



SpiderPlus & Co.

# FY2025.Q2 Results briefing materials

August 12, 2025

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Click here for the original Japanese version. :  
<https://contents.xj-storage.jp/xcontents/AS81382/90960511/5eff/487c/b4d2/c4a0b4753c76/140120250806532469.pdf>

# **DX in construction industry**

## **Construction**

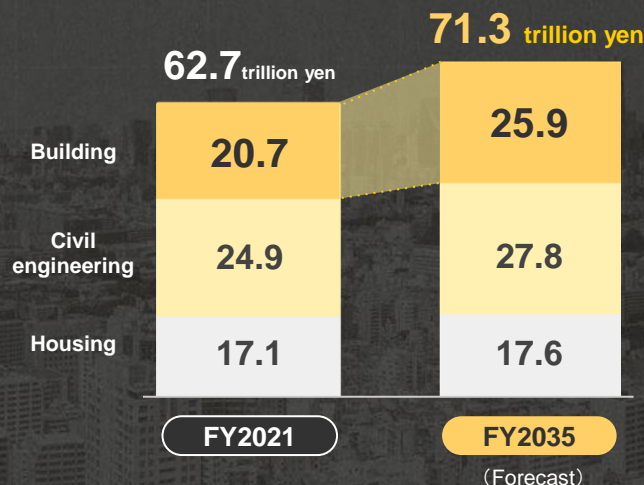
## **Technology**



# Construction DX market opportunities

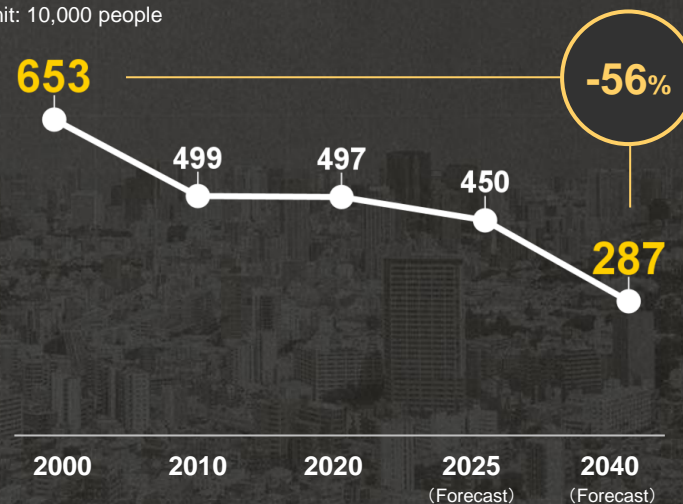
The gap between growing demand and a shrinking workforce in the construction industry creates a market opportunity for Construction DX.

## Outlook for Construction Investment\*1



## Outlook for Number of Construction industry workforce\*2

Unit: 10,000 people



\*1、2 : Sources are listed in "Other Reference Materials: Sources of Statistical Data" in this document.

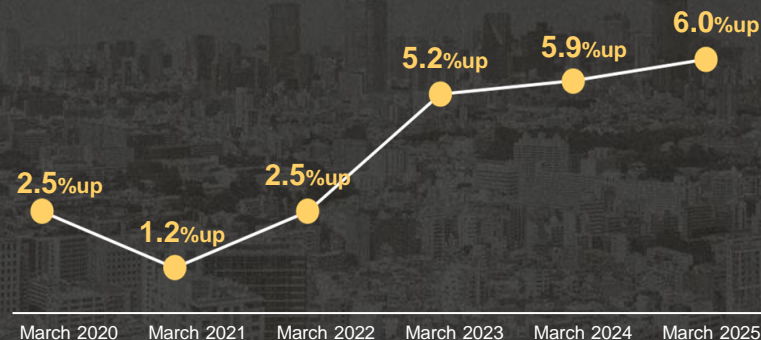
# The Need for Productivity Improvement through DX

On construction sites facing rising labor and material costs, fundamental operational improvements leveraging IT are essential.

## Labor cost trends at construction sites\*1

Rising due to the government's wage increase policy and labor unit price increases, etc.

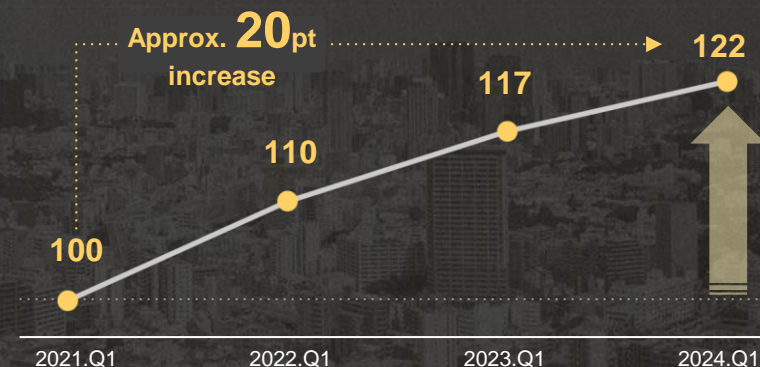
Trends in the rate of increase in labor unit prices for public works design



## Construction material prices\*2

Rising due to global resource price hikes.

Trends in construction material prices



\*1: Based on data from the Ministry of Land, Infrastructure, Transport and Tourism, "Public Works Design Labor Unit Prices to be Applied from March 2025 (announced on February 14, 2025)," compiled by our company.

\*2: Based on data from the Japan Construction Industry Association, "Construction Industry Digital Handbook: Trends in Construction Material Prices (Corporate Price Index)," compiled by our company.

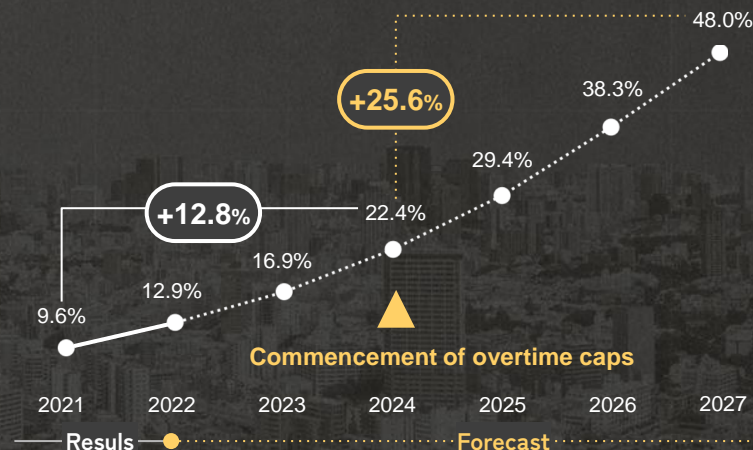
# Outlook for the construction

Regulations and legal reforms will further accelerate the use of digital technology at sites.

## Government and administrative initiatives\*1



## Outlook for the spread of site management services\*2



\*1 : The sources are listed in the "Other Reference Materials: Statistical Data Sources, etc." section of this document.

\*2 : Quoted from "Trends in the Construction Management Cloud Service Market and Vendor Share" in the October 2023 issue of the MIK IT Report published by Deloitte Tohmatsu MIK Economic Research Institute Co. (<https://mic-r.co.jp/micir/>).

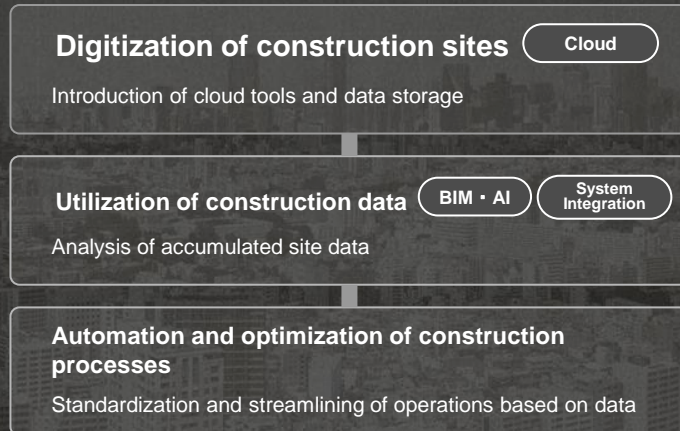


# Trend of DX in Construction Industry

DX needs in the construction industry are developing, becoming more sophisticated and diverse, particularly among large enterprises.

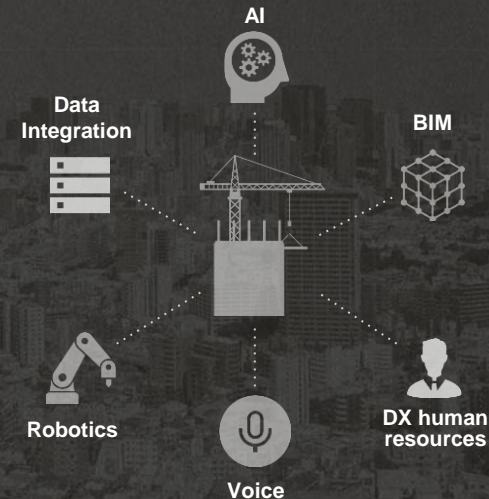
## Transformation of the construction process

Moving from the digitalization of tools to more advanced initiatives leveraging data and AI.



## Technologies expected to be utilized at construction sites

Moving toward a more advanced use of data on-site, including the utilization of BIM, AI, and Data integration.



# Key measures on FY2025

Prioritize capturing the needs of large enterprise customers experiencing significant demand expansion.

