

SpiderPlus & Co.

May 20, 2026

SpiderPlus&Co.

Kenji Ito, President and Representative Director

(TSE Growth: 4192)

Script FY2026.Q1 Results briefing materials

FY2026.Q1

Financial Results Briefing Materials

May 20, 2026

SpiderPlus & Co.

Note : This document has been translated from the Japanese original (May 14,2026) *1 for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

*1 : The Japanese original (May 14, 2026)

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【Notes1】

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*1 : Click here for the original Japanese version. :

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【Notes2】

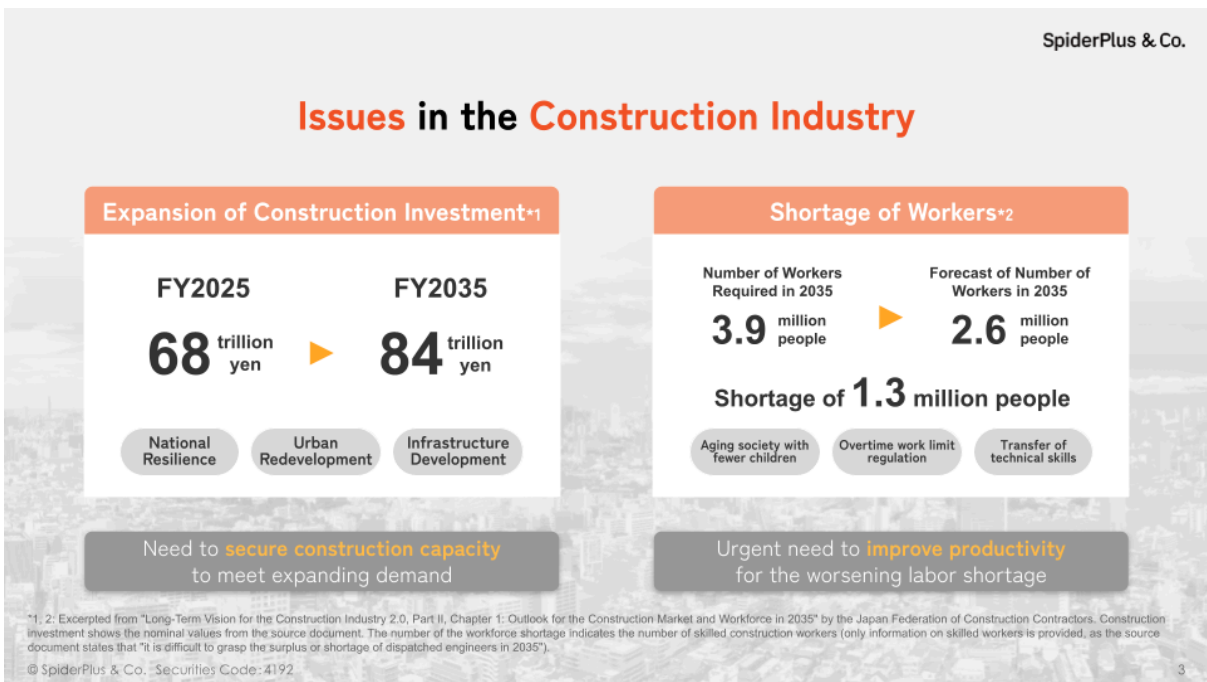
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DX in construction industry

