

Supplementary Financial Data for FY10/2025 Q3



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TSE Growth 6049
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*Please note that the figures and indicators contained in this document are disclosed for the purpose of promoting an appropriate understanding of our business performance and financial position, and that all figures and indicators have not been audited or reviewed by an auditing firm.

FY10/2025 Q3 Business Performance Summary

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- Revenue progressed as planned. EBITDA, operating profit, ordinary profit, and net profit exceeded plans and performed strongly
- Growth businesses including “Kodomo-booster” also performed well, leading to increased operating profit compared to plan

(Unit: million yen)

	FY10/2024 Q3 Results (Nov-Jul)	FY10/2025 Q3 Results (Nov-Jul)	FY10/2025 Plan	Progress Rate	YoY
Sales	3,281	3,031	3,700- 4,000	76-82%	-7.6%
EBITDA	56	549	450	122%	+493
Operating income	-52	391	250	156.4%	+443
Ordinary income	-21	462	330	140%	+483
Net income for the period	-45	249	143	174.1%	+294

FY10/2025 Q3 Review

The logo for 'Joshi Navi' (塾ナビ) features the word '塾' (Joshi) in red and 'ナビ' (Navi) in black.

- Revenue and operating profit both progressed as planned
- Advertising unit price inflation in the cram school industry continues

The logo for 'Kodomo Booster' (こどもブースター) features a pink pig icon and the text 'こどもブースター' in blue.

- Through efficient advertising and promotion operations, operating profit progressed at a pace exceeding the plan

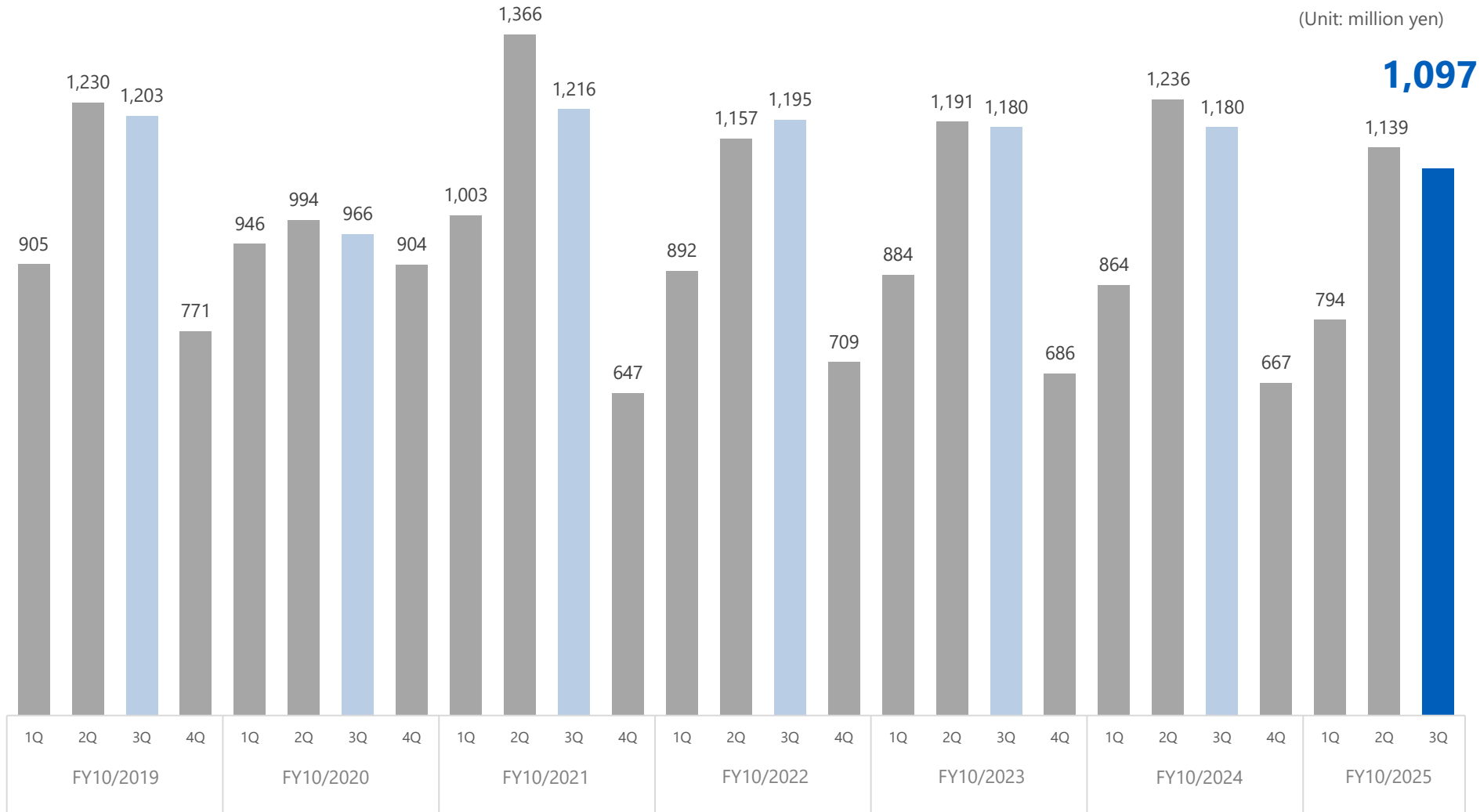
The logo for 'Minnna no Gakko Jijou' (みんなの学校情報) features a green box icon and the text 'みんなの学校情報' in green.

- Net sales and operating profit both progressed as planned Open campus reservation numbers at vocational schools increased at a pace exceeding the plan

Quarterly Sales Trends



- Q3 consolidated net sales amounted to 1.097 billion yen
- Due to efficient advertising and promotion operations, while revenue decreased compared to the same period last year, it progressed within the planned range



※ Prior to FY10/2021, revenue from "Other Services" existed. However, to better illustrate the growth potential of the business, only the sales revenue of "Educational Media Services" is shown in the graph.

- User numbers for key educational media services that significantly impact revenue and operating profit remained at 5.98 million unique users.

*From the second quarter data for FY10/2023, the number of users is limited to the media in the focus areas ("Jyuku Navi", "Kodomo Booster", "Minna no Senmon Gakkou Jyoho")

