



FY2027/5 Q1 Financial Results

(Three Months Ended August 31, 2026)

October 8, 2026



1 FY2027/5 Q1 Financial Results

- Summary of Financial Results
- Drivers of Gross Margin Expansion
- Revenue by Domain & Business Highlights

2 FY2027/5 Full-Year Forecast

- Full-Year Forecast
- Sales Forecast by Domain
- Dividend Policy

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【Sales】

Q1 revenue reached a record high, up **+5.5%** YoY

【Gross Profit】

Gross margin expanded by **+8.6pp** YoY, driven by a shift toward high-margin solutions and the automation of customer support operations using AI

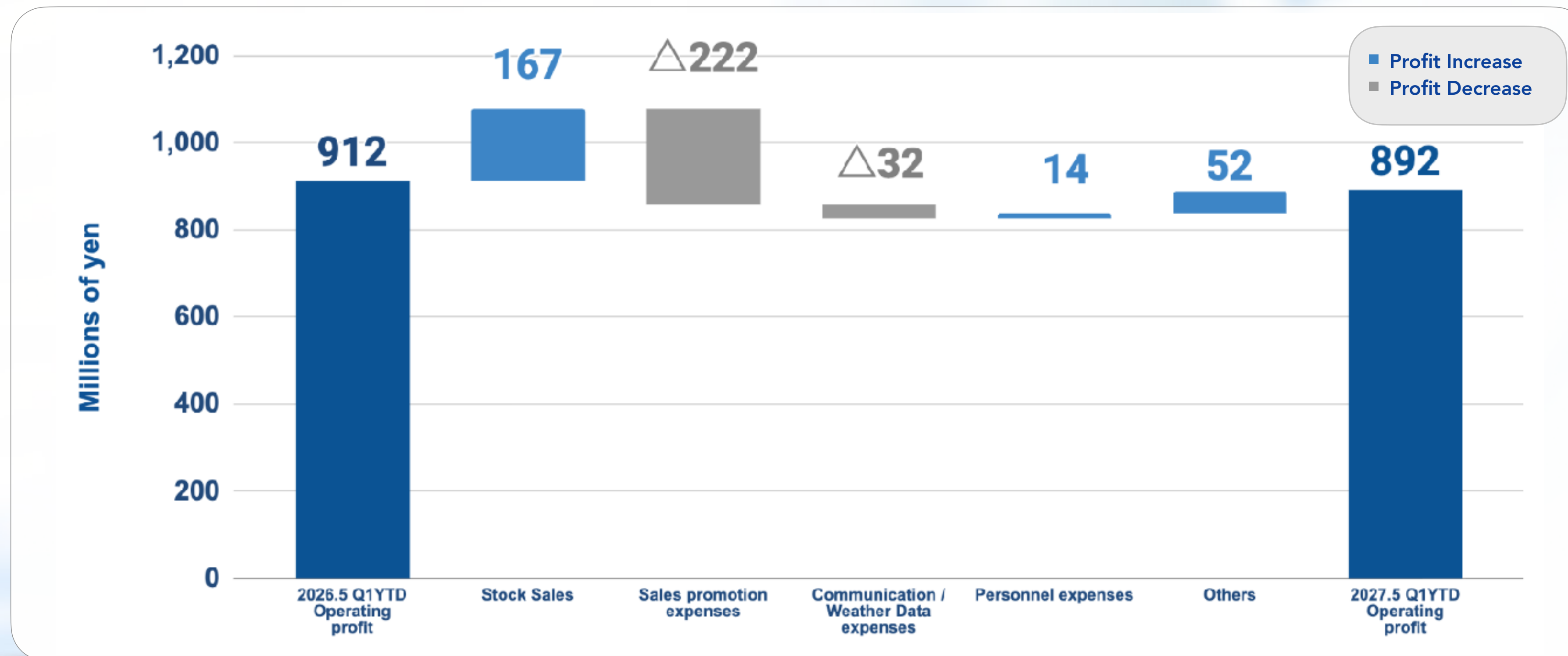
【Operating Profit】

Decreased due to an increase in aggressive advertising investments

(Millions of Yen)	2026/5 Q1 YTD Actual	2027/5 Q1 YTD Actual	YoY
Net Sales	6,006	6,338	+5.5%
Gross profit	2,772	3,470	+25.2%
Gross Profit Margin(%)	46.2	54.8	+8.6pp
Operating profit	912	892	△2.2%
Operating profit Margin(%)	15.2	14.1	△1.1pp
Ordinary profit	915	896	△2.1%
Profit attributable to owners of parent	672	592	△11.9%
EPS (JPY)	15.17	13.34	△1.83JPY
FX Rates (USD/JPY)	146.33	160.70	+14.37JPY

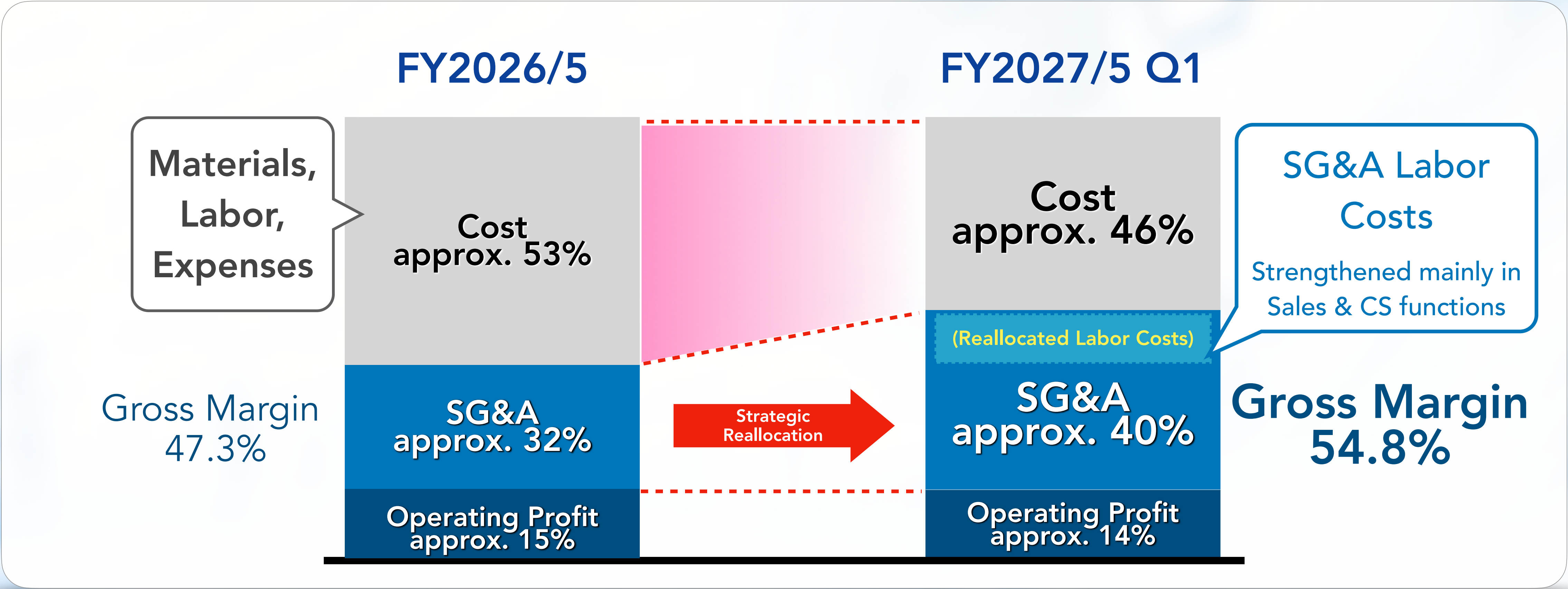
＊EPS: The amount after the stock split is stated. (Effective date: March 1, 2026)

- ① **Sales Promotion Expenses** : Increased significantly due to a normalized from the same period last year, when advertising investment was held back by weather conditions
- ② **Communication & Data Expenses** : Increased due to the ongoing setup and enhancement of internal AI development and operational infrastructure
- ③ **Personnel Expenses**: Decreased as AI-driven automation of customer service operations continued from the previous period



Steady progress toward Mid-Term Vision Target: "Gross Margin of 60%+ by End of FY2029/5"

- Unlocking human resources through a shift to high-margin products and AI automation in customer support
- Strategic reallocation of human resources to strengthen sales functions in order to accelerate revenue growth