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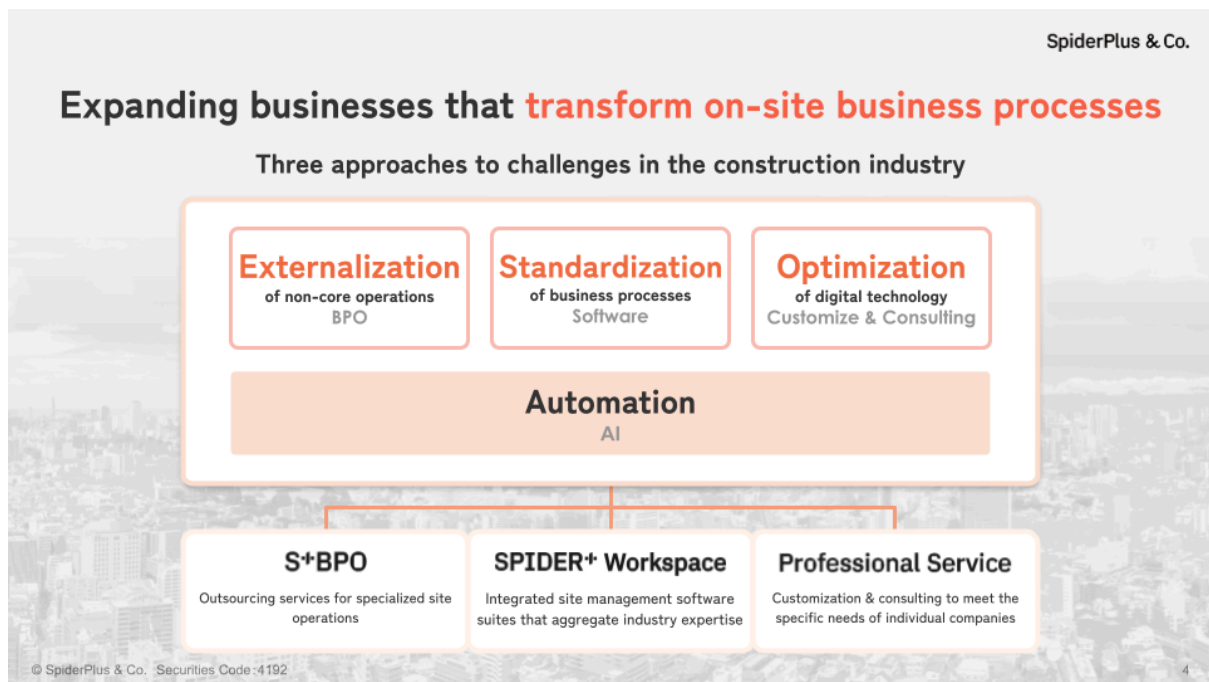
First, we will explain our Business Overview.



The construction industry, in which we operate, is expected to see long-term market expansion due to national resilience, urban redevelopment, and demand for infrastructure development.

On the other hand, there is a serious issue that the workforce at the site will decrease dramatically.

For construction companies, securing construction capacity to prepare for expanding demand and improving productivity to address the worsening labor shortage have become urgent issues.



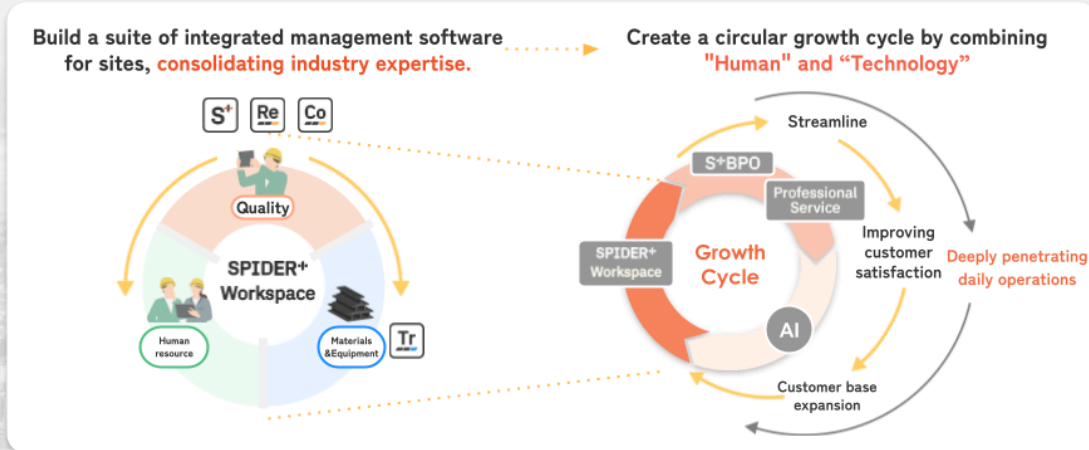
To address these issues, we provide services that transform operational processes at the site by combining Human resource and technology.

Our specific approaches are standardization through software, outsourcing through BPO, enhancement through customization and consulting, and automation using AI.