## 1 Co-creation with DX-advanced companies

Combining SaaS, BPO services, and individual company development, we work with existing enterprise customers to transform construction processes and utilize new technologies.

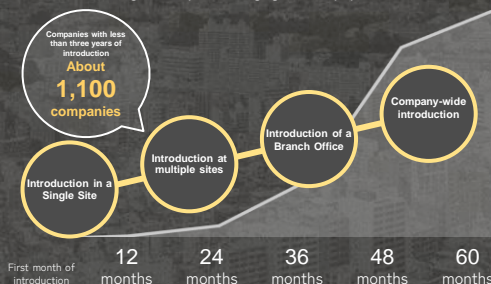
### SPIDERPLUS' Large enterprise customer base (excerpt)



## 2 Penetration of existing customers

Successfully conclude large-scale business negotiations, such as company-wide introductions, at an early stage.

### Penetration model for existing customers (IDs of large enterprises engaged in equipment work)



## 3 Cultivating new customers

Expansion of contracted companies through efficient utilization of sales partners and network effects

### Construction industry pioneer

SPIDERPLUS  
Implementing companies  
over **2,000** companies

Domestic target  
About **20,000**  
companies<sup>\*1</sup>

<sup>\*1</sup> : Number of businesses with special construction licenses. The results of a search using the Ministry of Land, Infrastructure, Transport and Tourism's Construction Business and Real Estate Business Information Search System are listed.



## FY2025.Q2 Performance Highlights





# FY2025.Q2 Outline

## Business

- Strengthen relationships mainly with DX-advanced companies and formulate a new product roadmap based on customer needs.
- Focus on improving customer engagement (maximizing the effects of introduction, etc.) to accelerate penetration within large enterprises.
- Strengthen onboarding system for SMBs to increase number of contracted companies.

## Performance

- Net sales of 1.2 billion yen, operating loss of 20 million yen, ARR growth rate of YoY+22%.
- EBITDA\*1 remained in the black for the second consecutive quarter.
- Continue necessary growth investments within the scope of achieving full-year profitability, which is the KGI for FY2025.

\*1 : EBITDA is calculated as operating profit plus depreciation and amortization.

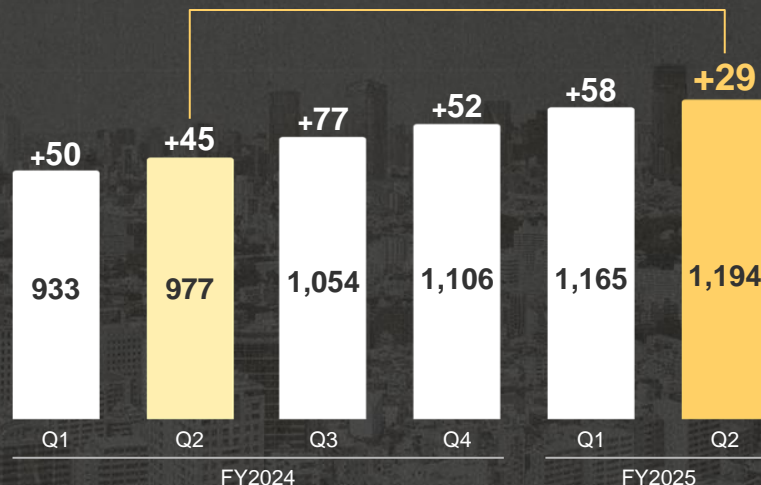
# Business Progress

Net sales were lower than expected due to the prolonged major negotiations that have been an issue since the previous fiscal year. Profitability is progressing steadily toward full-year profitability.

## Net sales (quarterly)

Unit : Millions of yen

YoY Growth  
**+22%**



## Operating income (quarterly)

Unit : Millions of yen



(Operating income ratio)





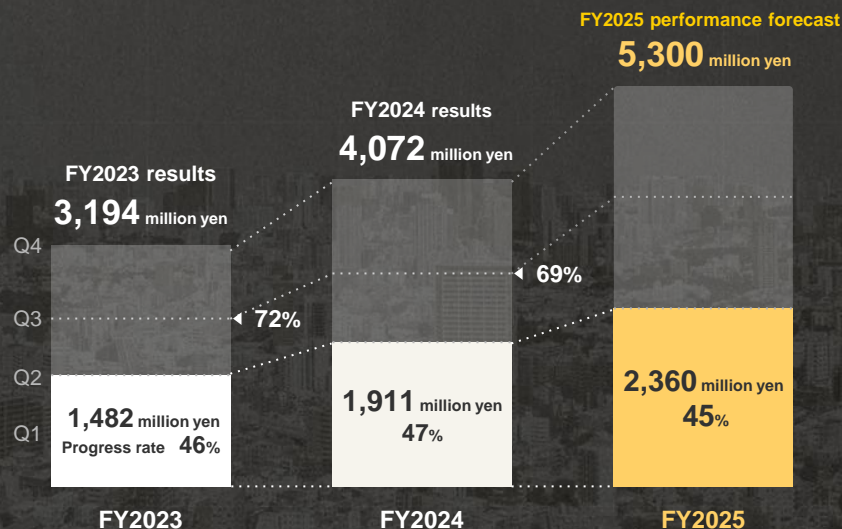
# Financial Highlights

Net sales progressed at the same pace as in previous years, and EBITDA remained in the black ahead of operating profit. No change in performance forecast as of FY2025.Q2.

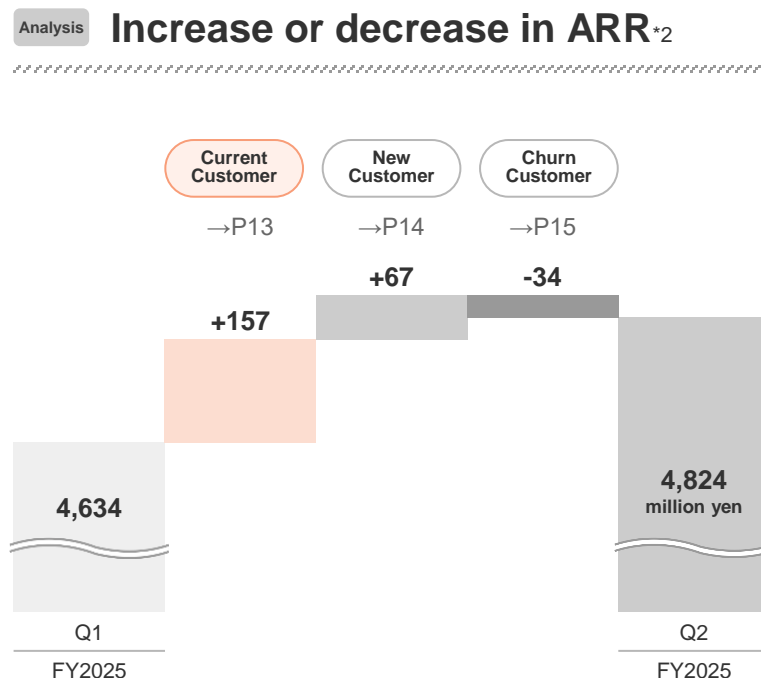
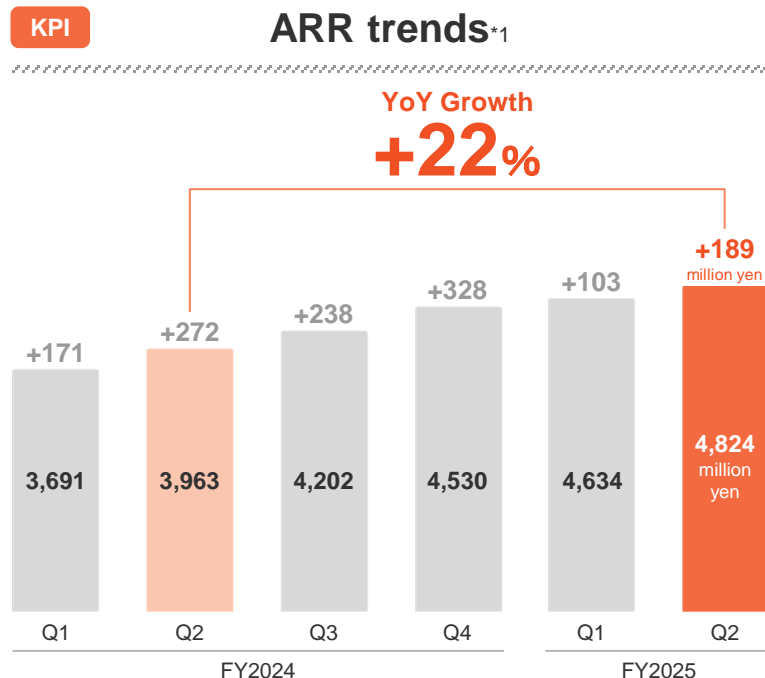
## Financial Results (Cumulative)

Unit: million yen	FY2024.Q2	FY2025.Q2	YoY	YoY Growth
Net Sales	1,911	2,360	+449	+23.5%
Stock Income	1,863	2,334	+471	+25.3%
Gross Profit	1,256	1,723	+467	+37.2%
Gross Profit Margin	65.7%	73.0%	—	+7.3pt
SG&A	1,604	1,752	+148	+9.3%
Operating profit	-347	-29	+318	—
EBITDA*1	-262	53	+315	—

## Performance Forecast (Net Sales)



Resulting in ARR growth rate YoY+22%.Due to penetration into large enterprises is taking time.



\*1: ARR is calculated by multiplying the monthly MRR of the end of each quarter (the total amount of monthly usage fees that do not include temporary revenue at the end of the month of the target month) by 12 (annualized).