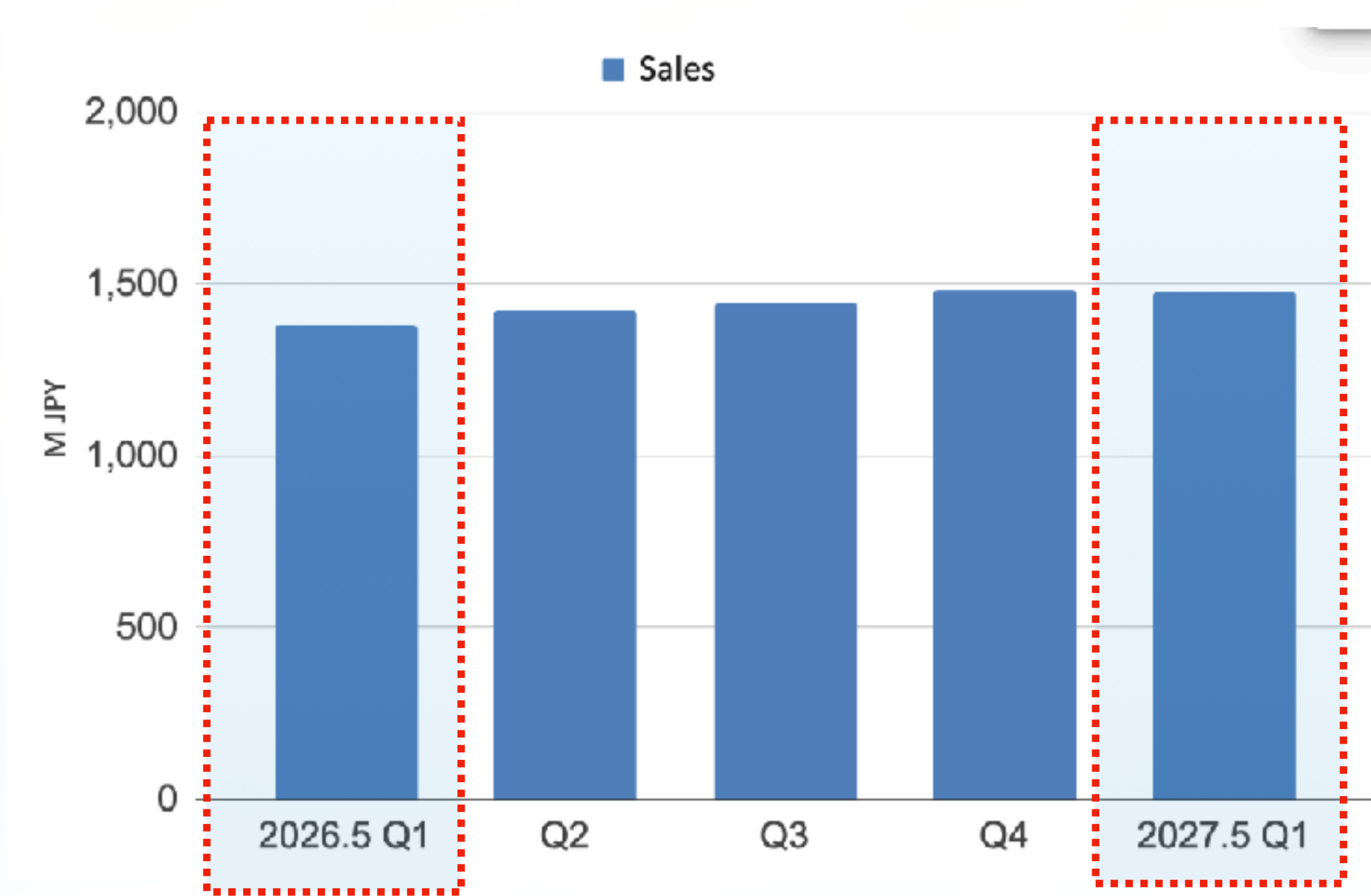


(Millions of Yen)	2026/5 Q1 YTD Actual	2027/5 Q1 YTD Actual	YoY	Business Overview
Sea Domain	1,369	1,478	+7.9%	Upselling to existing clients and new client acquisition in Europe; revenue increased also aided by favorable FOREX
Sky Domain	360	401	+11.4%	Revenue rose in the domestic helicopter market due to an increase in service-connected aircraft among existing clients
Land Domain	1,787	1,928	+7.9%	Revenue grew driven by major contract wins for "Weathernews for business" and expanded sales of WxTech Data
Internet Domain	2,278	2,288	+0.4%	Q1 DAU hit a record high, boosting both ad and subscription revenues; overall slight revenue growth due to impact from carrier services
Subscription Sales Total	5,796	6,096	5.2%	-
Flow Sales	210	242	+15.4%	(Temporary research, system sales, and other sales that lead to future stock sales)
Grand Total	6,006	6,338	+5.5%	-

Note: Due to a review of the sales structure aimed at further accelerating sales activities, the actual results for 2026.5 have been reclassified and presented based on the new segments
The main changes are as follows:
1) Sea Domain: In order to focus on sales for ocean-going vessels, which are a growth driver, sales for small and medium-sized vessels have been transferred to the Land Domain
2) Internet Domain: A dedicated sales structure for the advertising business has been established, and related sales from each Domain have been consolidated into the Internet Domain

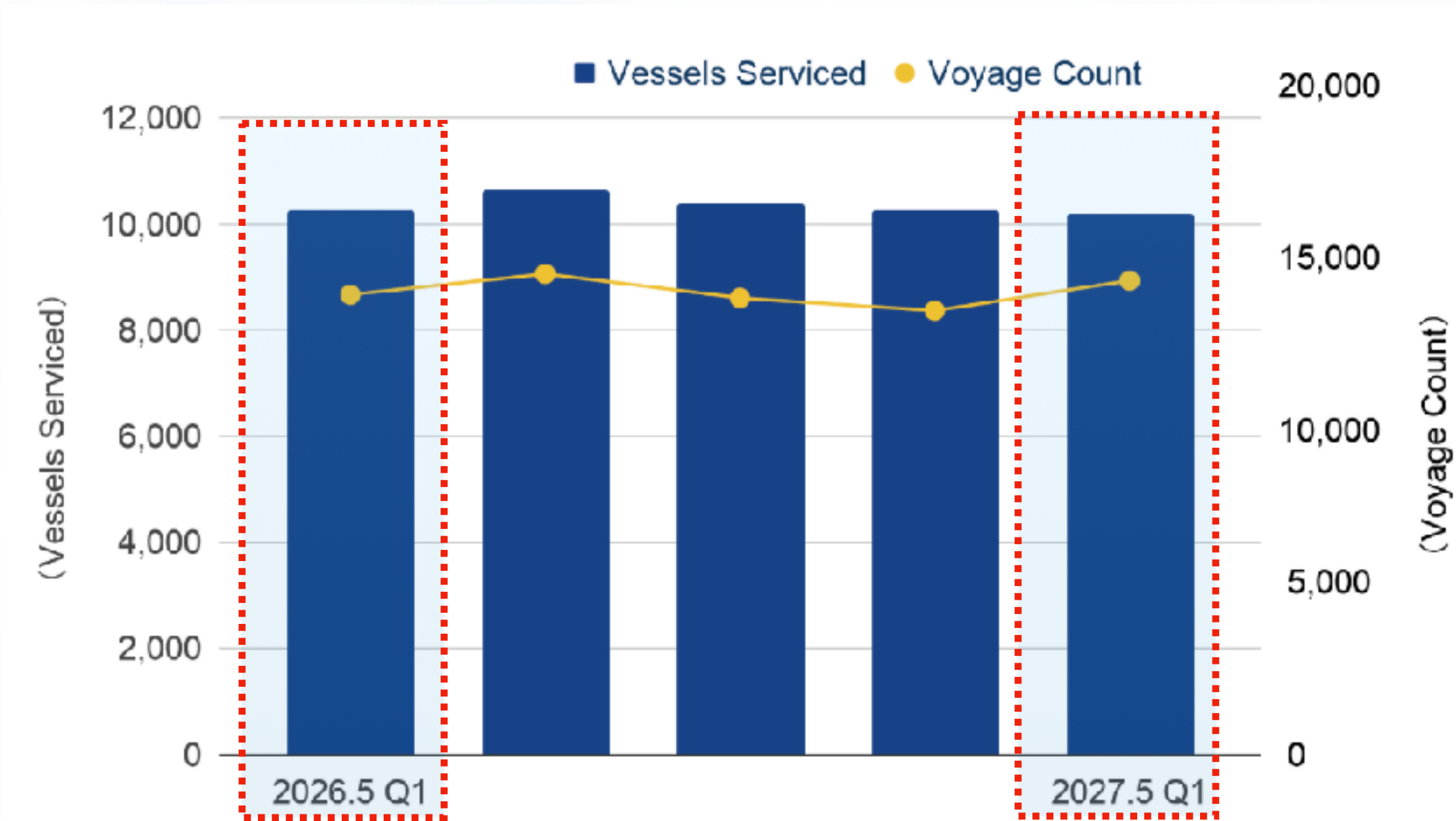
- ◆ YoY increase in serviced voyages driven by up-selling to existing clients and new client acquisition in Europe
- ◆ Serviced vessel count dipped slightly, but performed largely in line with forecasts
- ◆ Revenue grew +7.9% YoY, partially supported by favorable FOREX impact

Sales transition (Quarterly)



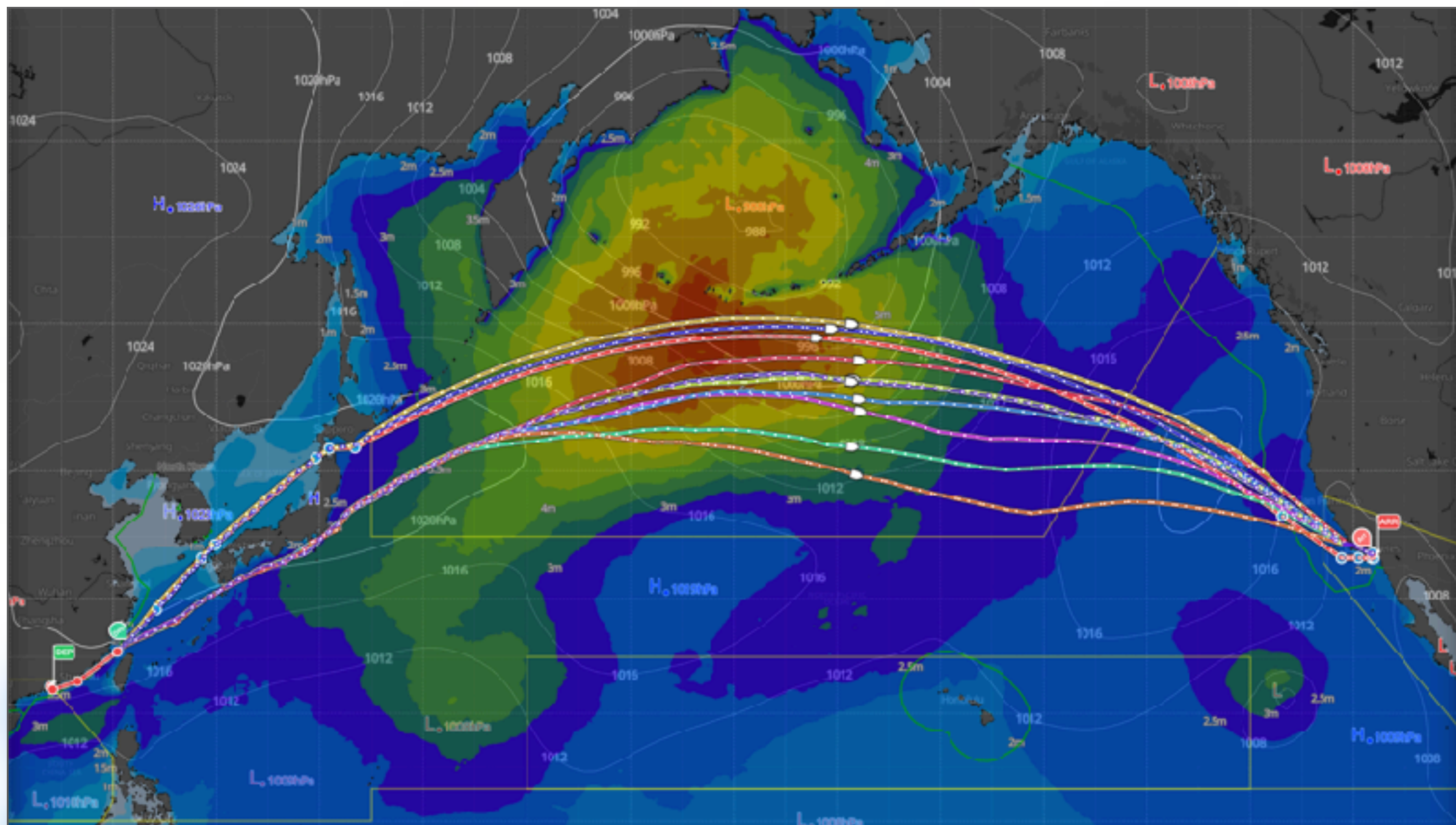
*Note: Following a revision of the sales structure, services for small and medium-sized vessels were transferred to the Land Domain at the start of FY2027/5. Revenue categories on the chart have been updated accordingly, with FY2026/5 figures retroactively restated.