To achieve this, we provide three services: "SPIDER+ Workspace", "BPO Service", and "Professional Service".

Growth Strategy of SpiderPlus & Co.

Become a "site infrastructure" by continuously penetrating deeply into business processes



As our strategy, we are developing our business to continue deep penetration into our customers' operational processes.

We are building our core service, "SPIDER+ Workspace," as a suite of integrated management software for the site that consolidates industry knowledge. By combining it with "Human resource" and technology, such as "BPO" and "Professional Services," we will create a growth cycle of circulation.

FY2026.Q1

FY2026.Q1 Financial Results Overview

From here, we will explain the financial results for Q1 FY2026.

FY2026.Q1 Highlights

Quarterly Net Sales / Operating profit

1,268 million yen / 5 million yen

- Progress of Net Sales vs. forecasted results is 22%, consistent with previous years.
- Profitable from Q1, improving profitability toward the end of the fiscal year.

ARR (YoY Growth)

5,033 million yen (+9%)

- The slowdown in ARR growth due to the strategy update since the second half of FY2025 is expected to bottom out in Q1.
- Q1 ARR landed within the target range.

Business

- Daiwabo Information System Co., Ltd., a large enterprise IT distributor, has started handling SPIDERPLUS, strengthening the sales network.
- Launched a new service, S+Trace, a materials and equipment information management system for construction sites.

Management

- Completed capital reduction procedures to ensure agility and flexibility in capital policy.
- Appointed a new outside director to strengthen the management structure.

First, here are the highlights for Q1.

Net Sales were 1.2 billion yen, and Operating profit was 5 million yen.

Net Sales are progressing on par with previous years, and we are improving profitability in Operating profit toward the forecasted full-year profitability.

As for ARR, it landed within the target range.

We will explain the business and management highlights below.

Performance

Net Sales are progressing as planned.

Operating profit turned positive for the quarter, improving profitability toward full-year profitability.

Unit: Millions of yen	FY2025.Q1	FY2026.Q1	YoY	YoY Growth	FY2026 Performance Forecast	Progress rate
Net Sales	1,165	1,268	+102	+8.8%	5,900	21.5%
Stock Net Sales	1,152	1,249	+96	+8.4%	-	-
Spot Net Sales	13	19	+6	+47.0%	-	-
Gross profit	835	939	+104	+12.5%	-	-
Gross profit margin	71.7%	74.1%	+2.4pt	-	-	-
Operating profit	-10	5	+15	-	50	10.2%
Operating profit margin	-0.9%	0.4%	+1.3pt	-	0.8%	-
EBITDA*1	30	54	+23	+75.6%		

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

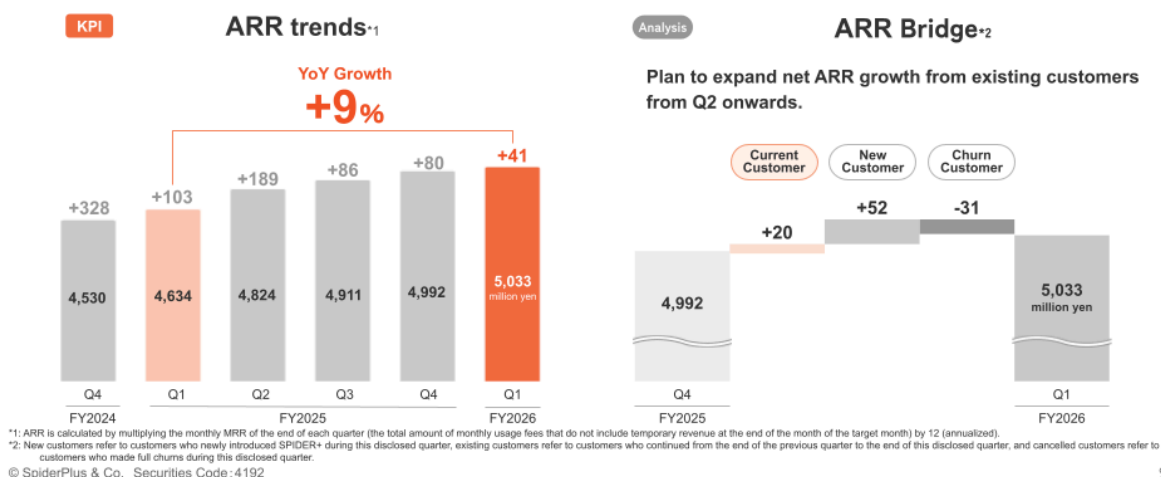
As we explained earlier, Net Sales are progressing at the planned level.