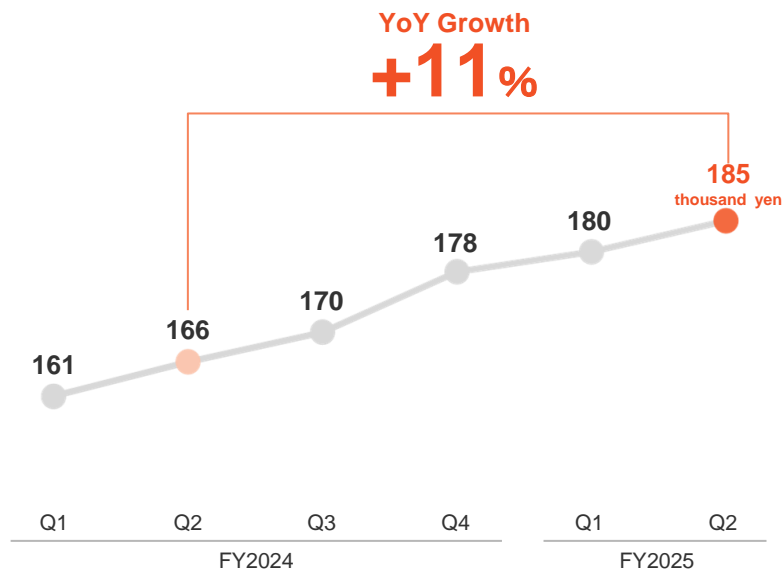
\*2: New customers refer to customers who newly introduced SPIDERPLUS during this disclosed quarter, existing customers refer to customers who continued from the end of the previous quarter to the end of this disclosed quarter, and cancelled customers refer to customers who made full churns during this disclosed quarter



Progress was made in some of the major negotiations with large enterprises that had been protracted, resulting in an YoY +11% in ARPA.

KPI

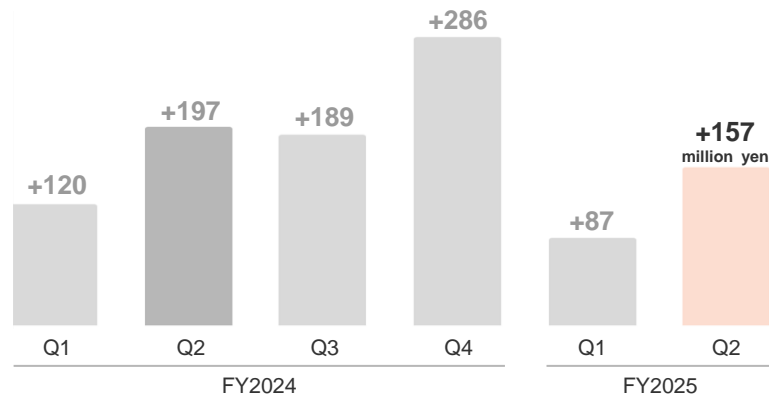
ARPA\*1



Analysis

Net increase in ARR for existing customers

By moving forward with major negotiations that have been ongoing for some time, we target a further increase in net ARR.



\*1 : ARPA is calculated by divide the ARR at the end of each quarter by the number of contracted companies at the end of the same quarter.

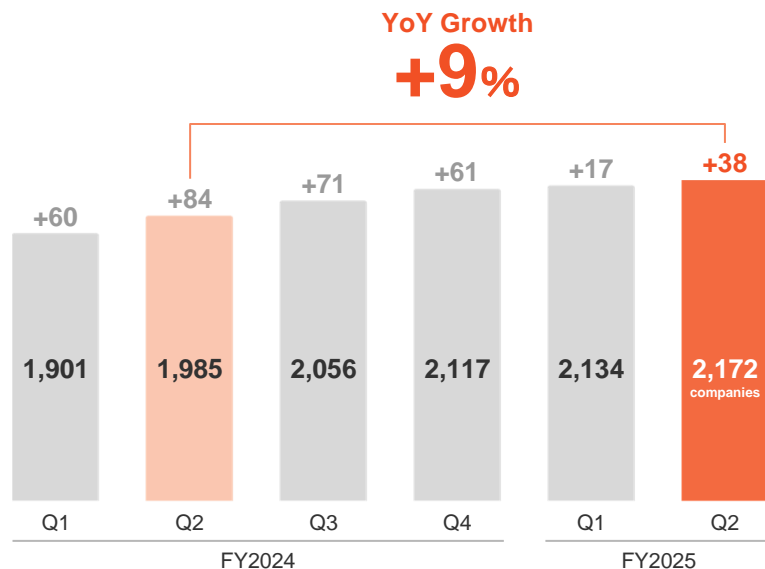
# ■ Company

The number of contracted companies at the end of FY2025 Q2 is 2,172.

The number of contracted companies is expected to increase rapidly due to improvements in the churn rate and strengthening of the onboarding system.

KPI

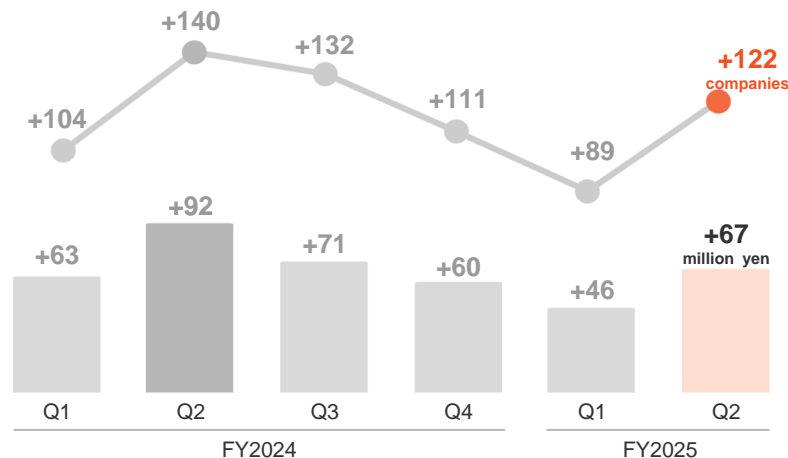
## Contracted Company



Analysis

## ARR trends for new contracted company

Improvements in both the number of new contracted companies and ARR of new contracted companies.



\*1 : ARR for new contracted companies is the ARR at the start of each quarter for all new contracted companies.

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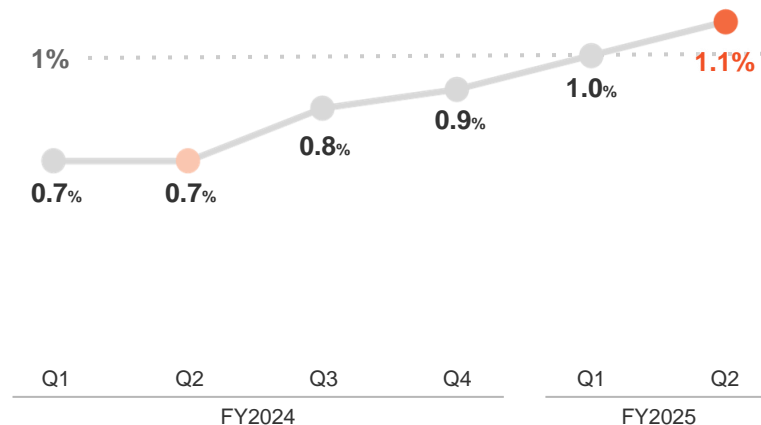
# ■ Churn rate<sup>\*1</sup>

To address the unchanging trend of cancellations primarily coming from small businesses that have been using our service for a short period, we are working to reduce the churn rate by strengthening our customer success structure.

KPI

## Company unit-based churn rate<sup>\*1</sup>

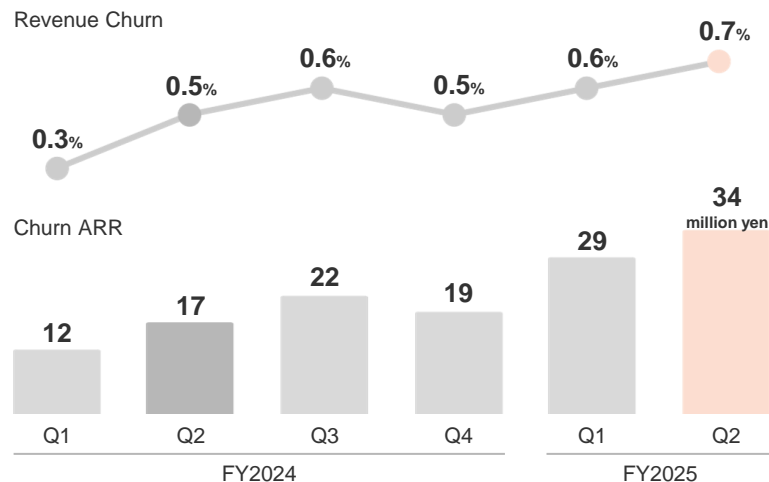
We assume that the churn rate for FY2025 will be in the range of 1.0% to 1.2%.



Analysis

## Revenue-based churn rate<sup>\*2</sup>

The impact of churn on ARR growth is expected to be limited.



<sup>\*1</sup> : The corporate churn rate is the average monthly churn rate for the most recent 12 months.

<sup>\*2</sup> : The churn ARR is the total ARR of companies that canceled their contracts in each quarter, and the revenue churn is calculated as "total ARR of companies that canceled their contracts in each quarter divided by ARR at the end of the previous quarter."