Vessels Serviced & Voyage Count (Quarterly Transition)



*Note: Following a revision of the sales structure, services for small and medium-sized vessels were transferred to the Land Domain at the start of FY2027/5. Small vessels have been excluded from the count of serviced vessels accordingly, with FY2026/5 figures retroactively restated.

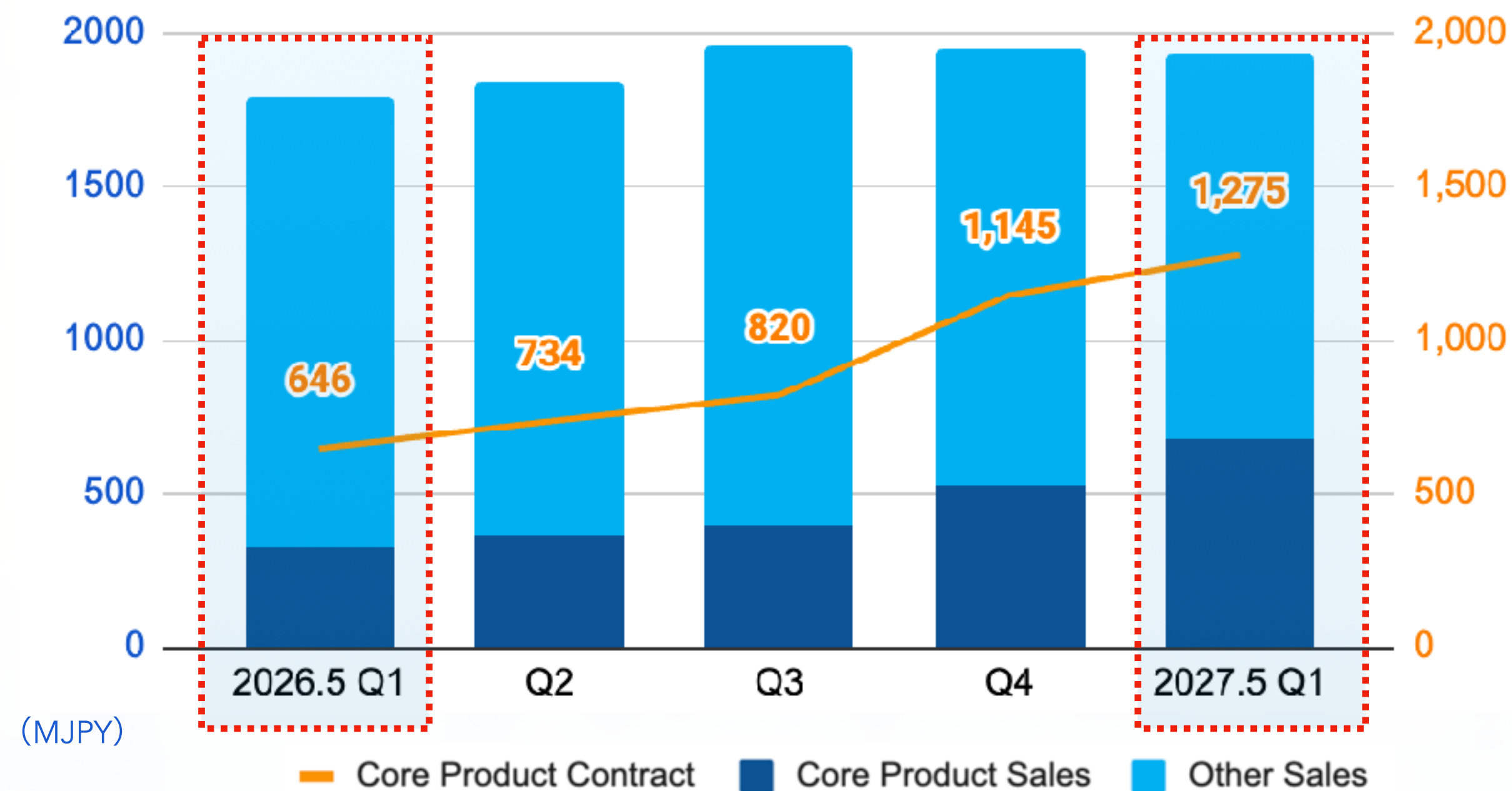
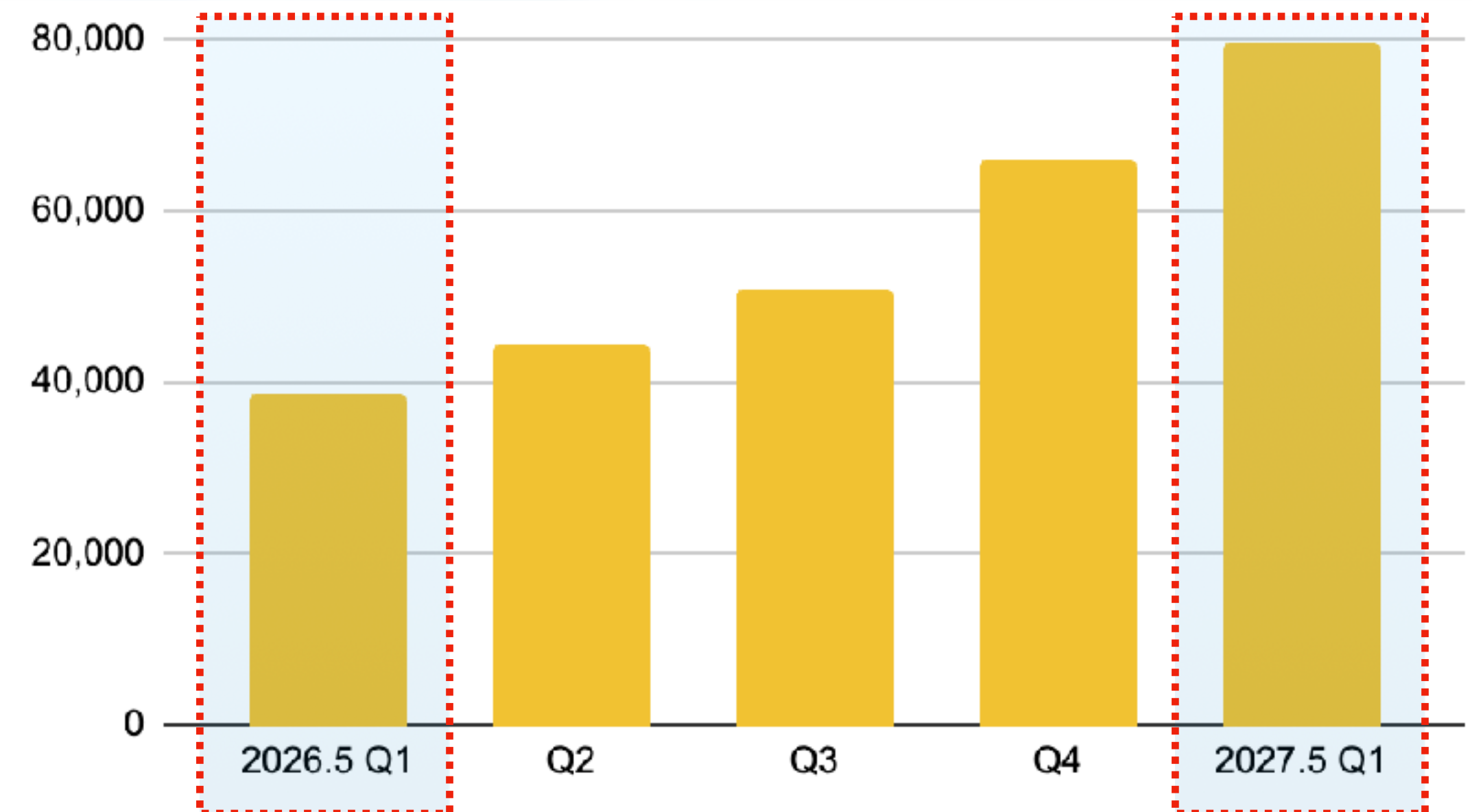
Transformation to a Continuous Service Model: Fleet-Wide, Year-Round Adoption Accelerates Second-Half Revenue Growth



- ◆ Expanded Aviation Weather Product "SkyAviators" to Cover 14,000 Airports Worldwide
- ◆ Launched New Data Service Supporting Safe Operation in Domestic Drone Market



- ◆ Q1 revenue hit a record high
- ◆ Subscriptions for Land core products doubled YoY
- ◆ Core product IDs expanded steadily, driven by adoption of Weathernews for Business

Core Product Revenue and Number of Contracts
(Quarterly Transition)Core Product ID Count
(Quarterly Transition)

*Note: Excludes one-time large orders

Growing Need for Wide-Area & Multi-Site Disaster Management Amid Severe Weather Expanding Adoption of Weathernews for Business



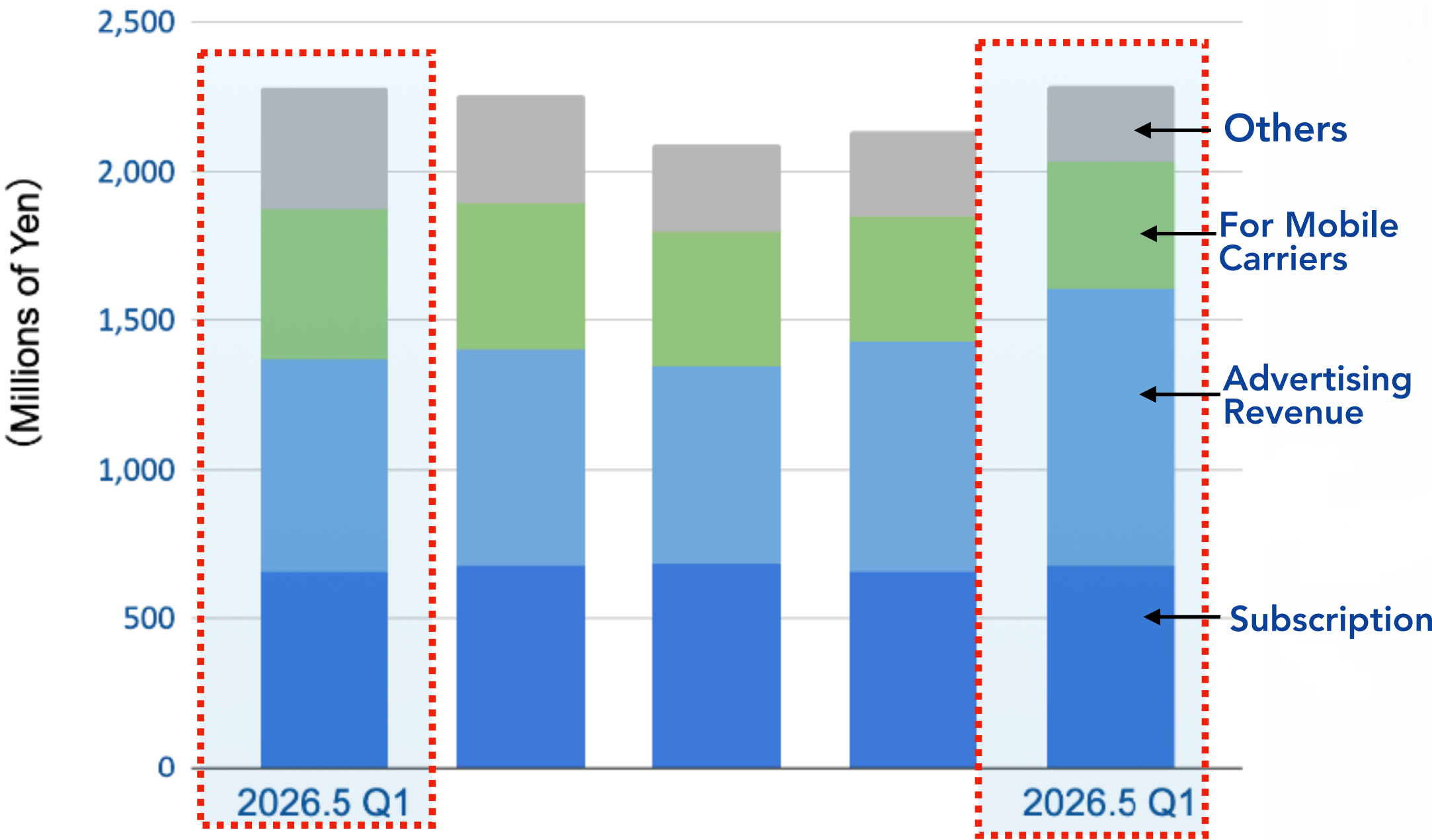
Delivering Advanced Meteorological Support to
40,000 Stakeholders across 45 Nations
for the 20th Asian Games and 5th Asian Para Games