We will improve profitability in Operating profit toward quarterly profitability and full-year profitability.

ARR

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Continuing sales activities based on the strategy updated in the previous period.
Net ARR growth is expected to bottom out in Q1 as planned.



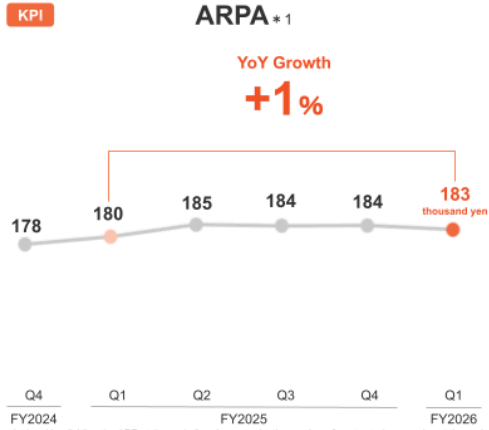
Regarding ARR.

ARR growth has temporarily slowed down due to the strategy change along with the announcement of the Workspace concept in the previous period, but this progress is as expected.

From Q2 onwards, we expect ARR growth to accelerate as the net increase in ARR from existing customers expands due to the effects of our current sales activities.

Q1 ARPA growth was generally at the planned level.

Acceleration of ARPA growth due to switching existing customers to package plans is targeted from Q2.



*1: ARPA is calculated by dividing the ARR at the end of each quarter by the number of contracted companies at the end of the same quarter.
*2: Calculated from 11,829 package plan IDs as of the end of March 2026 + 78,183 IDs as of the end of March 2026.
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Analysis Status of initiatives to accelerate ARPA growth

1. Switching existing users' contracts to package plans

- Accumulation of negotiations proceeding since the end of the previous fiscal year is on track. Focus on closing the accumulated negotiations from Q2 onwards.

2. Creating negotiations by enhancing the added value of services

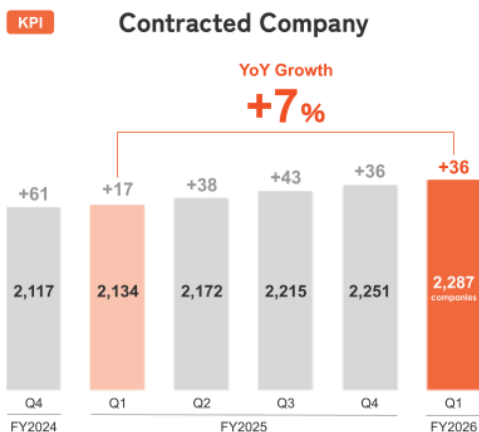
- Continuously launched new services, S+Collabo, S+Report, and S+Trace, since FY2025 Q4. Continue the development and launch of new services and features from Q2 onwards.

Regarding ARPA, ARPA growth in Q1 is generally at the planned level.

Negotiations for proposals to switch to package plans for existing customers, which we have been promoting since the previous period, are accumulating smoothly.

From Q2 onwards, we will accelerate ARPA growth by closing the accumulated negotiations.

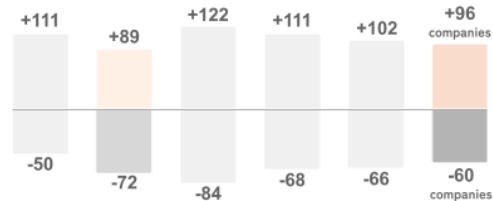
Both the number of new contracted companies and churned companies are progressing at the planned level.