# KPI trends by customer size<sup>\*1</sup>

Challenges include increasing penetration among large enterprises (ARPA) and acquiring new customers (Number of contracted companies) among SMBs.

		Results				
	Unit	FY2024.Q2	FY2024.Q3	FY2024.Q4	FY2025.Q1	FY2025.Q2
<b>ARR</b>	Billion yen	3.9	4.2	4.5	4.6	<b>4.8</b>
Large Enterprise	Billion yen	2.7	2.8	3.0	<b>3.0</b>	<b>3.1</b>
SMB	Billion yen	1.2	1.3	1.5	<b>1.5</b>	<b>1.6</b>
<b>Company</b>	Companies	1,985	2,056	2,117	2,134	<b>2,172</b>
Large Enterprise	Companies	383	381	386	387	<b>386</b>
SMB	Companies	1,602	1,675	1,731	1,747	<b>1,786</b>
<b>ARPA</b>	thousand yen	166	170	178	180	<b>185</b>
Large Enterprise	thousand yen	596	625	649	653	<b>681</b>
SMB	thousand yen	63	66	73	76	<b>77</b>

Increase or decrease				
FY2024.Q2	FY2024.Q3	FY2024.Q4	FY2025.Q1	FY2025.Q2
+0.27	+0.23	+0.32	+0.10	<b>+0.18</b>
+0.17	+0.11	+0.14	+0.02	<b>+0.12</b>
+0.10	+0.12	+0.18	+0.07	<b>+0.06</b>
+84	+71	+61	+17	<b>+38</b>
+10	-2	+5	+1	<b>-1</b>
+74	+73	+56	+16	<b>+39</b>
+4	+3	+8	+2	<b>+4</b>
+22	+28	+23	+4	<b>+27</b>
+2	+3	+6	+2	<b>+1</b>

<sup>\*1</sup> : Large enterprises and SMBs are classified based on our customer management standards, such as having 300 or more employees. The classification of large enterprises and SMBs was revised in FY2025.Q1, and figures for FY2024 and earlier have been recalculated based on the new classification.

# ■ Analysis of business progress and initiatives

## Challenges for Improving Growth Rate

Large  
Enterprise

Issue

### ARPA

- Major negotiations, such as company-wide introduction, took longer than expected.

Analysis

- Improvement in customer engagement (results of utilization) necessary for advancing major negotiations is required beyond the target level.
- Responding to the increasingly sophisticated and diverse needs of DX

SMB

Issue

### Number of contracted company

- Improved churn rate for SMBs
- Further improvement in close rate for new customers

Analysis

- The number of leads increased in line with market expansion, but sales performance varied.
- Resource dispersion in SMB onboarding systems

## Initiatives from FY2025.Q2

Continue

### Strengthening account management structure

- Strengthening customer success strategies and systems based on results.
- Promotion of solution proposals based on customer DX strategies.

Continue

### Combination with professional services

- Shortened lead times through joint development with core systems.
- Responding to the individual requests of DX-advanced companies to broadly address DX needs.

New

### Promoting a new product roadmap

- Scheduled to be launched sequentially from the end of the year based on a roadmap that takes into account customer needs.

Continue

### Strengthening onboarding systems

- In addition to online study sessions and content expansion, we will strengthen the success system at local bases and establish an onboarding system with partner companies.

Continue

### Improvement in sales productivity

- Implement sales team training and optimize business processes.



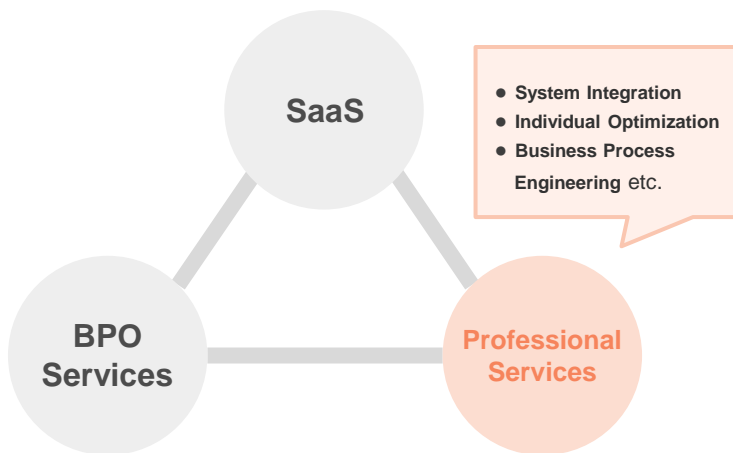
# About Professional Services

Problem-solving services that address the varying DX needs of each company.

Continuing from the previous quarter, we received many inquiries and secured multiple projects.

## Background

Capturing the needs for DX in the increasingly sophisticated and diverse construction industry



## Expected effect

- Shortening lead times for major negotiations such as company-wide introductions
- Expansion of revenue opportunities other than SPIDERPLUS
- Strengthening customer base through deepening customer relationships

## Case examples

### Case : 1

Real-time visualization of usage status on customer BI tools

### Case : 2

Centralized management of accumulated site information on the customer's core system

### Case : 3

Joint development of a new site management process utilizing BIM

# About the new product roadmap\*1

The new product roadmap was developed based on the needs of companies that are proactively engaging in DX. We will expand our product scope from being a tool specifically for "construction management" to becoming a "system infrastructure for all on-site operations."

## Classification of important tasks at construction sites into three areas: "people, Processes, and Assets"



## Future plans<sup>1</sup>

- In addition to specializing in "Quality," we are expanding into the areas of 'Human resource' and "Materials & Equipment."
- In addition to in-house development, we promote integration with software from other companies and customer systems to quickly enhance added value.
- Enhanced product lineup through the addition of new features to existing products and the development of new products.
- In collaboration with SPIDERPLUS, we plan to launch S+Collabo, a communication tool that can be used by everyone on site, including site managers and on-site craftspeople, within FY2025.

\*1 : "Integrated platform "SPIDERPLUS Workspace" to be released sequentially (announced on July 8, 2025)" (<https://spiderplus.co.jp/news/news-release/9160/>)

## FY2025.Q2 Financial Highlights





# ■ Consolidated Balance Sheet<sup>\*1</sup>

Unit : Millions of yen (rounding down to the nearest unit)	FY2024 (consolidation)	FY2025.Q2 (consolidation)
Cash and deposits	2,740	2,644
Other current assets	654	715
<b>Current assets</b>	<b>3,395</b>	<b>3,359</b>
Software	335	275
Software in progress	21	34
Other fixed assets	459	439
<b>Fixed assets</b>	<b>815</b>	<b>749</b>
<b>Total assets</b>	<b>4,211</b>	<b>4,108</b>
Borrowings	1,029	950
Other liabilities	536	538
<b>Total liabilities</b>	<b>1,565</b>	<b>1,489</b>
<b>Total net assets</b>	<b>2,645</b>	<b>2,619</b>
<i>Equity ratio</i>	<i>62.8%</i>	<i>63.7%</i>

## Cash and deposits

- Cash and deposits decreased mainly due to repayment of long-term borrowings, but net cash remained stable due to EBITDA surplus.

## Software/Software in progress

- The balance of software decreased due to depreciation.

## Borrowings

- There is a credit facility of 950 million yen for overdrafts and other loans (as of June 30, 2025).

## Net assets

- Equity ratio increased, stable financial base established.

# ■ Consolidated Statements of profit and loss

Unit : Millions of yen (rounding down to the nearest unit)	FY2025.Q1 Accounting period (consolidation)	FY2025.Q2 Accounting period (consolidation)	From the previous quarter	FY2024.Q2 Cumulative period (consolidation)	FY2025.Q2 Cumulative period (consolidation)	Year on year
<b>Net sales</b>	<b>1,165</b>	<b>1,194</b>	<b>+2.5%</b>	<b>1,911</b>	<b>2,360</b>	<b>+23.5%</b>
<i>Of which, stock income</i>	<b>1,152</b>	<b>1,181</b>	<b>+2.5%</b>	<b>1,863</b>	<b>2,334</b>	<b>+25.3%</b>
<i>Stock income ratio</i>	98.9%	98.9%	—	97.5%	<b>98.9%</b>	<b>+1.4pt</b>
<b>Gross profit</b>	<b>835</b>	<b>888</b>	<b>+6.3%</b>	<b>1,256</b>	<b>1,723</b>	<b>+37.2%</b>
<i>Gross profit margin</i>	71.7%	74.3%	<b>+2.6pt</b>	65.7%	73.0%	<b>+7.3pt</b>
<b>SGA cost</b>	<b>845</b>	<b>906</b>	<b>+7.2%</b>	<b>1,604</b>	<b>1,752</b>	<b>+9.3%</b>
<i>SGA cost ratio</i>	72.6%	75.9%	<b>+3.3pt</b>	83.9%	74.3%	<b>-9.6pt</b>
<b>Operating loss</b>	<b>-10</b>	<b>-18</b>	—	<b>-347</b>	<b>-29</b>	—
<i>Operating profit margin</i>	-0.9%	-1.6%	<b>-0.7pt</b>	-18.2%	-1.2%	<b>+17.0pt</b>
<b>Ordinary loss</b>	<b>-11</b>	<b>-21</b>	—	<b>-347</b>	<b>-33</b>	—
<b>Loss before income taxes</b>	<b>-11</b>	<b>-21</b>	—	<b>-347</b>	<b>-33</b>	—
<b>Net sales</b>	<b>-14</b>	<b>-24</b>	—	<b>-353</b>	<b>-38</b>	—

## Net Sales

- Increase in recurring revenue due to ARR growth of SPIDERPLUS

## Gross Profit Margin

- Gross profit margin improved by 7.3 points YoY due to progress in development projects based on a new product roadmap and revisions to the development structure.
- Gross profit for the cumulative period increased 37.2% YoY due to sales growth and an increase in gross profit margin.

