

# SpiderPlus & Co.

May 20, 2026

SpiderPlus&Co.

Kenji Ito, President and Representative Director  
(TSE Growth: 4192)

## Transcript of Q&A Session and Archived Video of Financial Results Briefing

Date and Time: Thursday, May 14, 2026, 7:00 PM – 7:20 PM

Speakers : Kenji Ito, CEO and Representative Director

&Yutaka Fujiwara, Executive Officer and CFO

For inquiries regarding this matter, please contact : Finance and IR Department, SpiderPlus&Co.

Email inquiries to : [ir@spiderplus.co.jp](mailto:ir@spiderplus.co.jp)

Telephone inquiries to : +81-3-6709-2834

### Archived Video of Financial Results Briefings

<https://www.youtube.com/live/lbrRLrdGOoQ>

#### **【Notes1】**

In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

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

<https://contents.xj-storage.jp/xcontents/AS81382/e77eb698/13a2/444b/a7f3/9662f6451ec6/140120260515536372.pdf>

#### **【Notes2】**

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

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

Information regarding matters and organizations other than the Company is based on publicly available information, and the Company has not verified and does not guarantee the accuracy or appropriateness of such publicly available information.

This transcription is prepared for informational purposes only. It is not intended as an offer to sell or a solicitation of an offer to buy any securities in Japan, the U.S. or elsewhere.

The content of this transcription differs in part from the actual questions and answers at the briefing due to considerations of personal information, readability, consolidation of duplicate questions, and selection of questions related to financial results and business.

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## **Transcript of Q&A Session**

Reference : FY2026.Q1 Results briefing materials (Disclosed May 20, 2026)

<https://en.spiderplus.co.jp/ir/results/>

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**Q1: Regarding joint development functions with large construction companies**

Can the joint development functions with large construction companies be used by other companies, or are they unavailable to them?

We plan to roll out the joint development functions so that other customers can also use them.

Joint development with large DX-advanced companies is positioned very importantly in our medium-term strategy. Among the joint development functions, we will horizontally roll out those determined to be highly versatile to the entire industry.

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**Q2: Results of IDs and number of contracted companies for large enterprises**

What are the reasons for the QoQ decrease in the IDs and the number of contracted companies for large enterprises?

The main reasons for the decrease in Q1 are the seasonality specific to the construction industry and cancellations by customers outside the construction industry.

In the construction industry, many companies have a fiscal year ending in March, and our Q1 (January to March) is a period when site completions are concentrated.

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**Q3: Regarding competitive advantage**

Please explain your competitive advantage and market share against competitors.

Our greatest competitive advantage lies in our "strong customer base" and "domain knowledge of construction sites" cultivated over many years as a leading company in construction DX.

Currently, many large general contractors and subcontractors have introduced SPIDER+, and we have a very high market share especially in the Equipment work field. The results of Company-wide introduction in large enterprises are our strength.

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**Q4: Regarding thoughts on shareholder returns**

We believe the merit of the President and Representative Director being a majority shareholder lies in the "alignment of interests between shareholders and management," but is there any possibility that the level of shareholder returns might be relatively suppressed?

The fact that President Ito holds a majority of the shares means that the interests of our shareholders and the management team are completely aligned in maximizing corporate

value and shareholder value. The entire management team, including Ito, is strongly committed to improving the stock price.

As a supplement, the purpose of the capital reduction was to create a structure that enables flexible shareholder returns. The fact that this decision was made also shows that active discussions are taking place.

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**Q5: Regarding the management structure**

Following the Ordinary General Meeting of Shareholders in March, CFO Fujiwara resigned as a director, and Mr. Kawahara assumed the position of a new outside director. Please tell us the background to this and your thoughts on the current management structure.

This change in the management structure is a decision aimed at achieving both the maximization of business execution speed and the enhancement of governance, in order to improve corporate value faster and more significantly.

Fujiwara will focus more than ever on practical business execution at the forefront of finance and business planning, and will play a role in directly driving business growth.

On the other hand, the newly appointed Kawahara will fully demonstrate his abundant experience of over 30 years in global IT companies and his high-level knowledge of governance. By having him provide broad-perspective advice for our non-continuous growth and business evolution, as well as strict supervision over management, we will build a stronger management structure.

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**Q6: Regarding trends in the construction industry**

What are your views on the supply and demand environment and trends in IT investment in the construction industry?

As the entire construction industry, we recognize that the appetite for IT investment and DX is steadily progressing against the backdrop of the worsening labor shortage and soaring construction costs. For our large enterprise customers, improving productivity is the most important management issue, and their investment trend toward IT and DX is extremely proactive. Needs have evolved into more advanced DX, moving from simple tool introduction to linking on-site data with head office systems.

On the other hand, the reality is that many SMBs still remain hesitant to make IT investments.

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**Q7: Factors for achieving profitability in Q1 and future investment policy**

When disclosing the forecast for FY2026, it was explained that "priority will be given to investment in the first half, and profitability will be improved from the second half." Based

on this, what is the background of FY2026 Q1 achieving profitability, and have there been any changes in the Business Plan or investment policy?

There is no change in our initial Business Plan or our thoughts on the investment phase. The biggest factor for achieving profitability from Q1 is that, in addition to making disciplined investments while assessing business progress, the improvement of operational productivity within the company has been reflected in the numbers.

Especially, we are actively incorporating generative AI into our operations company-wide, and each employee is advancing its use to the level where "they cannot work without AI."

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### **Closing remarks from CEO and Representative Director**

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Thank you everyone for tuning in despite the late hour.

We believe Q1 is progressing smoothly. We will continue to drive our business forward to maintain full-year profitability, so we ask for your continued support. Thank you very much for today.