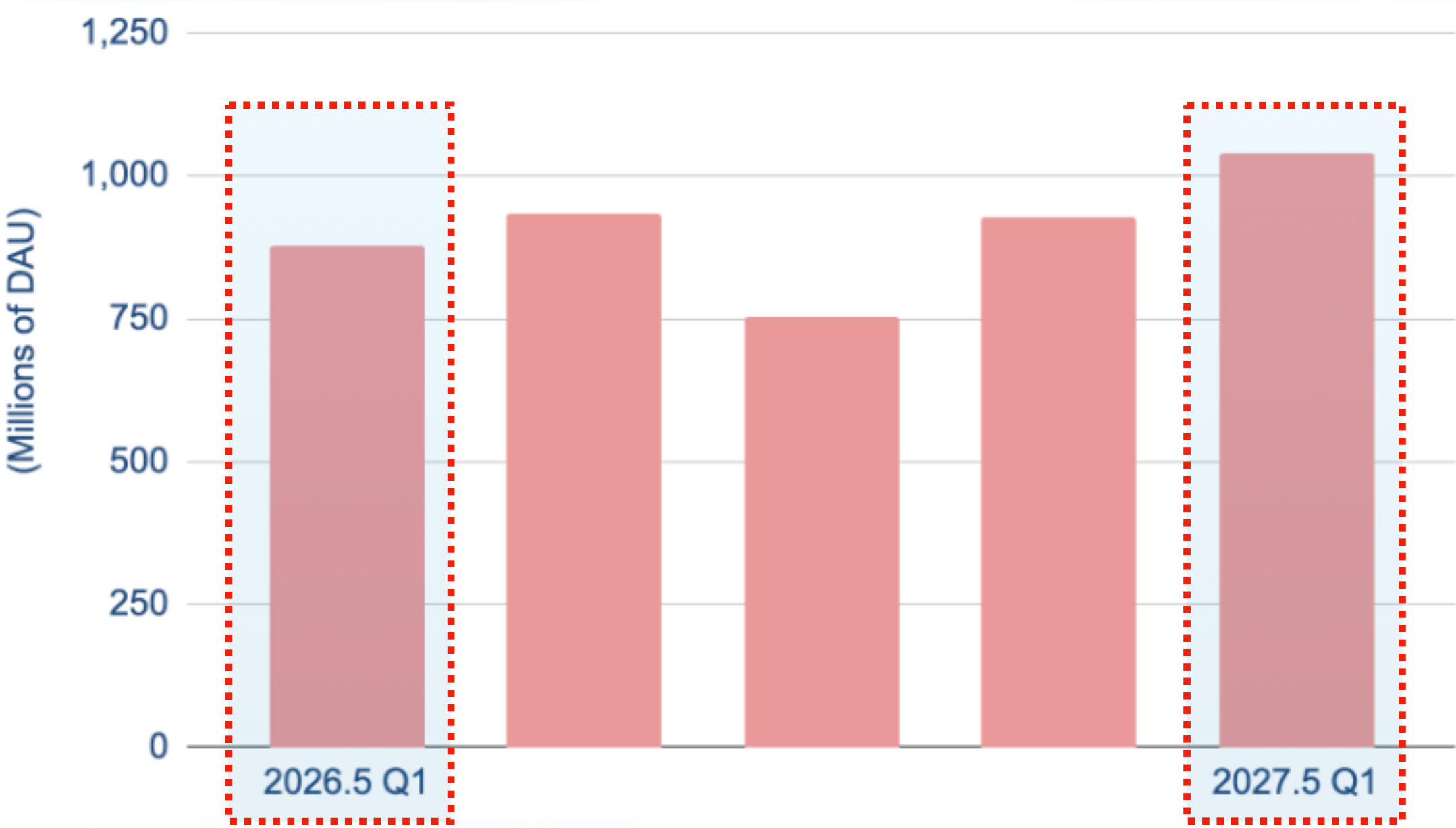
Released "Weathernews for Business" for roads,
expanding core product adoption in the road market

- ◆ Cumulative Q1 DAU exceeded 1 billion for the first time (+18% YoY), driven by extreme weather events including linear precipitation zones and typhoons.
- ◆ Ad and subscription revenues increased backed by DAU growth, offsetting the ongoing decline in carrier-related revenue.

Sales (Quarterly Transition)



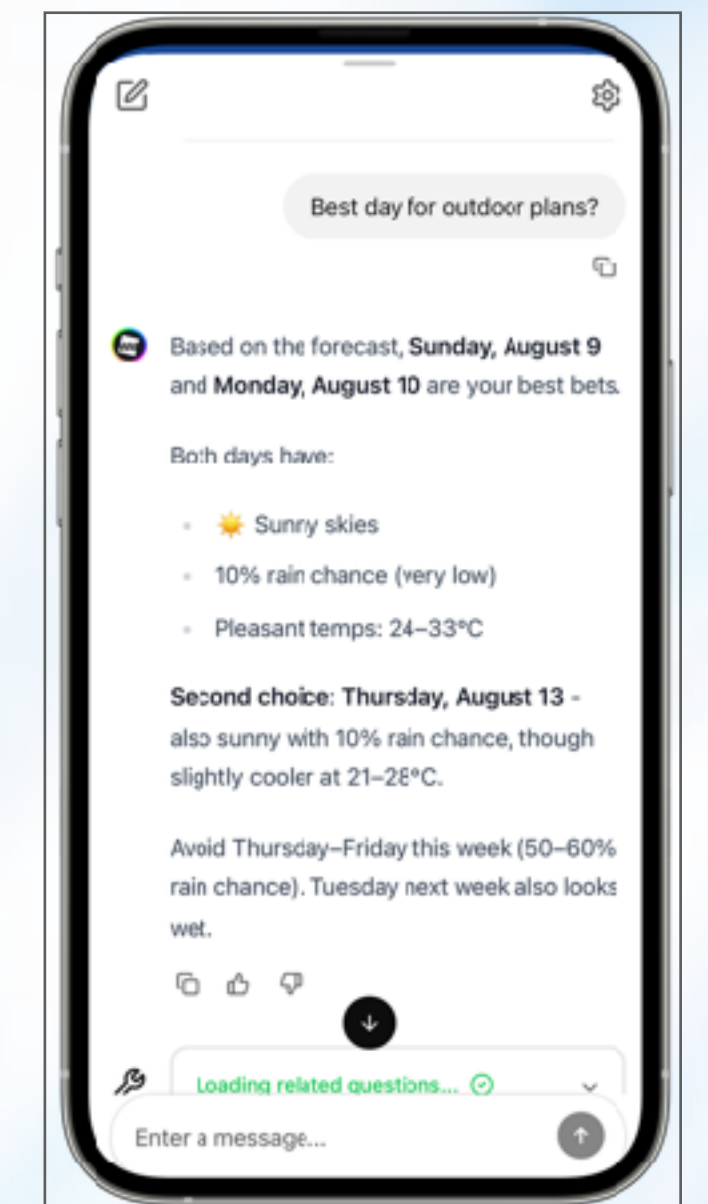
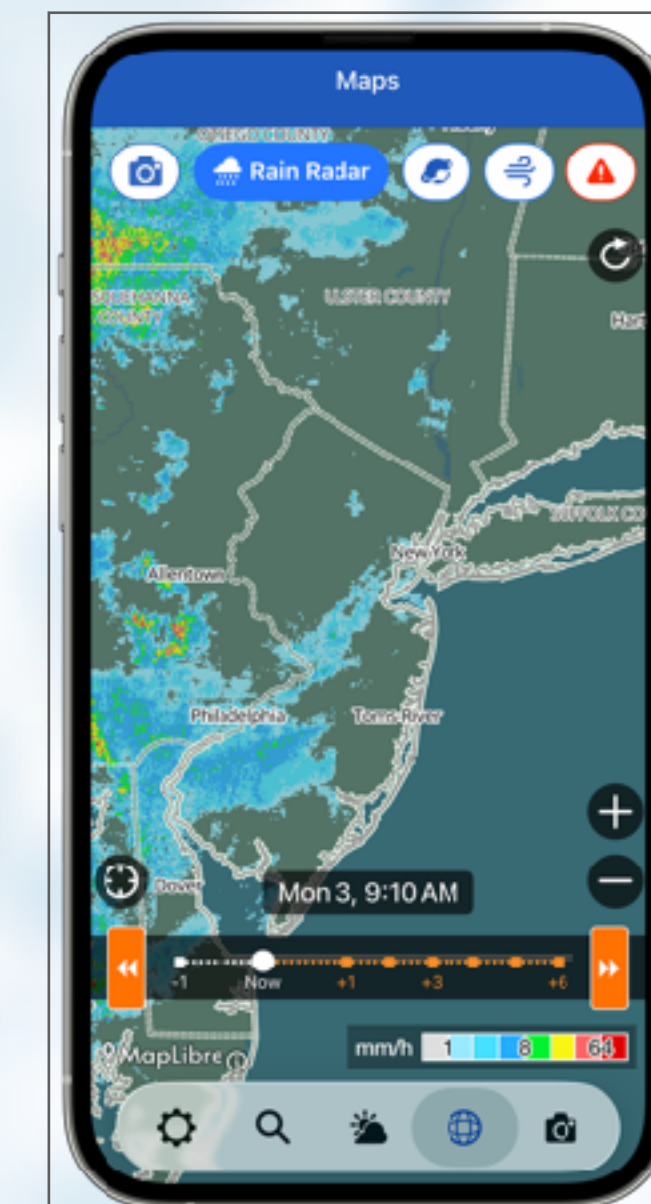
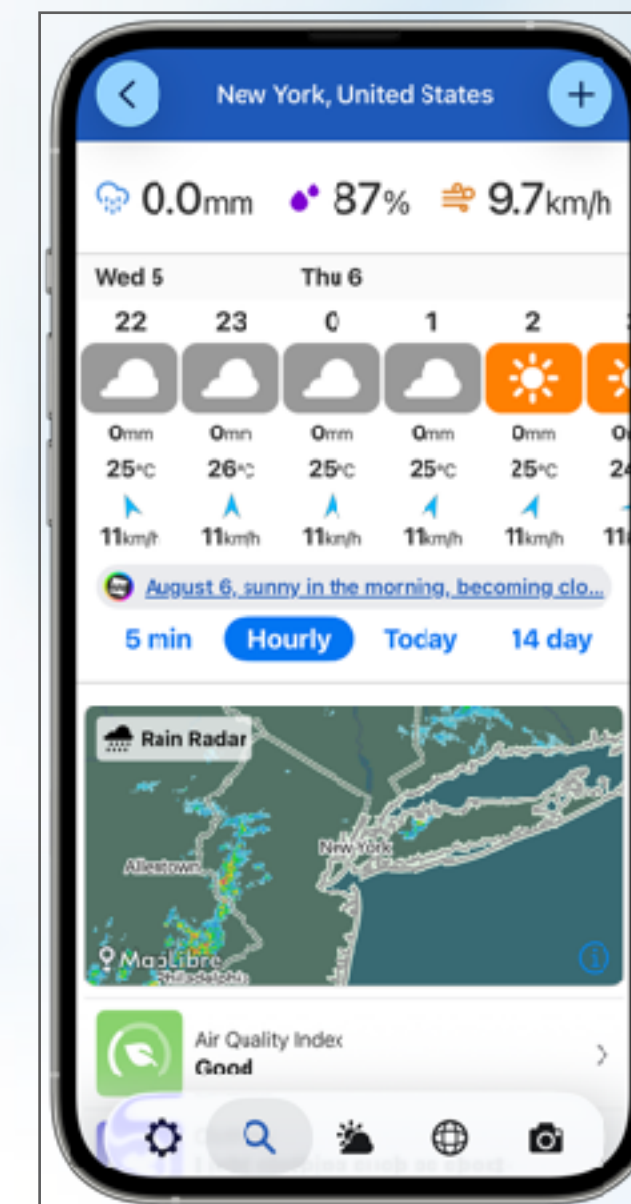
Cumulative DAU (Quarterly Transition)