## SGA cost

- Continued disciplined investing, with SG&A expenses as a percentage of net sales at 74.3% for the cumulative period.

# ■ Consolidated Statements of Cash Flows

Unit : Millions of yen (rounding down to the nearest unit)	FY2024.Q2 Cumulative period (consolidation)	FY2025.Q2 Cumulative period (consolidation)
Cash Flows from operating activities	-322	-13
Investment Cash Flow	-45	-16
<b>Free Cash Flow</b>	<b>-368</b>	<b>-29</b>
Financial Cash Flow	383	-67
<b>Effect of exchange rate changes on cash and cash equivalents</b>	<b>-1</b>	<b>-0</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>+13</b>	<b>-96</b>
Cash and cash equivalents at beginning of year	2,846	2,740
<b>Cash and cash equivalents at end of year</b>	<b>2,859</b>	<b>2,644</b>

## Operating Cash Flow

- Operating cash flow improved due to a decrease in operating loss.

## Cash flows from investing activities

- Investments mainly related to the development of software for internal use.

## Cash flows from financing activities

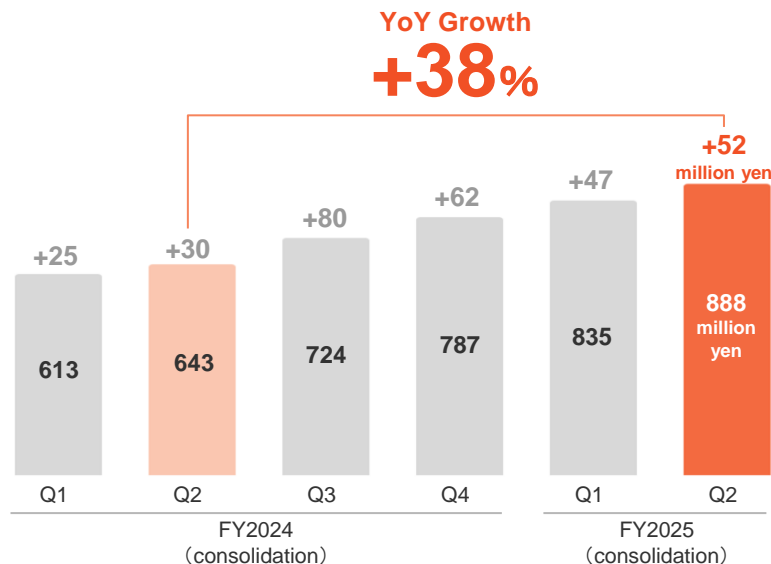
- Expenditures based mainly on agreed repayment of borrowings.



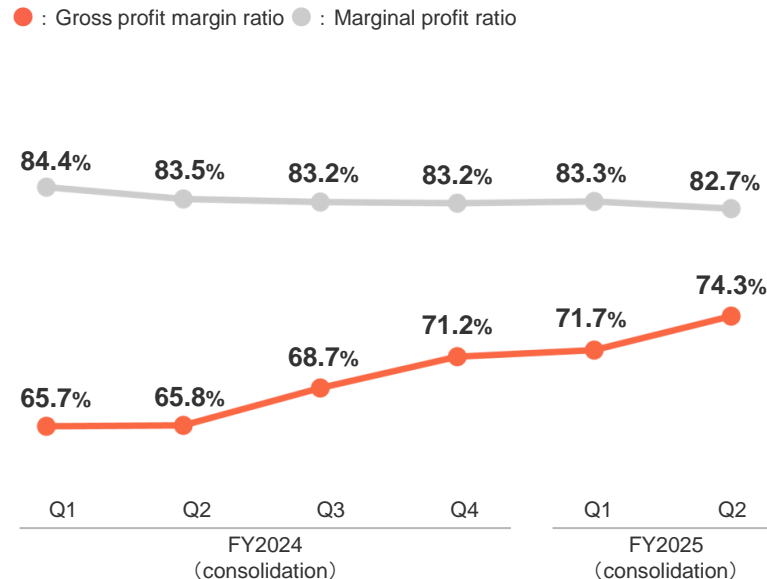
# ■ Gross profit

As a result of revising development projects and the development structure based on a new product roadmap, the percentage of development personnel expenses for maintaining services decreased relatively, and gross profit margin increased to 74.3%.

## Gross profit



## Marginal profit ratio and Gross profit margin\*1



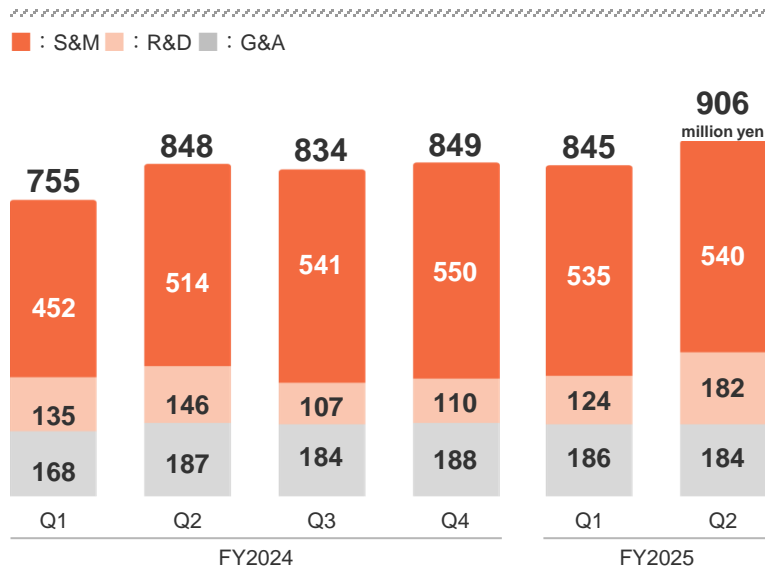
\*1 : Contribution margin is calculated as "Net Sales - Communication Expenses (Cost of Sales) - Commission Expenses (Cost of Sales)," and contribution margin ratio is calculated as "Contribution Margin ÷ Net Sales."

# SG&A expenses

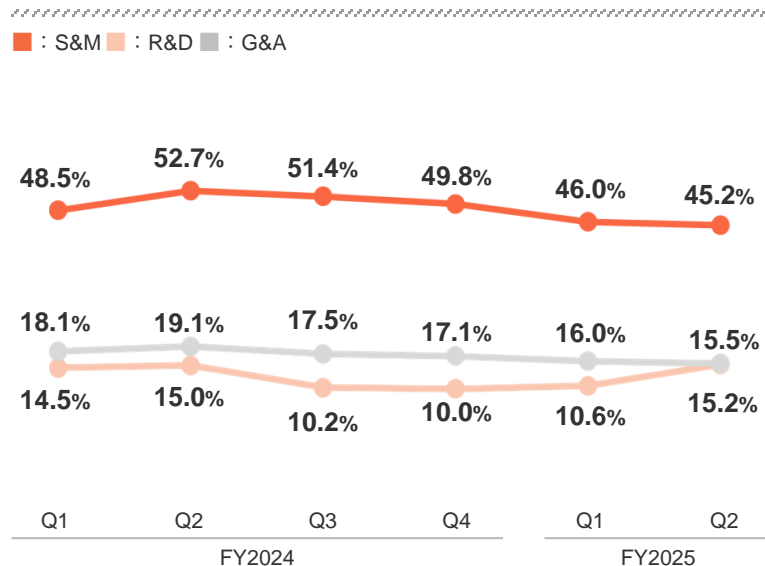
R&D increased due to stronger investment in the development of new products and other initiatives.

No change to sales and administrative expense investment policy for FY2025 (quarterly average of 900 million to 1 billion yen).

## SG&A Expenses\*1



## Ratio of SG&A expenses to net sales\*1



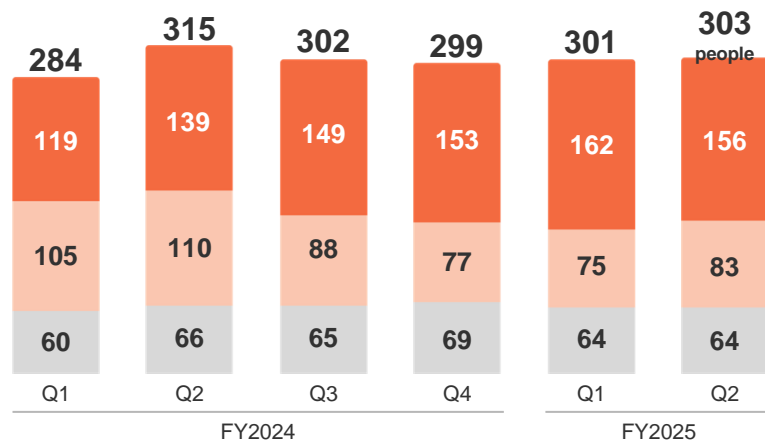
\*1 : S&M: Abbreviation for Sales and Marketing. The total amount of personnel expenses, advertising and promotion expenses, sales commissions, and related common expenses attributable to the sales department(including marketing) for each quarterly accounting period.R&D: Abbreviation for Research and Development. "Total amount of personnel expenses, etc. related to the development department and related common expenses for each quarterly accounting period." G&A: Abbreviation for General and Administrative. "Total amount of expenses related to the corporate department and related common expenses for each quarterly accounting period."

