts to strengthen the engineering organization and standardize data modernization processes have successfully optimized our workforce composition, leading to a reduction in personnel and recruitment-related expenses. Consequently, the cost of sales stood at 349,907 thousand yen (up 5.7% YoY).

In the marketing and sales domains, AI-driven operational efficiencies and further optimization of workforce composition progressed steadily. As a result, selling, general and administrative (SG&A) expenses were successfully reduced to 414,014 thousand yen (down 4.2% YoY).

Reflecting these strategic initiatives, EBITDA for the first quarter of the consolidated fiscal year reached 145,551 thousand yen (up 16.2% YoY), representing an increase of 20,272 thousand yen compared to the same period of the previous year. Operating profit was 3,158 thousand yen (compared to an operating loss of 13,815 thousand yen in the same period of the previous year), an improvement of 16,974 thousand yen year-on-year, successfully achieving a return to profitability.

Additionally, as we utilize forward exchange contracts to mitigate foreign exchange risks associated with U.S. dollar-denominated transactions, the depreciation of the yen during the quarter generated a foreign exchange gain, which was recorded as non-operating income. Consequently, ordinary profit was 10,282 thousand yen (compared to an ordinary loss of 17,585 thousand yen in the same period of the previous year).

Since the Group operates under a single reporting segment, the "Cloud Solution Business," segment performance information is omitted.

(2) Financial Position

①Assets

Total assets as of the end of the first quarter of the current consolidated fiscal year were 2,496,054 thousand yen, a decrease of 173,620 thousand yen from the end of the previous consolidated fiscal year. Current assets stood at 699,501 thousand yen, a decrease of 160,629 thousand yen from the end of the previous consolidated fiscal year. This was mainly due to a decrease of 112,572 thousand yen in cash and deposits, among other factors. Non-current assets stood at 1,796,553 thousand yen, a decrease of 12,990 thousand yen from the end of the previous consolidated fiscal year. The increase was mainly due to an increase of 45,988 thousand yen in software resulting from additional investments such as functional enhancements for in-house developed cloud services, among other factors. The decrease was mainly due to a decrease of 48,768 thousand yen in software in progress and a decrease of 4,499 thousand yen in deferred tax assets, among other factors.

②Liabilities

Total liabilities as of the end of the first quarter of the current consolidated fiscal year were 543,868 thousand yen, a decrease of 136,468 thousand yen from the end of the previous consolidated fiscal year. Current liabilities stood at 472,741 thousand yen, a decrease of 119,308 thousand yen from the end of the previous consolidated fiscal year. This was mainly due to a decrease of 90,742 thousand yen in income taxes payable, among other factors. Non-current liabilities stood at 71,126 thousand yen, a decrease of 17,160 thousand yen from the end of the previous consolidated fiscal year. This was mainly due to a decrease of 17,160 thousand yen resulting from the repayment of long-term borrowings.

③Net assets

The balance of net assets as of the end of the first quarter of the current consolidated fiscal year was 1,952,186 thousand yen, a decrease of 37,151 thousand yen from the end of the previous consolidated fiscal year. The decrease was mainly due to a decrease of 41,408 thousand yen in retained earnings due to the implementation of dividends.
The increase was mainly due to an increase of 4,256 thousand yen due to the recording of profit attributable to owners of parent, among other factors.

④Cash Flow

The balance of cash and cash equivalents as of the end of the first quarter of the current consolidated fiscal year was 496,030 thousand yen, a decrease of 112,572 thousand yen from the end of the previous consolidated fiscal year. Cash flows and their major factors are as follows:

(Cash flows from operating activities)

Net cash provided by operating activities was 78,637 thousand yen (compared to 142,577 thousand yen in the same period of the previous fiscal year). The main sources of income were depreciation of 142,393 thousand yen and a decrease of 73,398 thousand yen in trade receivables, among other factors.
The main expenditure factors were a decrease of 48,945 thousand yen in provision for bonuses and a decrease of 20,124 thousand yen in accrued consumption taxes, among other factors.

(Cash flows from investing activities)

Net cash used in investing activities was 134,722 thousand yen (compared to 158,639 thousand yen in the same period of the previous fiscal year). This was mainly due to the acquisition of intangible assets of 134,722 thousand yen relating to new development and functional expansion of SaaS.

(Cash flows from financing activities)

Net cash used in financing activities was 56,811 thousand yen (compared to 32,948 thousand yen in the same period of the previous fiscal year). This was mainly due to dividends paid of 39,651 thousand yen and repayments of long-term borrowings of 17,160 thousand yen.

(3) Outlook

Consolidated Forecast for the fiscal year ending March 31, 2027 has remained unchanged from the figures published on May 14, 2026, as the results for the first quarter of the current consolidated fiscal year are generally in line with expectations.

The Group's consolidated business outlook for the fiscal year ending March 2027 is as follows.