*Note: To clarify priority focus areas, subscription revenue has been restricted to smartphone revenue. Former carrier subscription service revenue, previously included in subscription revenue, has been reclassified under mobile carrier revenue. FY2026.5 figures have been retroactively restated accordingly.

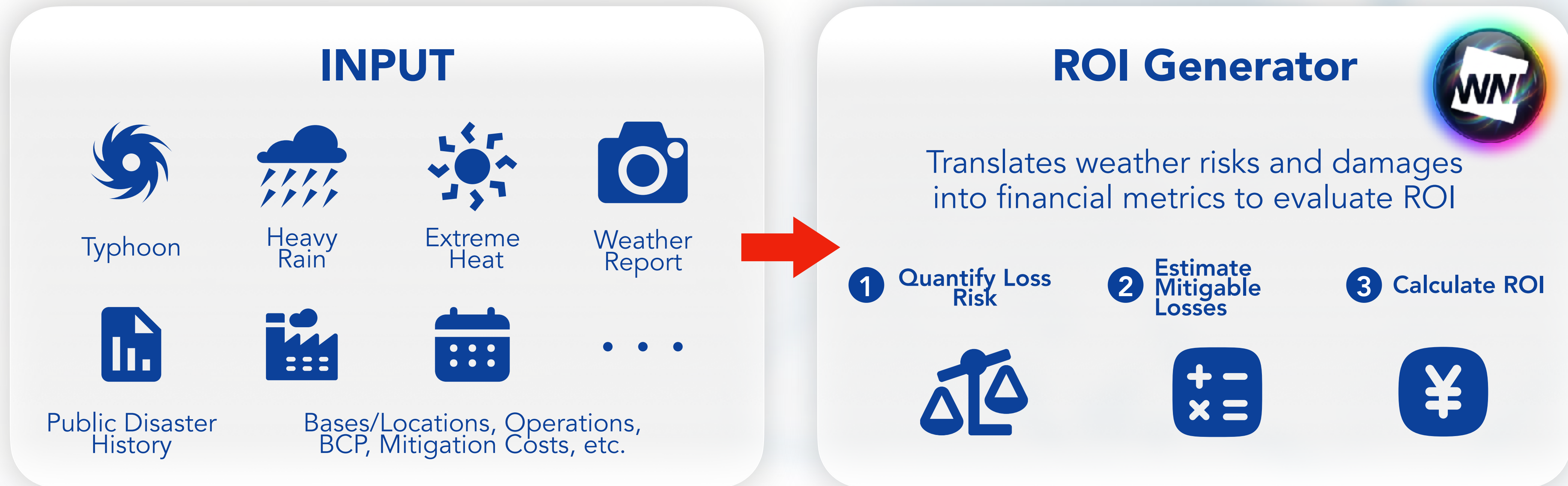
"Weathernews" Weather App Launched Globally

- ◆ World-class prediction accuracy, forecasting globally at a high resolution of "1km mesh"
- ◆ Population coverage of warning data reaches 98% worldwide



Combining know-how cultivated in disaster-advanced Japan with live "Weather Reports" submitted by users worldwide, proprietary weather AI, and cutting-edge analysis technology to deliver highly accurate forecasts across the globe.

"ROI Generator" Instantly Quantifies Weather Disaster Damage



Generative AI calculates financial impact of weather events
Promotes climate change adaptation investments for companies & local governments

<Examples>

- Chiba torrential rain economic impact estimated at approx. 430M ~ 1.29B JPY
- European heatwaves from June 2026 estimated to cause loss up to ~24T JPY (~€133B)

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[Net sales] 25,800 million JPY (+5.4% YoY) : Targeting 18 consecutive years of sales growth

[Operating profit] 5,400 million JPY (+3.0% YoY) : Maintaining profit levels while strengthening investments for future sales growth

(Millions of Yen)	FY2026/5 Actual	FY2027/5 Forecast	YoY
Net sales	24,479	25,800	+5.4%
Operating profit	5,244	5,400	+3.0%
Operating profit Margin(%)	21.4	20.9	△0.5pp
Ordinary profit	5,456	5,500	+0.8%
Profit attributable to owners of parent	3,806	3,850	+1.1%
EPS (JPY)	85.76	85.78	+0.02JPY
ROE (%)	16.8	16.1	△0.7pp
FX Rates (USD/JPY)	153.14	150.00	△3.14JPY

*EPS: The amount after the stock split is stated.(Effective date: March 1, 2026)

(Millions of Yen)	FY2026/5 Actual	FY2027/5 Forecast	YoY	Comment
Sea Domain	5,731	6,000	+4.7%	Transitioning SeaNavigator from a spot-basis service to a continuous subscription model via system upgrades
Sky Domain	1,522	1,650	+8.4%	Expand sales of "SkyAviators" in the Asian airline market
Land Domain	7,535	8,100	+7.5%	Products moving from introductory to full-scale adoption phase. Stepping up marketing to accelerate further market growth
Internet Domain	8,764	9,150	+4.4%	Establishing a dominant position in weather media while expanding subscription and advertising revenue
Subscription Sales Total	23,554	24,900	+5.7%	-
Flow Sales	925	900	△2.7%	-
Grand Total	24,479	25,800	+5.4%	-

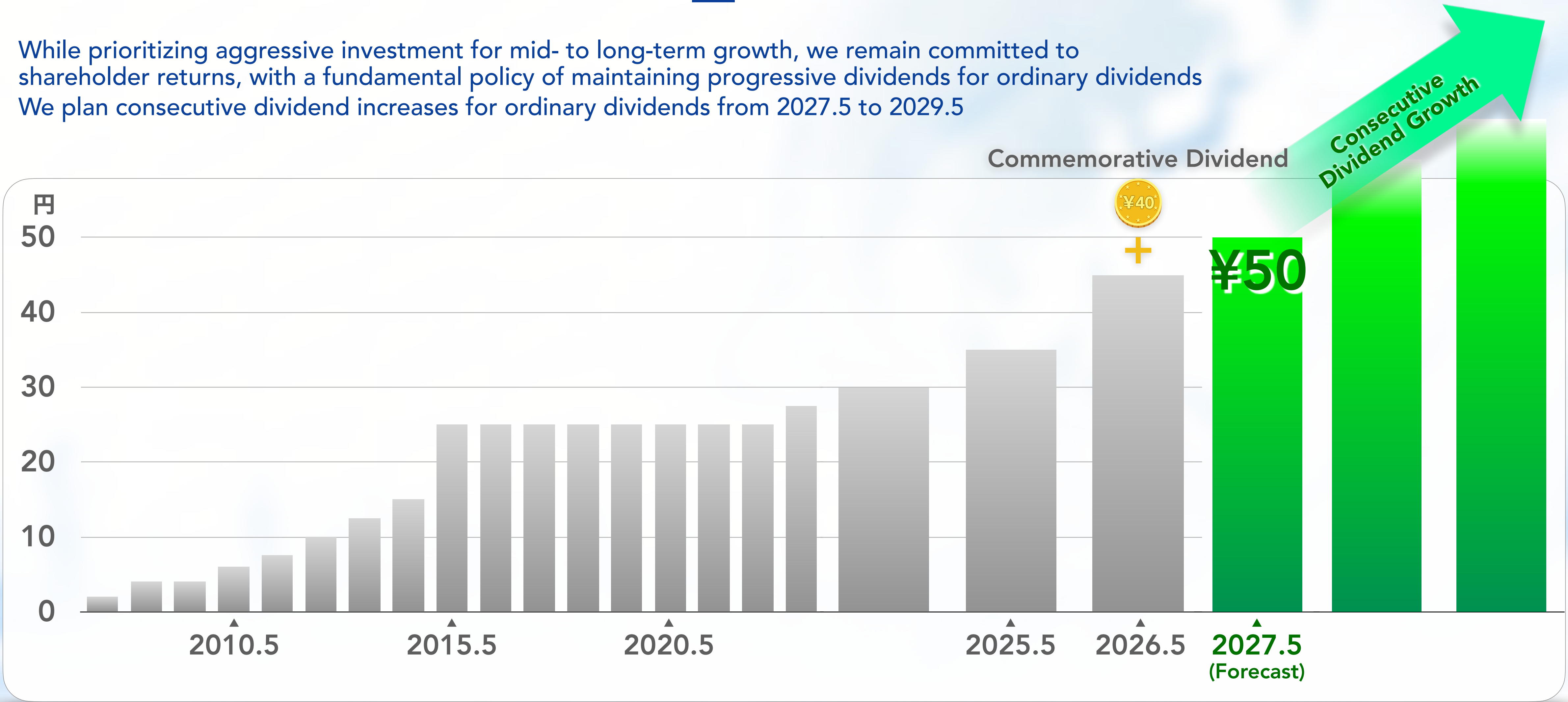
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[FY2027 Forecast]