# ■ Status of investment (Human capital)

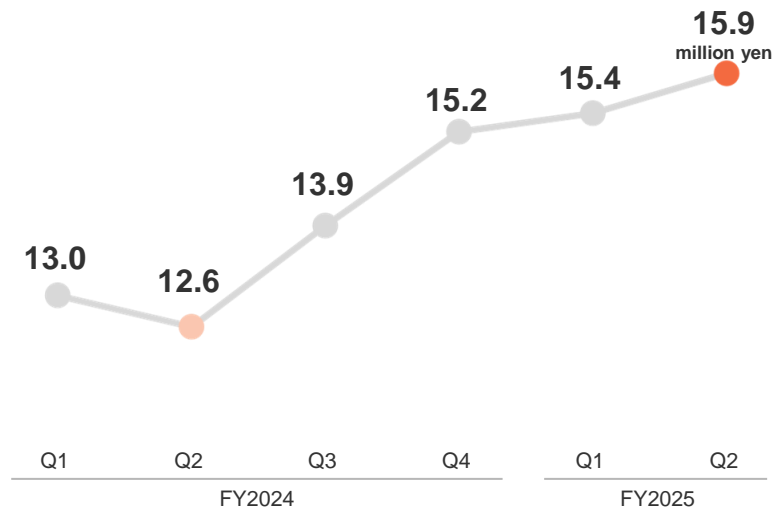
Continue to systematically invest in human resources while improving productivity from Q3 onwards.

## Number of Employees\*1

■ : S&M ■ : Product (Product Development & R&D) ■ : G&A



## ARR per employee



\*1 : Includes non-regular employees and SES personnel. G&A includes employees on leave, such as parental leave, and full-time corporate officers.



## Vision

**The infrastructure on site  
that makes “fun of working” of the site people**

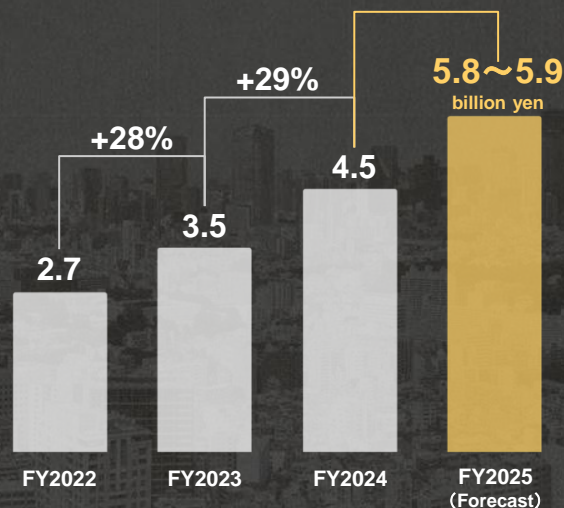
## Reference (Performance-related)



## FY2025 KGI<sup>\*1</sup>

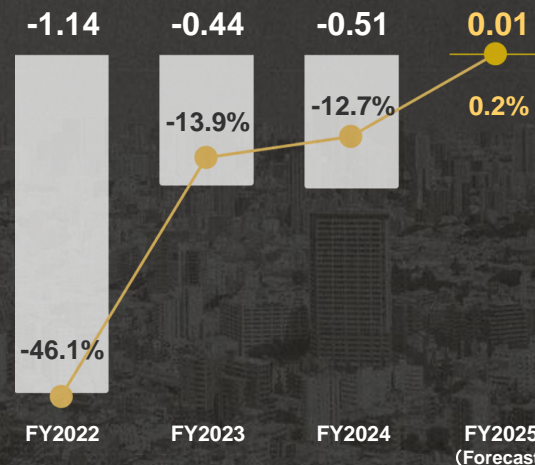
After an advanced investment period of about four years, we have entered a phase where we can achieve both high growth and profitability.

### YoY Growth ARR +30%



### Full-year profitability (Operating profit)

Unit: billion yen, Line graph: Operating profit margin



<sup>\*1</sup> : Statements regarding future net sales and operating profit are medium-to long-term outlooks and do not guarantee future results or performance. These forward-looking statements include known and unknown risks and uncertainties, and as a result, actual results or performance may differ significantly from the forecasts.

# FY2025 Forecast

	FY2024 results	YoY	FY2025 Forecast	YoY	Overview of Performance Forecasts
ARR	4.5 billion yen	+29%	5.8~5.9 billion yen	+30%	<ul style="list-style-type: none"> <li>Existing customer penetration is the main growth driver</li> <li>Especially promoting major negotiations such as bulk introduction by large enterprise customers</li> </ul>
ARR Net ncrease	+1.01 billion yen	+32%	+1.3~1.4 billion yen	+30%	
Number of companies signed	2,117 companies	+15%	over 2,300 companies	+10%	<ul style="list-style-type: none"> <li>As in the previous term, the focus will be on switching to new plans and expanding sales of optional functions.</li> <li>Growth in the number of users, such as the number of companies with contracts, is expected to accelerate from FY2026 onwards</li> </ul>
ARPA	178,000 yen	+12%	210,000 yen	+18%	
NRR	123%	—	125%over	—	
Net Sales	4.07 billion yen	+27.5%	5.3 billion yen	+30.0%	<ul style="list-style-type: none"> <li>The gross profit margin is targeted at approximately 70% in FY24.Q4</li> <li>SG&amp;A expenses are targeted at 900-1,000 million yen per quarter</li> </ul>
Operating profit	-510 million Yen	—	10 million yen	returning to profitability	
Number of employees	299 people	+43 people	329~350 people	+30~51 people	<ul style="list-style-type: none"> <li>Recruitment centered on sales and development departments</li> </ul>

\*1: The statements regarding future Net Sales and Operating profit are medium-to long-term outlooks, and do not guarantee future results or performance. These forward-looking statements involve known and unknown risks and uncertainties, and as a result, actual results or performance may differ materially from the forecasts.



## KPI trends\*1

	Unit	FY2023.Q2	FY2023.Q3	FY2023.Q4	FY2024.Q1	FY2024.Q2	FY2024.Q3	FY2024.Q4	FY2025.Q1	FY2025.Q2
<b>ARR</b>	<b>Billion yen</b>	3.0	3.2	3.5	3.6	3.9	4.2	4.5	4.6	<b>4.8</b>
Large Enterprise	Billion yen	2.1	2.3	2.4	2.5	2.7	2.8	3.0	3.0	<b>3.1</b>
SMB	Billion yen	0.8	0.9	1.0	1.1	1.2	1.3	1.5	1.5	<b>1.6</b>
<b>Company</b>	<b>Companies</b>	1,671	1,763	1,841	1,901	1,985	2,056	2,117	2,134	<b>2,172</b>
Large Enterprise	companies	336	350	365	373	383	381	386	387	<b>386</b>
SMB	companies	1,335	1,413	1,476	1,528	1,602	1,675	1,731	1,747	<b>1,786</b>
<b>ARPA</b>	<b>thousand yen</b>	152	155	159	161	166	170	178	180	<b>185</b>
Large Enterprise	thousand yen	541	555	569	574	596	625	649	653	<b>681</b>
SMB	thousand yen	54	55	57	61	63	68	73	76	<b>77</b>
<b>ARPU</b>	<b>yen</b>	4,030	4,145	4,282	4,437	4,600	4,740	4,997	5,109	<b>5,242</b>
Large Enterprise	yen	3,774	3,891	4,019	4,124	4,258	4,342	4,469	4,519	<b>4,590</b>
SMB	yen	4,853	4,936	5,092	5,371	5,605	5,887	6,515	6,790	<b>6,939</b>
<b>IDs</b>	<b>ID</b>	63,199	65,937	68,508	69,321	71,809	73,885	75,555	75,591	<b>76,694</b>
Large Enterprise	ID	48,230	49,950	51,748	51,931	53,630	54,865	56,059	55,957	<b>56,811</b>
SMB	ID	14,969	15,987	16,760	17,390	18,179	19,020	19,496	19,634	<b>19,883</b>

\*1 : Large enterprises and SMBs are classified based on our customer management standards, such as having 300 or more employees. The classification of large enterprises and SMBs was revised in FY2025.Q1, and figures for FY2024 and earlier have been recalculated based on the new classification.