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Analysis Number of New and Churned Customers

New contracted companies



Number of churned companies

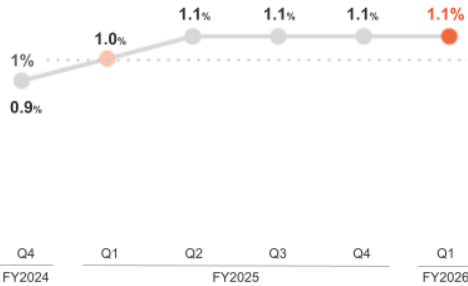


Regarding the number of contracted companies, both new contracts and churn are progressing at the planned level.

Work on reducing the churn rate by strengthening onboarding measures

KPI Company-based churn rate*1

Churned companies are mainly SMBs with a short period since introduction



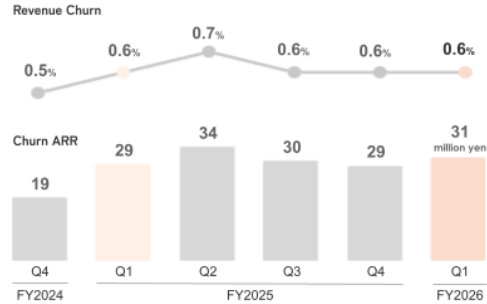
*1: The corporate churn rate is the average monthly churn rate for the most recent 12 months.

*2: 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."

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Analysis Revenue-based churn rate*2

The impact on ARR from churned companies is limited



Regarding the churn rate, there is no change in the trend that churning companies are SMBs with a short period since introduction.

Based on the trends of the onboarding measures we are currently strengthening, we expect the churn rate to decrease.

Consolidated Balance Sheet

Unit : Millions of yen (rounding down to the nearest unit)	FY2025.Q4 (consolidation)	FY2026.Q1 (consolidation)
Cash and deposits	2,477	2,355
Other current assets	779	748
Current assets	3,257	3,103
Software	373	332
Software in progress	52	133
Other fixed assets	480	473
Fixed assets	905	940
Total assets	4,162	4,043
Borrowings	836	796
Other liabilities	663	579
Total liabilities	1,500	1,375
Total net assets	2,662	2,668
<i>Equity ratio</i>	64.0%	66.0%

Cash and deposits

- Decrease due to payment of corporate taxes, etc. and repayment of borrowings, etc.

Software/Software in progress

- Increase in software in progress due to investment in the development of new features and services and improvement of the technology foundation

Borrowings

- Balance of credit lines such as overdrafts is 950 million yen (as of March 31, 2026)

Net assets

- Established a stable financial base with an equity ratio of 66.0%

Regarding the consolidated balance sheet, although cash and deposits decreased due to the payment of corporate taxes and the repayment of borrowings, we have built a stable financial base as EBITDA has turned positive and the equity ratio is 66%.

Consolidated Statements of profit and loss

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Unit : Millions of yen (rounding down to the nearest unit)	FY2025.Q4 Accounting period (consolidation)	FY2026.Q1 Accounting period (consolidation)	QoQ	FY2025.Q1 Cumulative period (consolidation)	FY2026.Q1 Cumulative period (consolidation)	YoY
Net sales	1,297	1,268	-2.3%	1,165	1,268	+8.8%
Stock Net Sales	1,243	1,249	+0.5%	1,152	1,249	+8.4%
Spot Net Sales	54	19	-64.9%	13	19	+47.0%
Gross profit	977	939	-3.9%	835	939	+12.5%
Gross profit margin	75.3%	74.1%	-1.2pt	71.7%	74.1%	+2.4pt
SG&A expenses	930	934	+0.5%	845	934	+10.5%
SG&A expenses ratio	71.7%	73.7%	+2.0pt	72.6%	73.7%	+1.1pt
Operating profit	47	5	-	-10	5	-
Operating profit margin	3.7%	0.4%	-3.3pt	-0.9%	0.4%	+1.3pt
Ordinary profit	45	5	-	-11	5	-
Profit before income taxes	44	5	-	-11	5	-
Net income	75	1	-	-14	1	-

Net Sales

- Increase in stock Net Sales drove the growth in Net Sales
- Decrease in spot Net Sales is due to the progress of received orders

Gross Profit Margin

- Decreased 3.9% QoQ, mainly due to the decrease in spot Net Sales compared to the previous quarter (FY2025 Q4)

