SpiderPlus & Co.

August 19, 2026
SpiderPlus & Co.
Kenji Ito, President and Representative Director
(TSE Growth: 4192)

Transcript of Q&A Session

Date and Time: Wednesday, August 12, 2026, 7:00 PM – 7:50 PM
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Archived Video of Financial Results Briefings
https://www.youtube.com/watch?v=bm9cQBMSvLU

【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/AS81382/880473de/17f1/4fab/84d2/7e70a10e9030/140120260813519498.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.

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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.

List of Questions and Answers

Transcript of Q&A Session

Reference : FY2026.Q2 Results briefing materials (Disclosed August 19, 2026)
https://en.spiderplus.co.jp/ir/results/

Q1: Impact of the Macro Environment

Are there any impacts of the current macro environment, such as interest rates and inflation, on your business?

We will answer from three aspects.

First is demand. Construction costs are rising due to inflation. This strengthens construction companies' investment needs for productivity improvement, which we view as a factor driving up demand for us. Construction investment itself is also expected to expand toward FY2035.

Second is interest rates. Although rising interest rates increase interest expense on floating-rate borrowings, the balance of borrowings is 750 million yen, and its impact is limited.

Third is labor costs. While there is upward pressure on us, ARR per employee has improved to 19.9 million yen due to internal AI utilization. In addition, we will incorporate the impact of inflation as necessary when implementing phased revisions to sales plans and prices.

Q2: Background of Capital and Business Alliance with Infomart

Please tell us the background behind the capital and business alliance and the call option in the capital and business alliance. Also, are there any companies other than Infomart with which you are considering a capital and business alliance?

The background of the capital and business alliance is business necessity.

The areas we have addressed are site operations such as site management and Quality Management, while the areas Infomart addresses are back-office operations such as order placement and receiving, and billing. In the construction industry, these two areas should inherently be connected, but were fragmented. Both parties determined that connecting them required not only a business alliance but also a medium-to long-term commitment involving a capital relationship.

Regarding the call option you asked about, looking ahead to further strengthening the alliance in the future, it grants Infomart the right to acquire additional shares held by Kenji Ito, our Representative Director and President. Details are described in the timely disclosure on May 27, so please refer to that as well.

In addition, as management, we are continuously discussing initiatives for business growth involving capital policy. However, at this time, there are no specific discussions underway regarding alliances involving the acquisition of our shares.

[Reference] Notice Concerning Conclusion of Capital and Business Alliance Agreement with Infomart Corporation, Secondary Offering of Shares by Representative Director, and Change in Controlling Shareholder (Japanese Only)
https://contents.xj-storage.jp/xcontents/AS81382/76b66324/3783/47ed/9c1c/1ad65a7a7a25/140120260526548520.pdf

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Q3: Progress of Capital and Business Alliance with Infomart

Please explain the progress of the capital and business alliance.

We are making progress in three areas regarding this collaboration.

First is cross-selling, which is a short-term initiative. Regarding Infomart's "BtoB Platform TRADE," we have already secured orders from our customers. Inquiries are also strong. Since both companies have established a system of accompanying each other on sales calls, we are able to make proposals that leverage our respective strengths, achieving sales activities with high closing rates.

Next are service integration and feature integration. We will proceed with these in stages while reflecting customer feedback. Rather than rushing to create something just in form, we focus on making something that will actually be used.

Third, we are also promoting collaboration in marketing and promotion. We are incorporating joint initiatives at exhibitions such as the Construction DX Exhibition, and we will accelerate alliance initiatives through these touchpoints.

Q4: Changes in the Competitive Environment Due to the Advancement of AI

Are there any changes in the competitive environment due to the advancement of AI?

At present, no major changes have occurred in our competitive environment.

Effects of the advancement of AI include accelerated product development and improved corporate productivity, and we are also achieving results through these initiatives.