## Reference (Business-related)

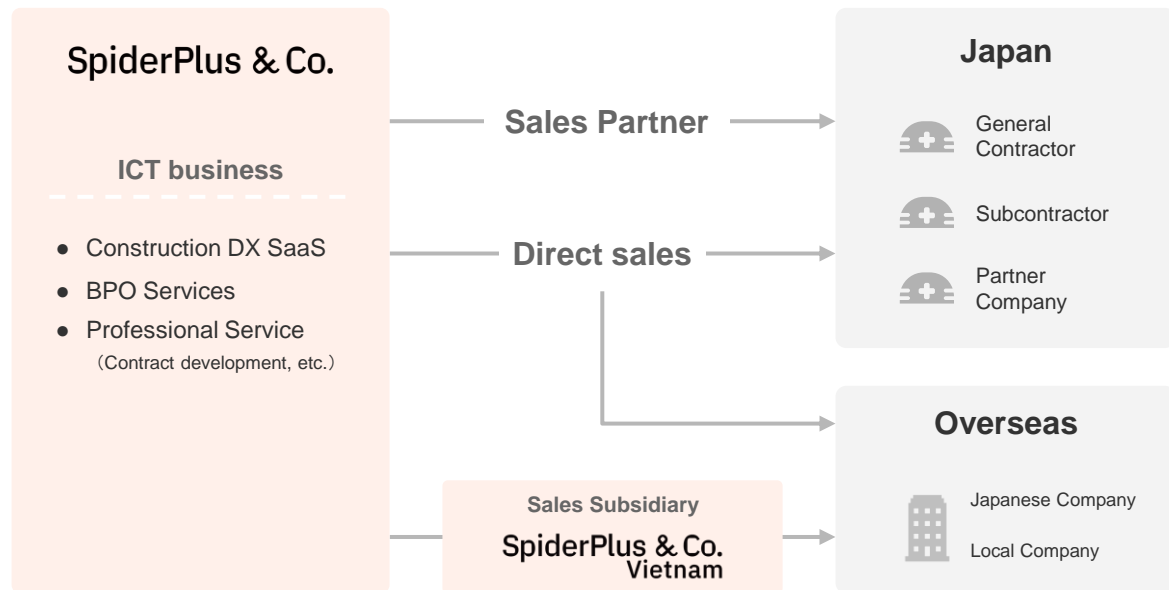


# SPIDERPLUS's Business Models\*1

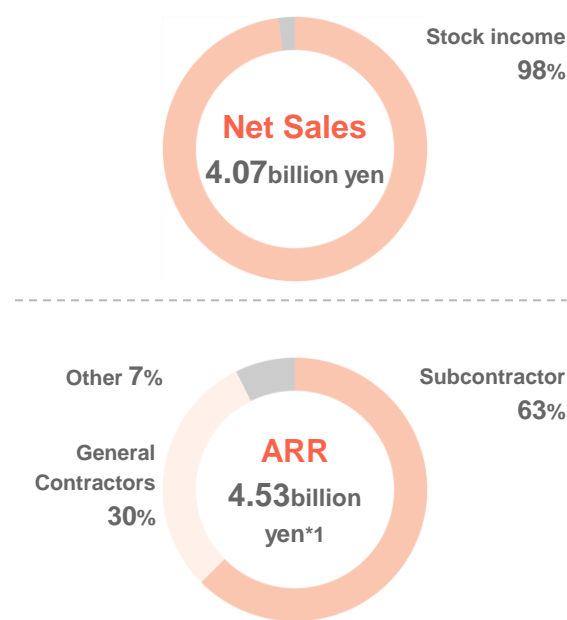
Launch a subscription-based business model.

Main targets are general contractors and subcontractors engaged in large-scale sites such as buildings and condominiums.

## Business Process Diagram



## Net Sales and ARR Composition



\*1 : ARR is the results at the end of FY2024. ARR is calculated by multiplying the monthly MRR (the sum of monthly usage fees, excluding one-time revenue, at the end of the month in the target month) by 12 (annualized).

# How SPIDERPLUS is provided\*1

We provide industry-specific packages as SaaS.

In addition to SaaS, we also provide BPO services and contract development services.

## Standard Package



Drawing management

Photo management

Viewing documents

Form creation

Punch List management

## For construction work



Standard Package



Inspection function for construction work

## For electric power work



Standard Package



Inspection function for electric power work

## For Air conditioning and sanitation work



Standard Package



Inspection functions for air conditioning and sanitation work

## Additional functions

**S+Partner**



Sharing information with partner companies on SPIDERPLUS is now possible.

**S+BIM**



No special software is required to view D models using SPIDERPLUS.

## Additional Services

### BPO/BPaaS

Pre-inspection preparation and other "arrangement" work can now be outsourced.

### Professional Service

Contracted development of unique functions and linkage between SPIDERPLUS and the customer's own system are now possible.

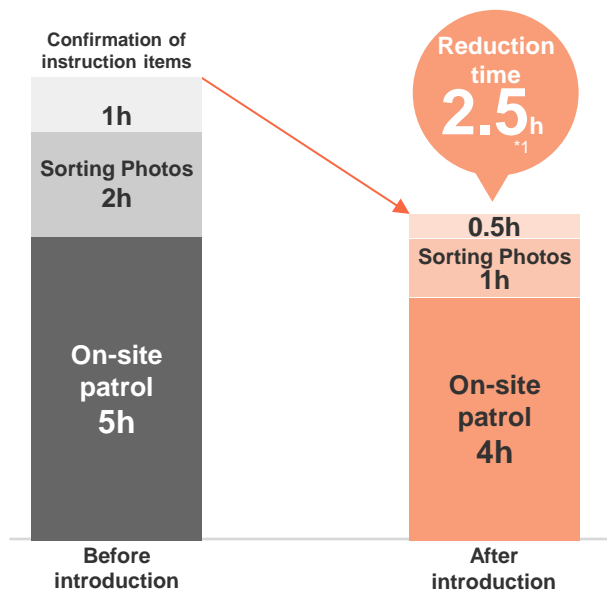
\*1 : The content of the offer is as of March 2025.



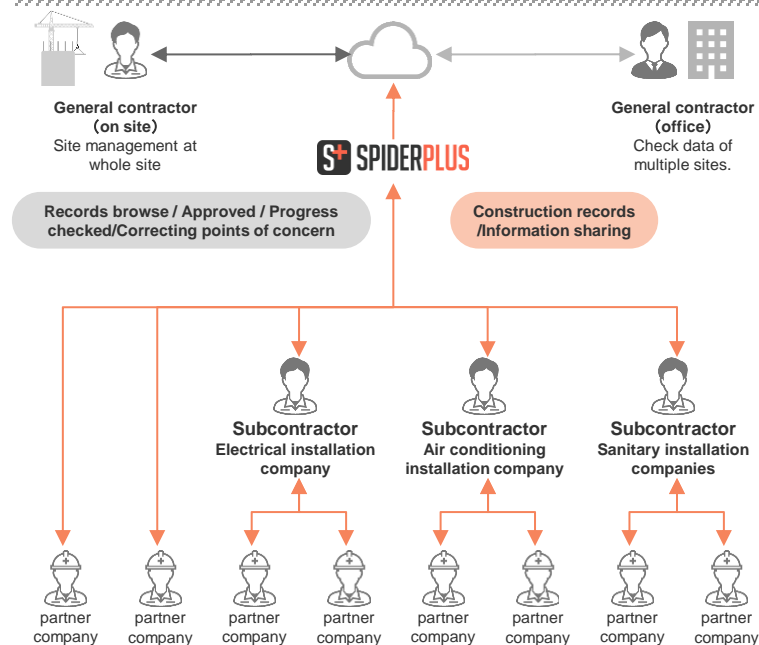
# Benefits of Introducing SPIDERPLUS

In addition to improving the efficiency of site management, another feature is the ability to achieve “DX for the whole site” through collaboration between general contractors and subcontractors.

## Improving efficiency on a per-user basis



## Improving efficiency on a per-site basis



\*1 : The work hours that can be reduced are based on data from an internal survey of companies that have introduced tablets + SPIDERPLUS.

# Other reasons SPIDERPLUS is chosen

The reason SPIDERPLUS is chosen is not only because of its introduction effects, but also because of its introduction results at major construction companies & our support system.

## Introduction results at construction industry

### General contractor · Developer



### Sub contractor



## Our support system

We understand “the importance of thorough support” because we were in the construction business.

Seminar / Video

Support centre

Portal site

From how to use it to case studies of other companies



Instant problem-solving



Anytime, anywhere Can Find out how to use




# Competitive advantage of SPIDERPLUS

DX for the whole site through highly specialized functions and collaboration between businesses.

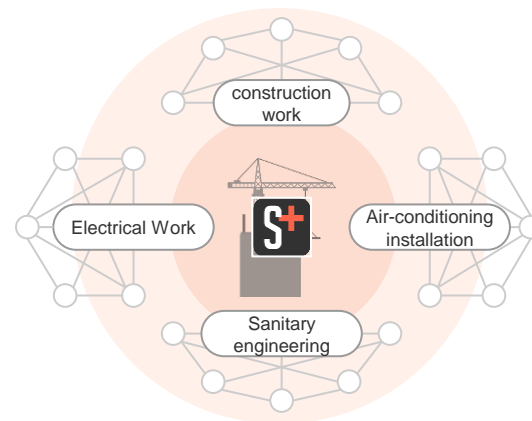
## Lot of functions and wide range industries<sup>\*1</sup>

While many site management services are specialized, SPIDERPLUS is a multi-functional service that can be used in a wide range of industries and is also suitable for highly specialized work.

 <b>Site supervisor</b> (construction management)	The 5 main duties of site management				
	Quality Management	Project management	Security management	Environmental management	Cost Management
<b>Construction work</b>	◎				
<b>Equipment work</b> Electric power, air conditioning, and piping work	◎				

## Business collaboration at the site

Information sharing and instruction reporting between businesses is possible with SPIDERPLUS.  
By digitizing communication at the site, new work efficiency is born.



<sup>\*1</sup> : The "◎" symbol indicates that SPIDERPLUS is especially good at that task.