SG&A expenses

- +0.5% QoQ, implementing operational efficiency utilizing AI and cost control in parallel while investing in human resources

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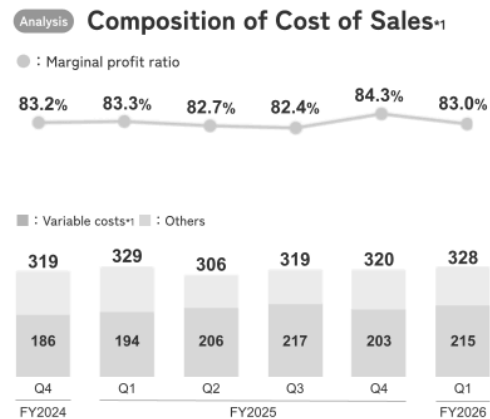
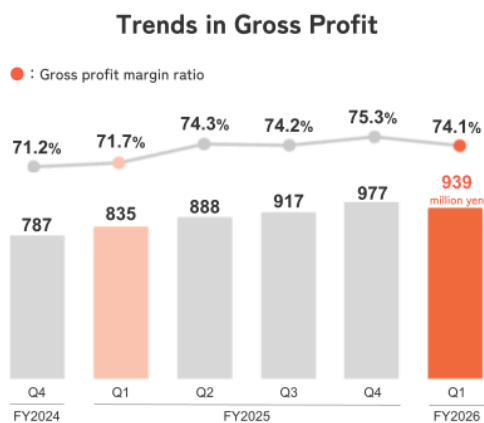
Regarding the consolidated statement of income, there is no change that stock revenue is driving Net Sales growth.

Spot revenue is expected to expand toward the second half due to the progress of ordered projects.

Gross profit

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Progressed as planned for FY2026 (Gross profit margin of 73% and above).
The decrease in gross profit QoQ is due to spot Net Sales.



*1: Variable costs are calculated as "Communication expenses + Payment fees"

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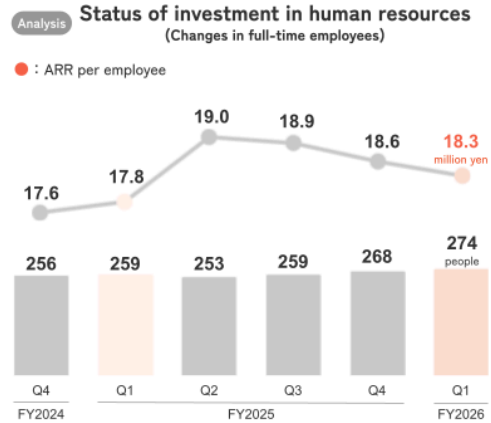
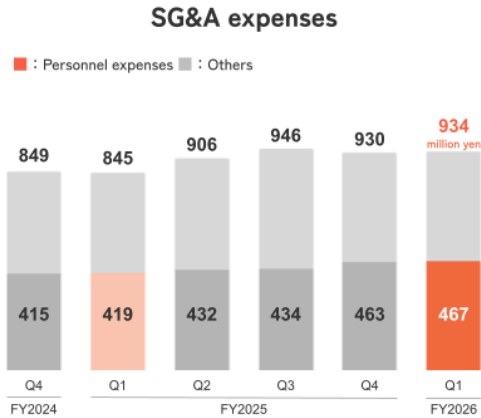
Regarding gross profit, it is progressing as planned.

The decrease in gross profit QoQ is mainly due to the progress of spot revenue.

SG&A expenses

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SG&A expenses for FY2026 are planned to be within the range of 1.0 to 1.1 billion yen per quarter. In Q1, implemented investment control and cost optimization while monitoring business progress.



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Regarding SG&A expenses, we plan to keep them within the range of 1.0 to 1.1 billion yen per quarter this fiscal year.

In Q1, these expenses were lower than planned as we controlled human resource investments while assessing business progress and optimized costs.

We will continue to make the necessary human resource investments for growth while monitoring business progress.

