



Notice: This document is an English translation of a statement written originally in Japanese.
The Japanese original should be considered as the primary version.

September 30, 2026

Dear all,

Company name Smaregi, Inc.
Representative Ryuhei Miyazaki, Representative Director
(Code number: 4431 TSE Growth)
IR Contact ir_corp@smaregi.jp

Smaregi Signs Distributor Agreement with SB C&S - Expanding Opportunities to Reach Stores Through a Nationwide Sales Network -

Smaregi, Inc. (Head Office: Chuo-ku, Osaka; Representative Director: Ryuhei Miyazaki; the "Company"), which provides Smaregi, a cloud-based POS system that runs on tablets such as iPad, has entered into a distributor agreement with SB C&S Corp. (Head Office: Minato-ku, Tokyo; Representative Director, President & CEO: Kazuya Kusakawa; "SB C&S").



Under this agreement, the Company will begin selling Smaregi cloud POS licenses and related hardware, the cashless payment service Smaregi PAYGATE, and the cloud-based attendance management system Smaregi TimeCard through SB C&S's sales partner network.

In addition to direct sales, the Company has expanded opportunities to provide its services through collaboration with sales partners. Through this new partnership with SB C&S, which has a sales network of approximately 15,000 companies nationwide, the Company will further broaden its reach to sales partners in each region.

■ About This Partnership

SB C&S is a distributor offering a wide range of ICT products, from hardware and software to cloud services, through its nationwide sales partner network.

Under this agreement, the number of sales partners handling the Company's services, including Smaregi, will expand through SB C&S. In addition to Smaregi, the agreement also covers Smaregi PAYGATE and Smaregi TimeCard, enabling a broad range of proposals related to store operations.

■ Comment

We are very pleased to have concluded a sales partner agreement with SB C&S. To date, the Company's growth has been driven primarily by in-house, web-centered marketing. This partnership adds a new customer acquisition channel while maintaining this growth engine.

What we value most is that SB C&S not only has a nationwide sales network but also has a dedicated organization specializing in the SaaS business. A POS system is a product whose value is realized only through continued use. Together with SB C&S, we will build a structure to support sales partners and expand opportunities to reach businesses across Japan with which we have not previously had contact.

We position this partnership as one of the key pillars supporting our medium-term growth. We will establish a standardized approach to making proposals through sales partners and further strengthen our efforts to help stores address the challenges they face.

- *Masashi Sakamoto, Executive Officer and General Manager, Account Sales Department, Smaregi, Inc.*

■ Comment

We are very pleased to have concluded a distributor agreement with Smaregi, Inc. Amid significant changes in the environment surrounding stores, we believe the digitalization of store operations, including POS-based data utilization, cashless payments, and attendance management, will continue to accelerate. By combining Smaregi's highly functional services, which support a wide range of business types, with SB C&S's nationwide sales network and broad range of ICT products, we will deliver new value in store DX. Going forward, we will work with our sales partners to promote the adoption of store DX solutions centered on Smaregi and contribute to the business growth of our customers.

- *Katsumi Moriya, Vice President and Head of Cloud Services Promotion Division ICT Unit, SB C&S Corp.*

■ About SB C&S Corp.

SB C&S inherited the IT distribution business, which is where it all began for the SoftBank Group, and continues to swiftly generate new business models in response to changes in the market environment. For corporate clients, SB C&S provides product solutions by leveraging advanced technologies, including cloud computing and artificial intelligence, through the largest sales network in the country. For consumers, SB C&S harnesses its own planning

and development capabilities to expand a product lineup that consists of everything from software and mobile accessories to AI products and services. Please visit our website for more information.

<https://cas.softbank.jp/en/>

Smaregi, Inc. – Investor Relations

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