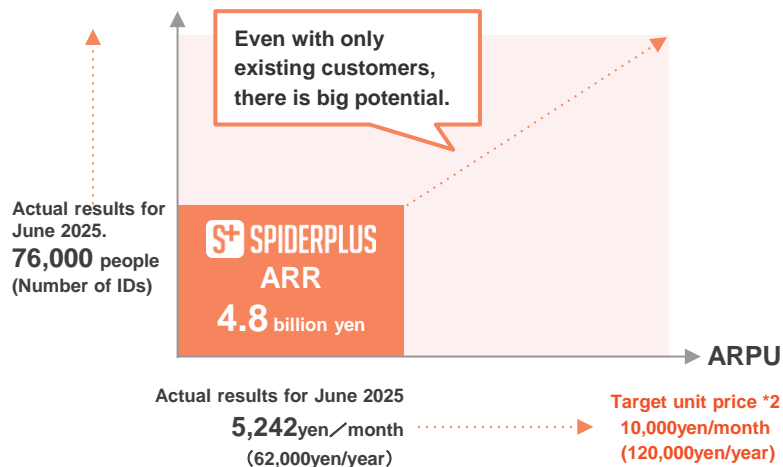
# SPIDERPLUS's obtainable market

The construction DX market is worth approximately 900 billion yen\*1, SPIDERPLUS still has significant potential for growth within its obtainable market.

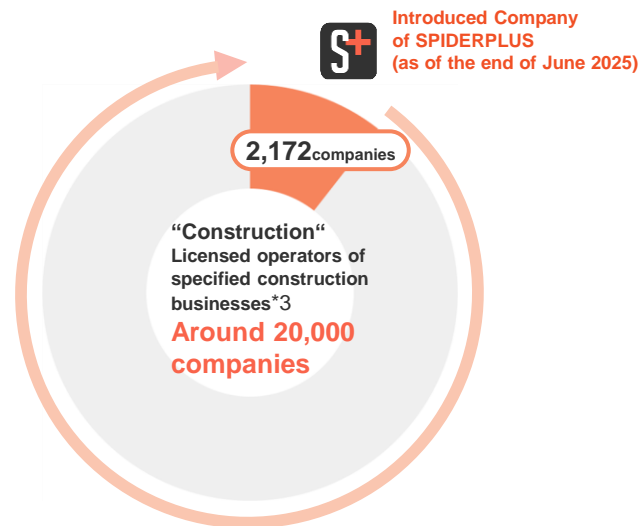
## Existing customer penetration margin\*2

Number of on-site supervisors at 2,172 existing customers at end-June 2025

Approx. **170,000** people



## Number of core target companies for SPIDERPLUS\*3

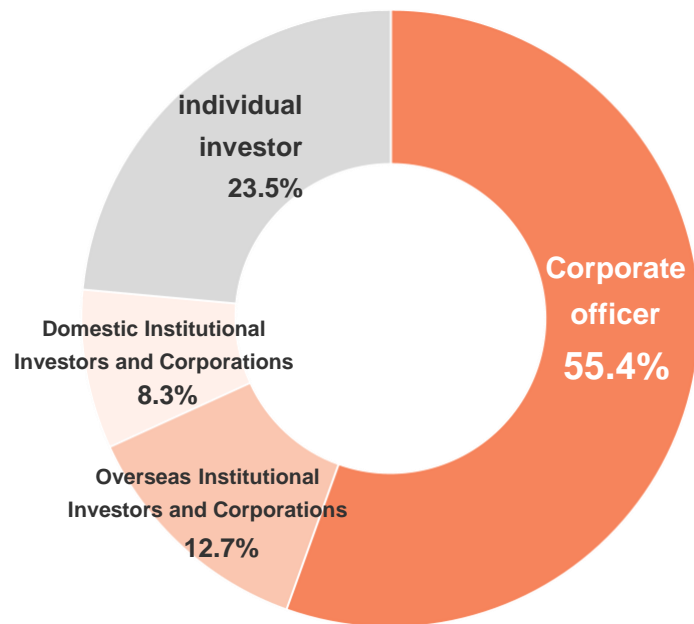


\*1~3 : Sources are listed in 'Other reference materials Sources of statistical data, etc.' in this document.



# Shareholder Composition

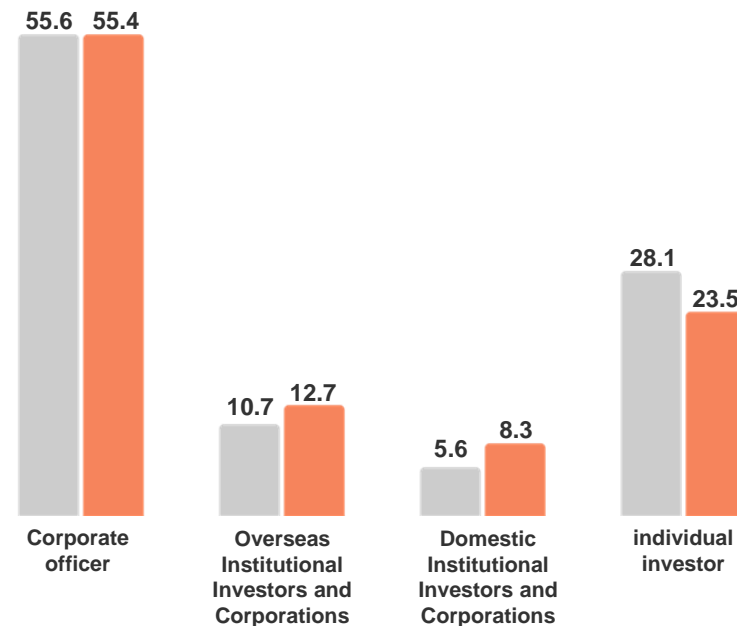
## Shareholder Composition As of June 30, 2025\*1



## Changes in Shareholder Composition\*1

■ : As of December 31, 2024

■ : As of June 30, 2025, Unit : %



\*1 : Calculated without including latent shares

# Sources of statistical data

## P3 : Sources of the statistical data listed in “Construction DX market opportunities”

- \*1 : Created by our company based on the “Medium-to Long-Term Forecast for Construction Investment (forecast until FY2035) (announced on March 26, 2021)” by the Research Institute of Construction and Economy and the “FY2021 Construction Investment Forecast” by the Ministry of Land, Infrastructure, Transport and Tourism. The outlook for FY2035 uses the estimated figures for the case of an early economic recovery from the new coronavirus, according to the Research Institute of Construction and Economy.
- \*2 : Published on March 16th, 2020, “Construction Tech Future Strategy” by Nikkei BP, and Based on the “2015 Population Census, Basic Aggregation Results for Employment Status, etc.” from the Ministry of Internal Affairs and Communications, and the “FY2020 (2010) Construction Investment Outlook” from the Ministry of Land, Infrastructure, Transport and Tourism, we have independently estimated that if the 63 trillion yen (forecast) construction investment in Japan in FY2020 remains at the same level until 2040, there will be a greater shortage of workers in the construction industry.

## P5 : Sources for “Construction DX Market Outlook: Government and Administrative Initiatives”

- (1) Making BIM and CIM principles mandatory for public works “Regarding the application of BIM/CIM principles in 2023 (Ministry of Land, Infrastructure, Transport and Tourism)
- (2) Work Style Reform-related Law: “Regulatory Compliance for Overtime Work in the Construction Industry (Ministry of Land, Infrastructure, Transport and Tourism)”
- (3) i-Construction 2.0: i-Construction 2.0 has been formulated - Improving productivity through automation at construction sites (Ministry of Land, Infrastructure, Transport and Tourism)”
- (4) Abolition of analog regulations: “Efforts to Revise Analog Regulations (Digital Agency)”
- (5) Third-generation Three Laws: “Third-generation Three Laws (Integrated Revision of the Housing Quality Assurance Act, Construction Business Act, and Act on the Conclusion of Contracts for Construction Work) (Ministry of Land, Infrastructure, Transport and Tourism)”
- (6) BIM drawing review at the time of building confirmation: “In spring 2026, BIM drawing review at the time of building confirmation will begin! (Ministry of Land, Infrastructure, Transport and Tourism)

## P38 : Sources of statistical data for “market size available for capture”

- \*1 : The IT budget for the construction industry was calculated by the Company by taking the construction investment amount in the Company's target area, which was calculated based on the “FY2020 Construction Investment Outlook” by the Ministry of Land, Infrastructure, Transport and Tourism and the “Housing/Remodeling/Repair Industry” by SPEEDA, and multiplying it by the IT investment ratio in the construction industry (Source: “Corporate IT Trend Survey Report 2020” by the Japan Information Systems Users Association).
- \*2 : The number of existing customers who hold the relevant site management engineer qualification is based on our own calculations using the “Management Matters Examination Table”. The target unit price is based on the ARPU (ID usage fees only) of customers who have introduced more than 30 IDs from the plans offered as of the date of publication of this document.
- \*3 : The number of businesses that have obtained a special construction license for “architecture” is based on the search results from the Ministry of Land, Infrastructure, Transport and Tourism's Construction Business and Real Estate Business Information Search System. The number of businesses that have introduced site management tools is calculated by multiplying the number of businesses above by the percentage of businesses that have introduced site management tools in our own survey, “Results of a Survey on the Status of DX Promotion in the Construction Industry”.

(See our survey report on the right: <https://jobs.spiderplus.co.jp/spider-class/1587>)

# Handling of this material

This material contains forward-looking statements. These forward-looking statements are based on information as of the date hereof. These statements are not guarantees of future results or performance. Such forward-looking statements involve known and unknown risks and uncertainties that may cause actual future results and financial condition to differ materially from any future results and results expressed or implied by the forward-looking statements.

Factors that could cause results to differ materially from those discussed in these statements include, but are not limited to, changes in domestic and international economic conditions and trends in the industries in which we operate.

In addition, information regarding matters and organizations other than ours is based on publicly available information, and we have not verified the accuracy or appropriateness of such publicly available information and there can be no assurance.

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