FY2026.Q1 Business topics (1)

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Daiwabo Information System, the largest IT specialized trading company, starts handling SPIDER+ ^{*1}



Corporate Overview

Company Name : Daiwabo Information System Co., Ltd.
 Business Description : Sales of PCs, peripheral devices, and software
 Headquarters Location :
 Osaka : Nakanoshima Festival Tower West, 3-2-4 Nakanoshima, Kita-ku, Osaka-shi, Osaka
 Tokyo : Sumitomo Fudosan Tokyo Mita Garden Tower 11F, 3-5-19 Mita, Minato-ku, Tokyo

Background and purpose

- The largest IT specialized trading company in Japan, providing IT-related products to end users nationwide through approximately 19,000 domestic sales partners.
- Strengthen the service provision system for construction companies nationwide through a strong nationwide sales network.

*1: Daiwabo Information System, the largest IT specialized trading company, starts handling "SPIDER+" (Disclosed on March 2, 2026). The information provided is as of the date of the announcement.

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From here, we will explain the business topics.

First, to strengthen our sales network, Daiwabo Information System Co., Ltd., Japan's largest IT distributor, has started handling "SPIDER+".

Since Daiwabo Information System has about 19,000 sales partners in Japan, this start of handling has strengthened our structure to deliver our services to construction companies nationwide.

FY2026.Q1 Business topics (2)

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Launched S+Trace, a materials and equipment information management system based on the know-how of large enterprises in the industry, to streamline the ordering and management of materials and equipment at construction sites.

Centralized management system
for Materials & Equipment information
utilizing Cloud and RFID

S+Trace



- Developed based on the supervision by Takasago Thermal Engineering Co., Ltd., a large enterprise in Equipment work, and their extensive operational results in materials and equipment information management
- Shares distribution data of materials and equipment among general contractors, subcontractors, and suppliers, contributing to streamlining logistics across the entire industry
- S+Trace is deployed as a platform independent from SPIDER+

*1: SpiderPlus & Co. starts providing "S+Trace", a materials and equipment information management system for construction sites (Disclosed on March 5, 2026)
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The second business topic is about our new service, S+Trace, which is related to the "Materials & Equipment" area in the Workspace concept.

S+Trace is a service that streamlines the management of materials and equipment, which is in high demand at construction sites, and we developed it under the supervision of Takasago Thermal Engineering Co., Ltd., a major equipment contractor.

Going forward, we will also contribute to improving our customers' productivity in the area of materials and equipment management.

Secure agility and flexibility in capital policy, and strengthen governance by appointing a new outside director

Regarding the capital reduction procedure *1 and shareholder return policy

Aim to secure agility and flexibility in capital policy

No change in net assets due to this matter

Shareholder return policy based on this matter

Regarding shareholder returns, our policy is to agilely implement shareholder return measures, comprehensively considering factors such as stock price levels and capital efficiency, after securing funds necessary for business investments essential for future growth and maintaining financial soundness.

Regarding the new outside director *2



Outside Director
Hitoshi Kawahara

Major career

- IBM Japan, Ltd. (Managing Executive Officer, General Manager of Software Business)
- Berlitz Corporation (Executive Vice President and Director)
- Salesforce.com Co., Ltd. (Currently: Salesforce Japan, Vice President and Head of Enterprise Sales, President and COO)
- Deloitte Tohmatsu Consulting LLC (Vice President, Chairman of the Management Committee)

Reason for appointment

To utilize his deep insights and extensive practical experience in IT technology, business promotion, and corporate management cultivated over many years at large IT enterprises, etc., for the execution of our business and sales strategies and the strengthening of corporate governance, and to contribute to the expansion of the supervisory functions of the Board of Directors.

*1: Notice Regarding Reduction in the amount of share capital and legal capital surplus, and transfer of other capital surplus (Disclosed on February 12, 2026)

*2: Notice Regarding Nomination of Candidates for Directors and Substitute Audit & Supervisory Board Member (Disclosed on February 26, 2026)

Here are the corporate topics for Q1.

The capital reduction procedures, which were disclosed in the previous quarter to ensure the agility and flexibility of our capital policy, have been completed.

Regarding our future capital policy and shareholder returns, we plan to flexibly implement shareholder return measures by comprehensively considering the stock price level and capital efficiency, while ensuring the necessary investments for future growth and financial stability.

For inquiries regarding this matter, please contact

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