Plan to increase ordinary dividend by ¥5, bringing annual dividend to ¥50 per share

While prioritizing aggressive investment for mid- to long-term growth, we remain committed to shareholder returns, with a fundamental policy of maintaining progressive dividends for ordinary dividends
We plan consecutive dividend increases for ordinary dividends from 2027.5 to 2029.5

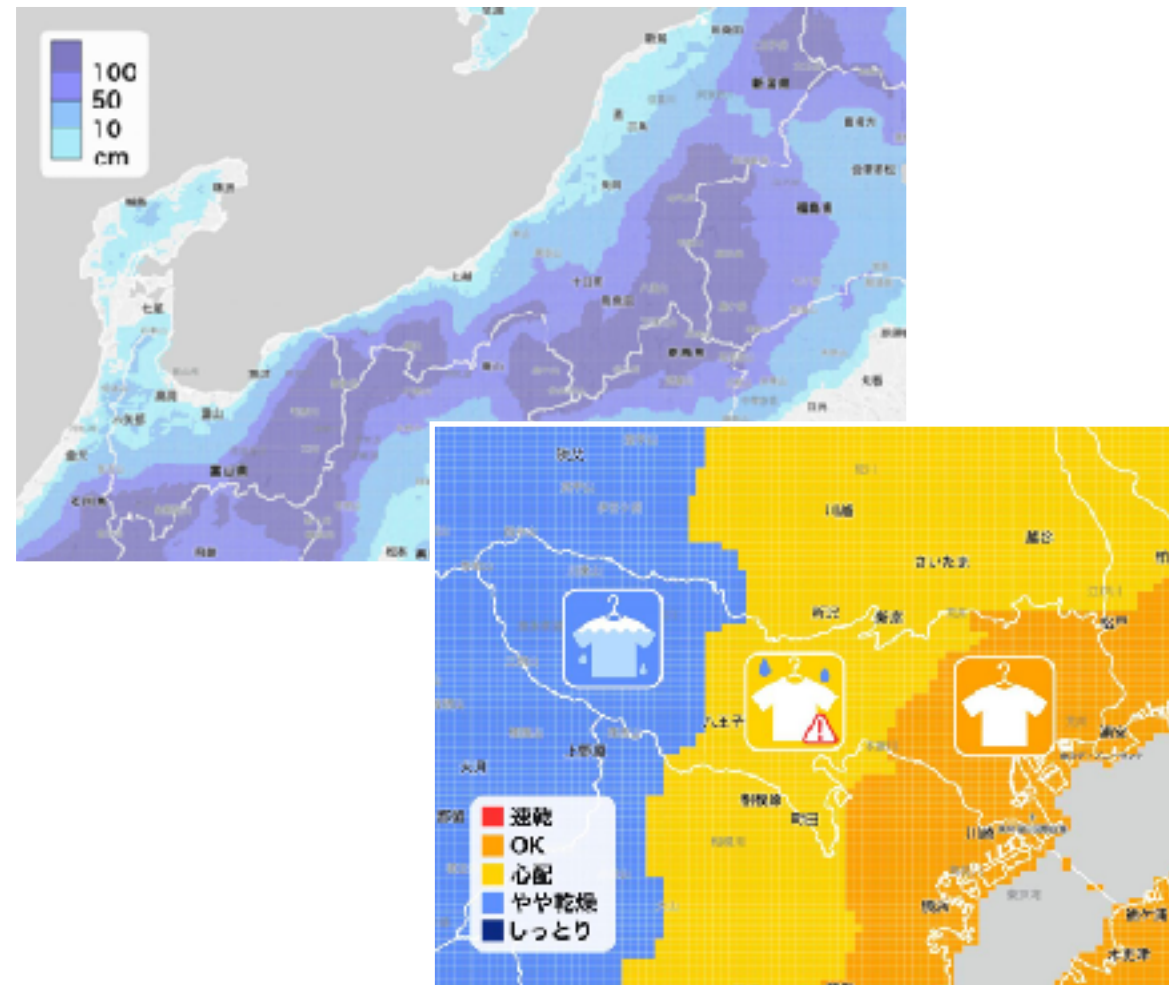




Appendix



WxTech



Provides a comprehensive suite of data encompassing all natural phenomena—from standard weather forecasts and historical weather data to disaster risks (such as earthquakes, tsunamis, and volcanic activity), alongside lifestyle and health-related metrics including cherry blossom bloom predictions, pollen counts, heatstroke risks, UV radiation, and weather-induced pain.

(Price: from 30,000 yen/month)

Weathernews for business



The "Weathernews" app has been enhanced with a dedicated weather page tailored to corporate needs. Registering locations such as facilities, stores, and sales offices allows users to receive highly targeted push notifications critical for business decision-making.

(Price: from 29,400 yen/month)

Soratena Pro



Small, lightweight, power-saving IoT sensors visualize weather conditions on site. It provides powerful support for corporate safety measures, productivity improvement, marketing measures and analysis.

(Price: from 25,000 yen/month)
*For rental



Data

Vast meteorological and business data accumulated since founding

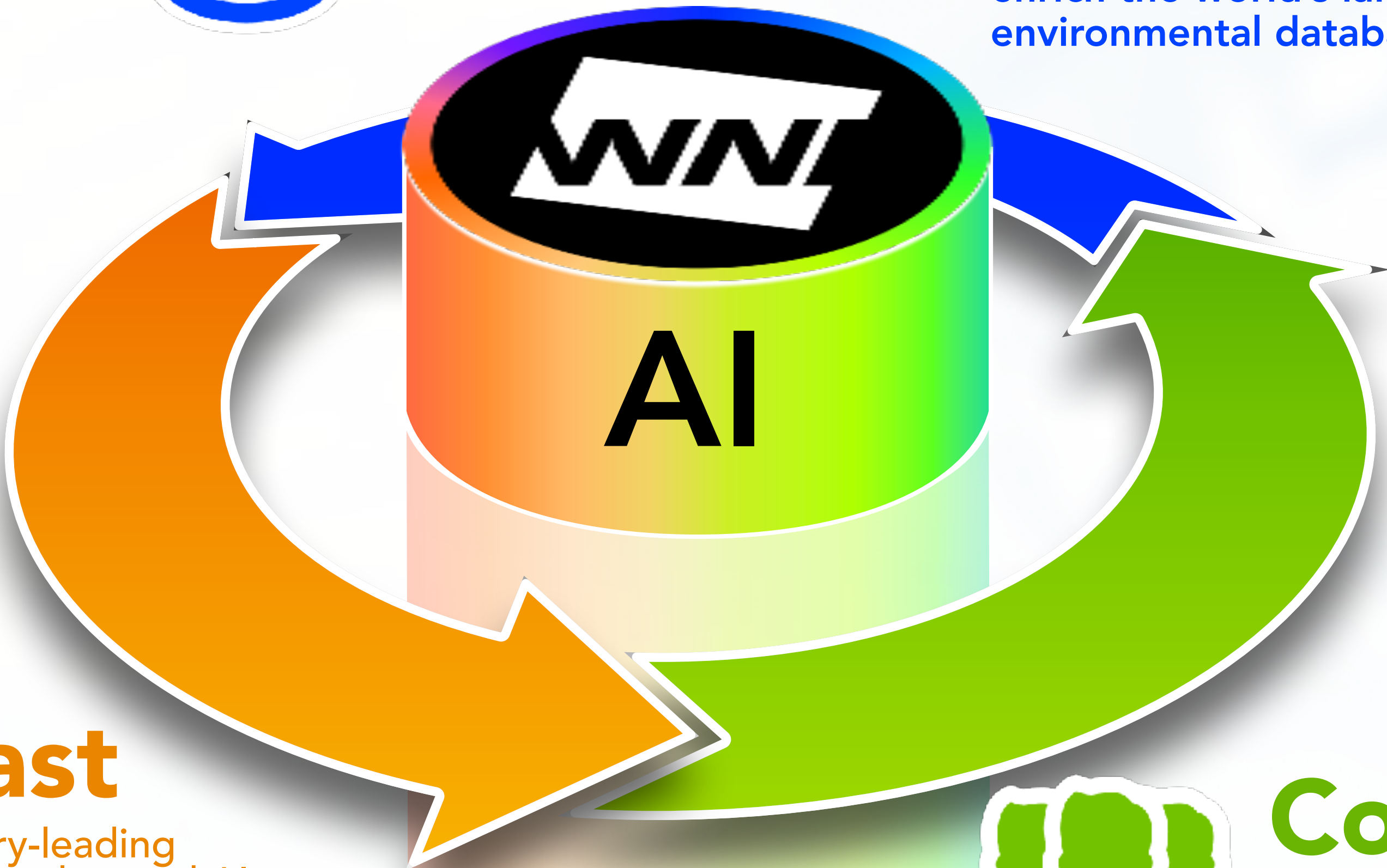
We will remain committed to collaborating with our numerous supporters worldwide—including national meteorological agencies, individuals, and corporations—to further enrich the world’s largest weather and environmental database.

By leveraging our accumulated expertise and combining vast datasets with cutting-edge AI technology, we will continue to deliver industry-leading forecasts.