Net Sales:	3,415 million yen	(+5.7% YOY)
Operating profit:	319 million yen	(+39.3% YOY)
Ordinary profit:	317 million yen	(+34.1% YOY)
Profit attributable to owners of parent:	195 million yen	(+29.6% YOY)

2. Quarterly Consolidated Financial Statements and Major Notes

(1) Quarterly Consolidated Balance Sheets

(Thousands of yen)

	As of March 31, 2026	As of June 30, 2026
Assets		
Current assets		
Cash and deposits	608,602	496,030
Accounts receivable - trade	145,061	98,659
Contract assets	26,996	-
Work in process	2,519	10,476
Prepaid expenses	88,197	100,850
Forward exchange contracts	1,925	7,367
Other	8,720	5,403
Allowance for doubtful accounts	△21,892	△19,286
Total current assets	860,130	699,501
Non-current assets		
Property, plant and equipment		
Facilities attached to buildings	67,029	67,029
Accumulated depreciation	△47,981	△48,822
Facilities attached to buildings, net	19,047	18,207
Tools, furniture and fixtures	164,364	164,482
Accumulated depreciation	△136,031	△139,316
Tools, furniture and fixtures, net	28,333	25,166
Total property, plant and equipment	47,381	43,373
Intangible assets		
Trademark right	818	789
Software	1,401,988	1,447,977
Software in progress	181,931	133,162
Total intangible assets	1,584,738	1,581,929
Investments and other assets		
Golf club membership	42,000	42,000
Leasehold and guarantee deposits	73,603	73,089
Long-term prepaid expenses	20,695	19,533
Deferred tax assets	41,126	36,626
Total investments and other assets	177,425	171,250
Total non-current assets	1,809,544	1,796,553
Total assets	2,669,675	2,496,054

(Thousands of yen)

	As of March 31, 2026	As of June 30, 2026
Liabilities		
Current liabilities		
Current portion of long-term borrowings	68,640	68,640
Accounts payable - other	108,031	124,087
Income taxes payable	97,299	6,557
Advances received	169,675	161,415
Deposits received	13,981	46,670
Provision for bonuses	66,046	17,101
Other	68,375	48,270
Total current liabilities	592,050	472,741
Non-current liabilities		
Long-term borrowings	85,600	68,440
Guarantee Deposited	2,686	2,686
Total non-current liabilities	88,286	71,126
Total liabilities	680,336	543,868
Net assets		
Shareholders' equity		
Share capital	628,411	628,411
Capital surplus	718,179	718,179
Retained earnings	781,362	744,210
Treasury shares	△138,614	△138,614
Total shareholders' equity	1,989,338	1,952,186
Total net assets	1,989,338	1,952,186
Total liabilities and net assets	2,669,675	2,496,054

(2) Quarterly Consolidated Statement of Income and Quarterly Consolidated Statement of Comprehensive Income

(Quarterly Consolidated Statement of Income)

(Thousands of yen)

	Three months ended June 30, 2025	Three months ended June 30, 2026
Net sales	749,475	767,080
Cost of sales	331,133	349,907
Gross profit	418,341	417,173
Selling, general and administrative expenses	432,157	414,014
Operating profit (loss)	△13,815	3,158
Non-operating income		
Interest income	6	9
Foreign exchange gains	-	8,509
Commission income	81	97
Gain on forfeiture of unclaimed dividends	335	272
Total non-operating income	423	8,888
Non-operating expenses		
Interest expenses	-	520
Commission expenses	149	149
Miscellaneous losses	155	1,094
Foreign exchange losses	3,887	-
Total non-operating expenses	4,192	1,764
Ordinary profit (loss)	△17,585	10,282
Profit (loss) before income taxes	△17,585	10,282
Income taxes - current	7,753	1,525
Income taxes - deferred	△11,370	4,499
Total income taxes	△3,617	6,025
Profit (loss)	△13,967	4,256
Profit (loss) attributable to owners of parent	△13,967	4,256

(Quarterly Consolidated Statement of Comprehensive Income)

(Thousands of yen)

	Three months ended June 30, 2025	Three months ended June 30, 2026
Profit (loss)	△13,967	4,256
Comprehensive income	△13,967	4,256
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	△13,967	4,256

(3) Quarterly Consolidated Statement of Cash Flows

(Thousands of yen)

	Three months ended June 30, 2025	Three months ended June 30, 2026
Cash flows from operating activities		
Profit (loss) before income taxes	△17,585	10,282
Depreciation	139,095	142,393
Foreign exchange losses (gains)	2,718	△5,766
Increase (decrease) in allowance for doubtful accounts	△2,232	△2,606
Increase (decrease) in provision for bonuses	△49,360	△48,945
Interest and dividend income	△6	△9
Interest expenses	―	520
Decrease (increase) in trade receivables	54,420	73,398
Decrease (increase) in inventories	379	△7,956
Increase (decrease) in accounts payable - other	19,804	14,180
Increase (decrease) in advances received	△26,972	△8,260
Increase (decrease) in accrued consumption taxes	7,151	△20,124
Increase (decrease) in guarantee deposits received	△78	―
Other, net	17,209	16,470
Subtotal	144,544	163,576
Interest and dividends received	6	9
Interest paid	―	△520
Income taxes paid	△1,973	△84,427
Net cash provided by (used in) operating activities	142,577	78,637
Cash flows from investing activities		
Purchase of property, plant and equipment	△5,987	―
Purchase of intangible assets	△152,472	△134,722
Payments of leasehold and guarantee deposits	△180	―
Net cash provided by (used in) investing activities	△158,639	△134,722
Cash flows from financing activities		
Repayments of long-term borrowings	―	△17,160
Dividends paid	△32,948	△39,651
Net cash provided by (used in) financing activities	△32,948	△56,811
Effect of exchange rate change on cash and cash equivalents	△571	323
Net increase (decrease) in cash and cash equivalents	△49,581	△112,572
Cash and cash equivalents at beginning of period	345,549	608,602
Cash and cash equivalents at end of period	295,967	496,030

(4) Notes to Quarterly Consolidated Financial Statements

(Segment information, etc)

As the Group has a single segment, the cloud solutions business, description has been omitted.

(Notes in Cases of Significant Changes in the Amount of Shareholders' Equity)

There are no applicable items.

(Notes to assumptions for ongoing concerns)

There are no applicable items.

(Notes Regarding Significant Subsequent Events)

There are no applicable items.