Additionally, "the risk of in-house service development by large enterprises" due to the advancement of AI can also be mentioned. However, our services are used through collaboration among multiple parties, such as project owners, general contractors, and subcontractors, and building a system by a single company alone cannot fully meet the diverse needs of the site. This makes in-house development a less viable option.

Q5: Growth Strategy Utilizing AI

> Please explain your growth strategy utilizing AI, such as enhancing competitive advantage through the utilization of AI.

Our AI strategy is broadly driven by three pillars: "enhancing product added value," "improving productivity in development," and "improving productivity in operations."

Regarding the first pillar, "enhancing product added value," as mentioned in the business topics for this quarter, we have progressed to the specific implementation phase.

Regarding the second and third internal initiatives, in addition to accelerating development speed through full utilization in the development department, utilization is also making progress in non-engineer departments, and the effects of company-wide productivity improvement are already beginning to emerge.

Q6: Impairment Loss Recorded in FY2026.Q2

> What is the background behind recording an impairment loss on software in progress?

There are two reasons behind recording the impairment loss.

First, we revised the scope of initiatives for a project that was underway to streamline operations. Second, as we progressed with development investments in product foundations, such as the development of a new mobile application for SPIDER+, the expected usage for certain features under development declined. As a portion of the investment was deemed unrecoverable due to these factors, we wrote down the book value of the software in progress to its recoverable amount.

Q7: The price revision implemented in July 2026

> Was the partial price revision (price revision for the server portion) implemented in July incorporated into the plan from the beginning?

The price revision implemented this time was incorporated into our initial plan. As one of our key initiatives for FY2026, we are promoting a "phased revision of the pricing and plan structure in line with the enhancement of provided value," and it was planned as part of this initiative.

This time, we revised the server price, which is a part of the overall price, marking the first revision in several years. We are continuously considering a phased revision of the plan structure in line with the enhancement of provided value.

Q8: Progress with Daiwabo Information System

How is the progress regarding the disclosure in March 2026 that Daiwabo Information System started handling SPIDER+?

Specific negotiations and contract status with Daiwabo Information System are undisclosed, but we consider this alliance to be important for our partner strategy. Currently, we are in the stage of finalizing details toward the expansion of our sales network.

[Reference] Daiwabo Information System, the largest IT specialized trading company, begins handling "SPIDER+" (Japanese only)
https://contents.xj-storage.jp/xcontents/AS81382/062ecf71/15d6/4289/af6b/c69d6ca0c4a9/140120260302573490.pdf

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Q9: New Service Expansion

Given the advancement of technologies such as AI and robotics, are there any plans or possibilities to launch new services in the future?

We consider rapidly developing technology areas, such as physical AI, to be important technologies that will transform construction sites, and we are closely monitoring them.

However, even if hardware technology advances in the future, complete automation is difficult in the complex environment of construction sites. We believe that "collaboration between humans and technology" is essential, meaning that humans will always be involved in final judgments and management.

What becomes important is data, and the "abundant construction data" we have accumulated so far will come into play. Rather than simply focusing on the introduction of hardware, we will consider providing new value that seamlessly connects humans and the latest technology by leveraging our strengths.

Q10: Outlook on Financial Forecasts

Please explain your view on achieving the financial forecast based on the Net Sales progress against the full-year plan.

Cumulative Net Sales for the first half were 2,642 million yen, representing a progress rate of 45% against the full-year forecast of 5,900 million yen.

Regarding the progress rate not reaching 50%, our business model is stock-based, and as ARR accumulates, Net Sales are structured to become larger in the latter half of the fiscal year. We view this progress as being in line with our expectations.

Based on that, we will mention three factors for the second half. First, the ARR growth rate has recovered to over 10% in the single month of July (preliminary figures on a managerial accounting basis). Second, net increase in ARR from existing customers expanded to 165 million yen in Q2, and accumulated business negotiations are beginning to close.