Forecast

Providing industry-leading accuracy through advanced AI models

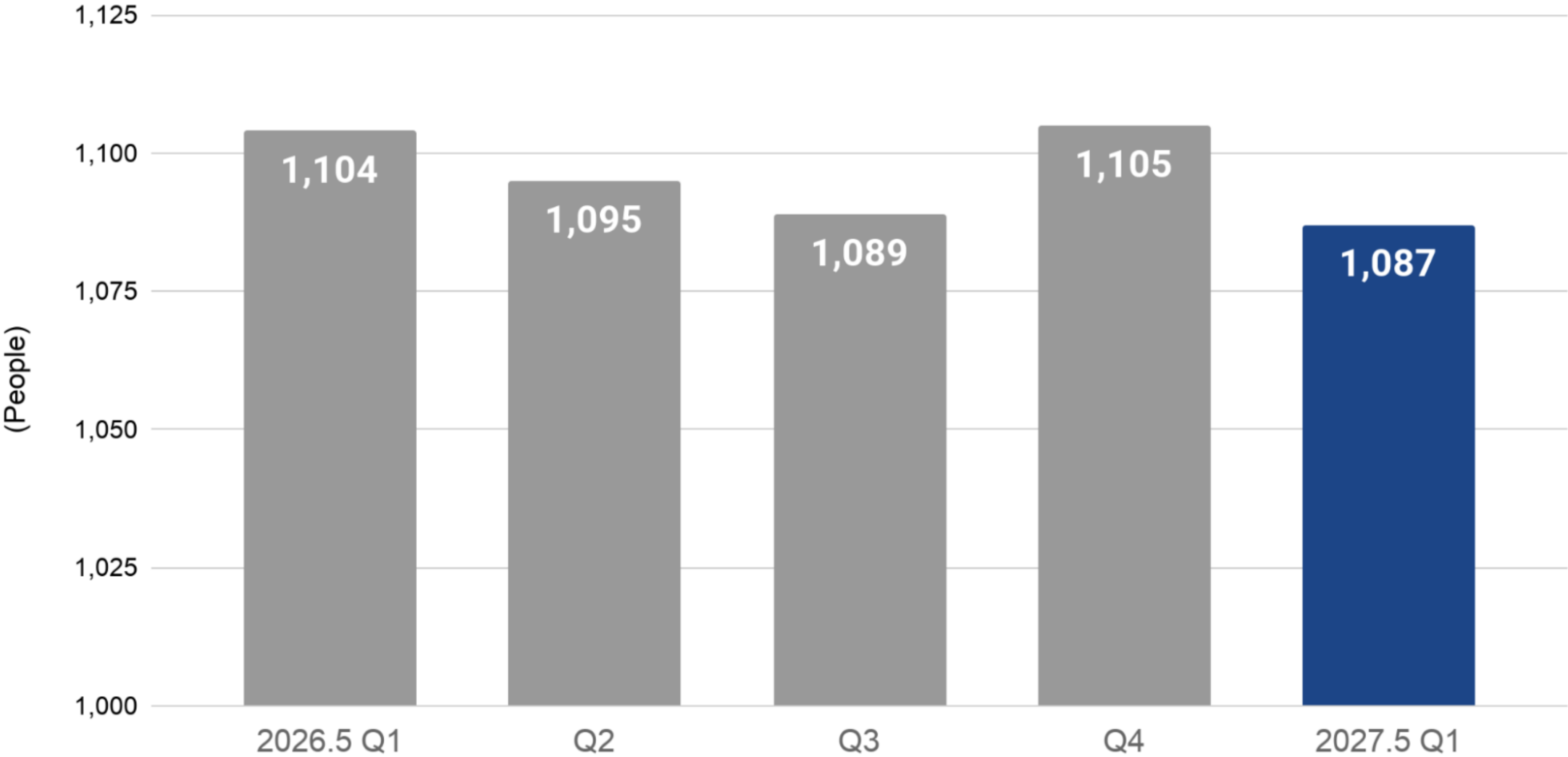


By actively incorporating feedback from each community, we aim to serve as a trusted navigator. We will fully utilize our abundant data and forecasting technologies to optimize safety, economic efficiency, and environmental sustainability for the unique challenges each community faces.



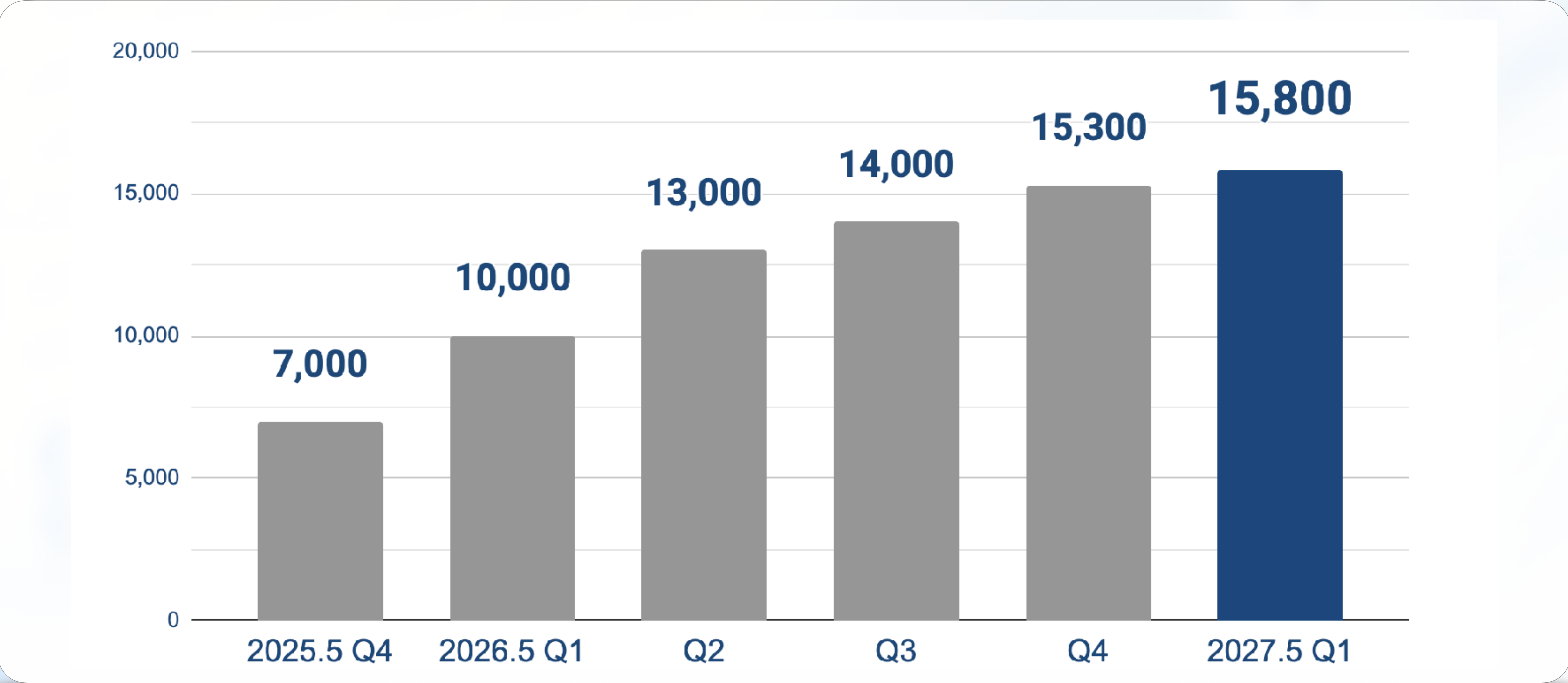
Community

New data sourced from our individual and corporate supporter community



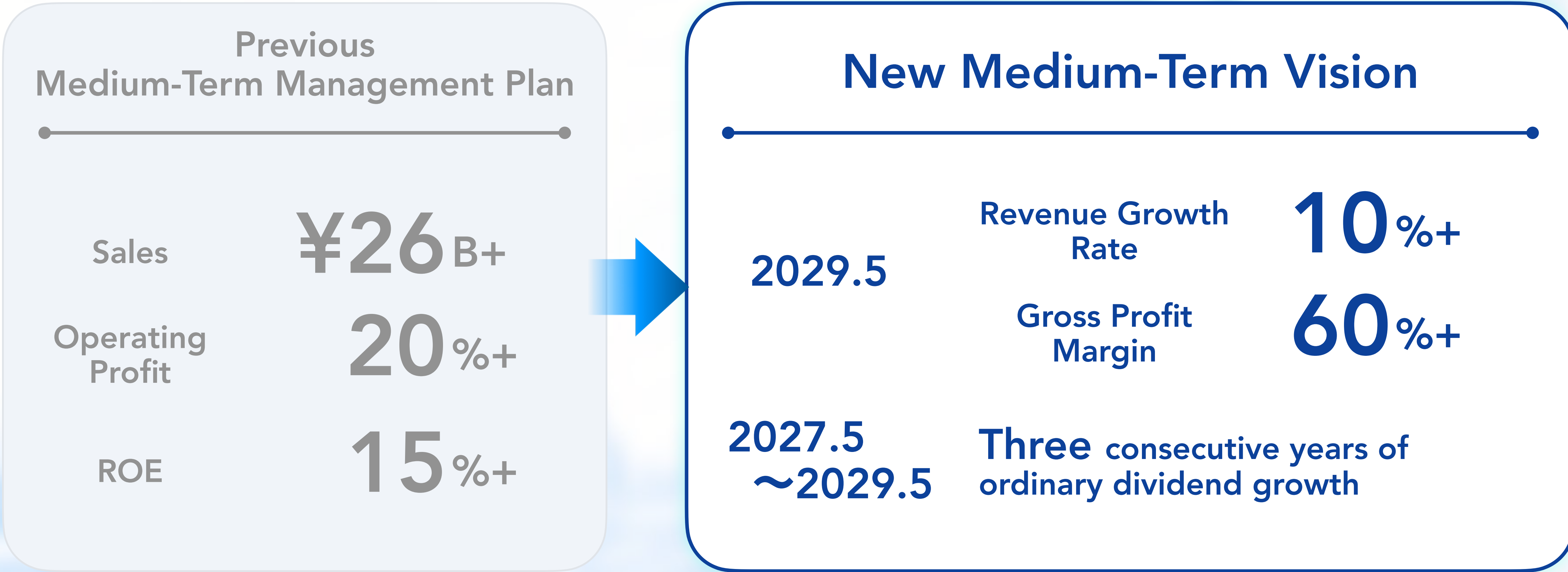
Continued AI implementation in customer service.
Cumulative* hours saved reached 15,800 hours/month

*Cumulative from the start of FY2025.5 (June 2024)



The Second Founding Phase: Scaling Business & Accelerating Revenue Growth

Establishing a Sustainable High-Growth Revenue Trajectory & Maximizing Gross Profit Over the Next 3 Years



AI Automation of Cost-related Operations & Shift to High-Margin Products Expecting +12.7pt or More Improvement in Gross Profit Margin Over 3 Years