The final third factor is spot Net Sales. Cumulative spot Net Sales for the first half were 108 million yen, a roughly fourfold increase from 26 million yen in the same period of the previous year. Contract development projects and BPO services through professional services, such as joint development with Konoike Construction, are contributing to growth. Additionally, spot Net Sales are project-based sales, and of the 108 million yen in the first half, 89 million yen was recorded in Q2. We would also like to add that quarterly fluctuations are large, and its nature differs from stock Net Sales.

We believe that the necessary elements are falling into place, and we will steadily accumulate results in the second half toward achieving the full-year financial forecast.

Q11: Suspension of Business at the Vietnam Subsidiary

Please explain the policy for Overseas business following the suspension of business at the Vietnam subsidiary.

Currently, we are proceeding with procedures to suspend business operations at the Vietnam subsidiary.

As stated in the timely disclosure on May 27, there is no change in our view that Overseas business is an important investment for our long-term market expansion. We will continue our Overseas business, including expanding into Southeast Asian countries as well as selecting and exploring new focus countries.

[Reference] Notice Concerning the Suspension of Business at a Consolidated Subsidiary (Vietnam Subsidiary)(Japanese only)
https://contents.xj-storage.jp/xcontents/AS81382/6963aa92/d6ec/48cc/abc2/657ea086656c/140120260526548550.pdf

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Q12: S+Trace

How is the customer reaction to S+Trace?

S+Trace is a materials and equipment management service launched in March of this year. It utilizes RFID tags to visualize the arrangement status and delivery schedule of materials and equipment.

A common reaction we receive from customers is that the management of materials and equipment has historically relied on experience and intuition. Issues such as "not knowing where things are" and "shortages or losses occurring" are areas that have been neglected for a long time at the site, and customers find value in the visualization itself.

On the other hand, it has only been about half a year since the launch, and we are still in the process of expanding its introduction. We prioritize its actual usage and are at the stage of refining functions while reflecting customer feedback. We will provide updates on future deployment status in due course.

[Reference] SpiderPlus & Co. launches "S+Trace", a materials and equipment information management system for construction sites (Japanese only)
https://contents.xj-storage.jp/xcontents/AS81382/5a341736/ce0d/4791/8110/8e2e69c668f9/140120260304575907.pdf

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Q13: Re-acceleration of ARR growth

Which factor has the greatest impact on the acceleration of ARR growth in July: the progress of business negotiations, the revision of service prices, or other factors?

We consider it to be a combination of factors rather than any single one.

We view it as the combined result of the progress of business negotiations accumulated since the second half of the previous year and the partial price revision implemented in July. Although we do not disclose the contribution amount of each factor, we expect both to be elements that will continue to be effective toward the second half of the year.

Q14: Status of IR meetings with Institutional Investors

What is the status of IR meetings with domestic and overseas Institutional Investors?

Although the number of meetings fluctuates due to changes in market capitalization, we continuously have opportunities to meet with domestic and overseas Institutional Investors.

The questions we frequently receive in these meetings are about growth and profitability. Regarding growth, they ask when the re-acceleration of the growth rate will appear in the numbers. Regarding profitability, they inquire about the extent to which productivity improvements utilizing AI will be effective, and how we plan to balance both. These three points are the main focus.

We will continue to engage in careful dialogue.

Q15: Shareholder Return Policy

Please explain your policy on dividends and share repurchases.

At present, we do not pay dividends or conduct share repurchases.

Based on the premise that we are in a phase of prioritizing business investments for growth, our policy regarding shareholder returns is to implement them flexibly, comprehensively considering factors such as stock price levels and capital efficiency, after securing the funds necessary for business investments essential for future growth and for maintaining financial health.

Closing remarks from Executive Vice President

Thank you for participating in today's financial results briefing.

Although operating profit landed at a level exceeding the full-year forecast, in light of our business purpose of "solving issues in the construction industry," we recognize that the value we can provide and the room left for exploring are still vast. We are by no means satisfied with the current situation.

Taking into account the recent situation in July, we will push forward vigorously as a united company to improve the growth of Net Sales and ARR toward a further leap forward in the second half.

We ask our shareholders and investors for your continued support and expectations. Thank you very much for today.