[1] Full Automation of Customer Support Operations

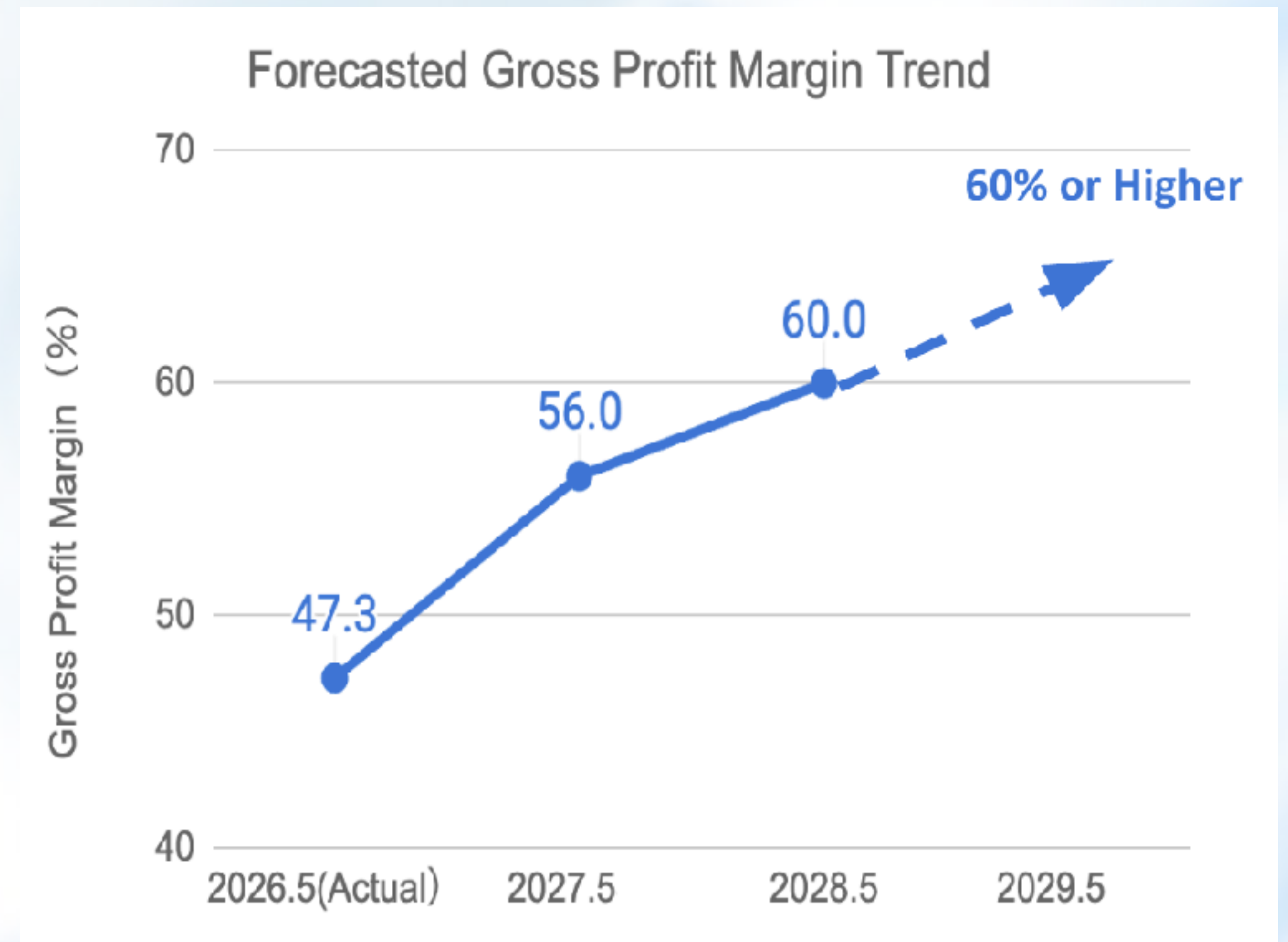
- Completely replace existing customer support with AI to significantly reduce labor costs
- Labor cost savings are expected to vastly exceed the increase in AI costs

[2] Focused Sales of High-Margin Products

- Concentrate development and sales resources on high-margin core products
- Gradually shift contracts with existing customers to high-margin products

Core Products in Each Domain

- | | |
|--|-------------------------------------|
| • Sea : SeaNavigator | • Sky : SkyAviators |
| • Land : Weathernews for business | • Internet : Weathernews App |



Productivity Reform Without Layoffs

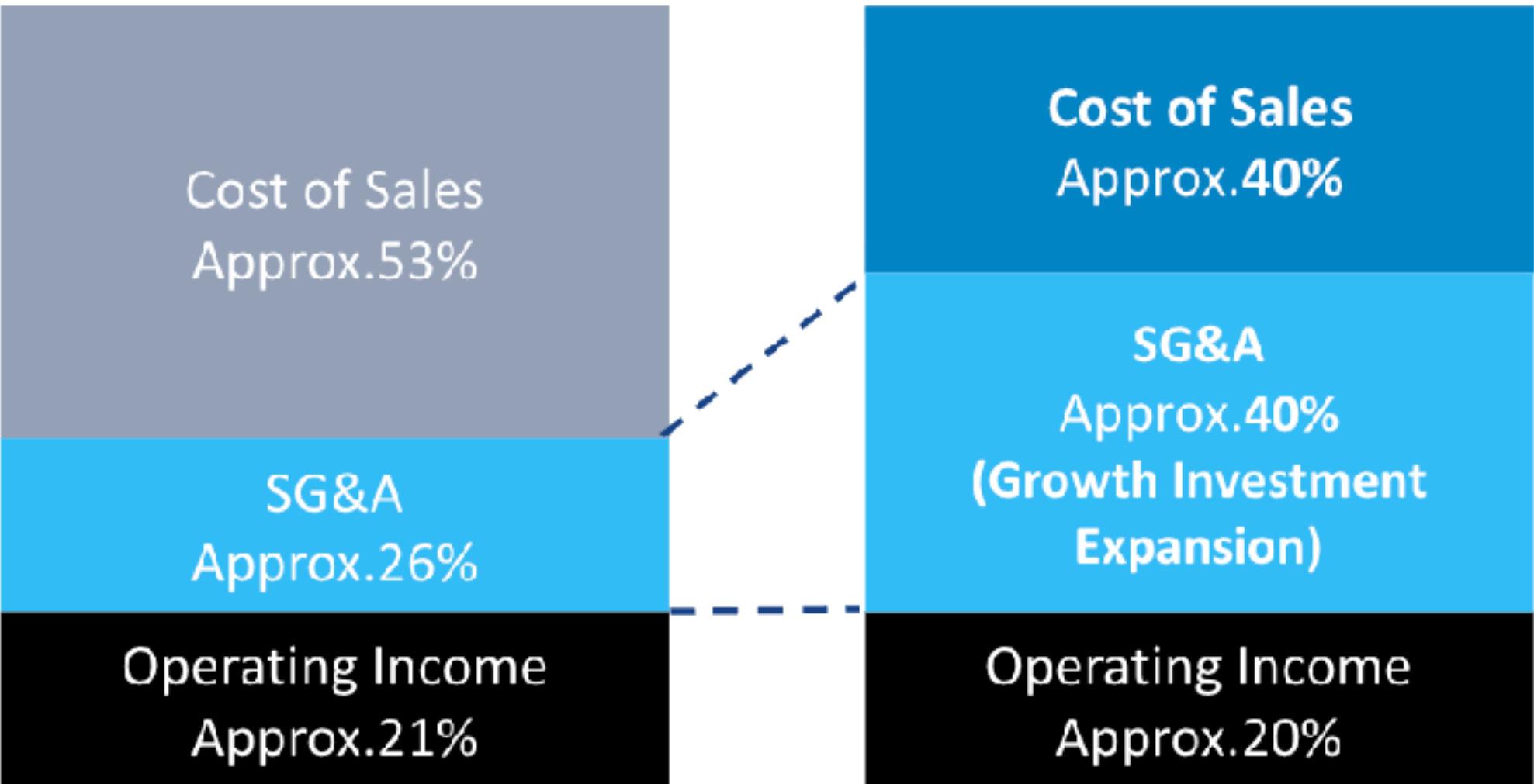
Surplus personnel from customer support automation will be strategically reallocated to Customer Success (CS) and Sales, accelerating new acquisitions and reducing churn, playing a key role as a driver for further revenue growth.

Appendix (Re-posted) Two Core Drivers
for Achieving a Gross Profit Margin of 60% or Higher



Optimal Allocation of Resources Generated from Gross Margin Improvement to Growth Investment
Maintaining a 20% Operating Margin Level while Prioritizing Top-line Growth

Assumed PL Structure Before/After Comparison
(Composition Ratio with Net Sales = 100%)



Current
(Gross Margin 47.3%)

3-Year Target
(Gross Margin 60.0%+)

Cost of Sales SG&A (Personnel, Marketing, etc.) Operating Income (20% Level)

Q: Why is the operating margin flat at 20% while the gross margin improves by over 12pt?

- To utilize the funds obtained from gross margin improvement as a "reinvestment resource for top-line growth."
- In addition to increasing personnel costs for customer success and sales, we will strengthen marketing investments for new customer acquisition.

Q: Is there a risk of profit downside due to increased marketing investment?

- Marketing investments will be executed after strictly verifying cost-effectiveness. If efficiency does not meet expectations, we will curb investments and consider implementing shareholder returns.
- Depending on the implementation status and disciplined operations, the operating margin may exceed 20% and trend upward.

(Millions of Yen)	FY2026/5 Q1 Actual	FY2026/5 Actual	FY2027/5 Q1 Actual
Current assets	21,833	24,696	21,264
Non-current assets	3,423	3,562	4,360
Total assets	25,257	28,259	25,625
Current Liabilities	3,081	3,855	3,396
Non-current liabilities	630	509	481
Total Liabilities	3,711	4,365	3,878
Total net assets	21,545	23,893	21,747
Equity-to-asset ratio (%)	85.2	84.5	84.8
Net assets per share (JPY)	485.30	537.37	488.99

*Net assets per share: The amount after the stock split is stated. (Effective date: March 1, 2026)

(Millions of Yen)	FY2026/5				FY2027/5
	Q1	Q2	Q3	Q4	Q1
Net Sales	6,006	6,126	6,132	6,213	6,338
Gross Profit	2,772	2,895	2,895	3,022	3,470
Gross Profit Margin (%)	46.2	47.3	47.2	48.6	54.8
Operating Profit	912	1,356	1,507	1,468	892
Operating Profit Margin (%)	15.2	22.1	24.6	23.6	14.1
Ordinary Profit	915	1,408	1,639	1,493	896
Profit attributable to owners of parent	672	965	1,134	1,033	592
EPS (JPY)	15.17	21.75	25.53	23.27	13.34
FX Rates (USD/JPY)	146.33	151.50	155.95	158.80	160.70

*EPS: The amount after the stock split is stated (Effective date: March 1, 2026)

(Millions of Yen)	FY2026/5				FY2027/5
	Q1	Q2	Q3	Q4	Q1
Sea Domain	1,369	1,429	1,451	1,480	1,478
Sky Domain	360	382	385	394	401
Land Domain	1,787	1,838	1,963	1,946	1,928
Internet Domain	2,278	2,255	2,095	2,134	2,288
Subscription Sales Total	5,796	5,905	5,896	5,955	6,096
Flow Sales	210	221	235	258	242
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