

FY2025 Financial Results Supplementary Materials (Business Plan and Growth Potential)



イトコ

TSE Growth 6049
December 2025

*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.

FY2025 Financial Results Summary

FY2025 Financial Results Summary



- Net sales reached 3,669 million yen, almost in line with our plan
EBITDA, operating profit, ordinary profit, and net income exceeded plans and showed strong performance

(Unit: million yen)

	FY2024 Actual	FY2025 Actual	FY2025 Plan	vs. Plan	YoY
Net sales	3,949	3,669	3,700-4,000	91.7-99.1%	-7.1%
EBITDA	-49	474	450	+5.3%	+523
Operating profit	-196	260	250	+4.0%	+456
Ordinary profit	-145	362	330	+9.7%	+507
Net income	37	169	143	+18.2%	+356.8%

FY2025 Review



塾ナビ

- Both net sales and operating profit progressed according to plan
- Rising advertising costs in the tutoring industry continue



コドモブスター

- Due to rising advertising costs, we operated advertising efficiently
- Although net sales slightly fell short of plan, operating profit progressed according to plan

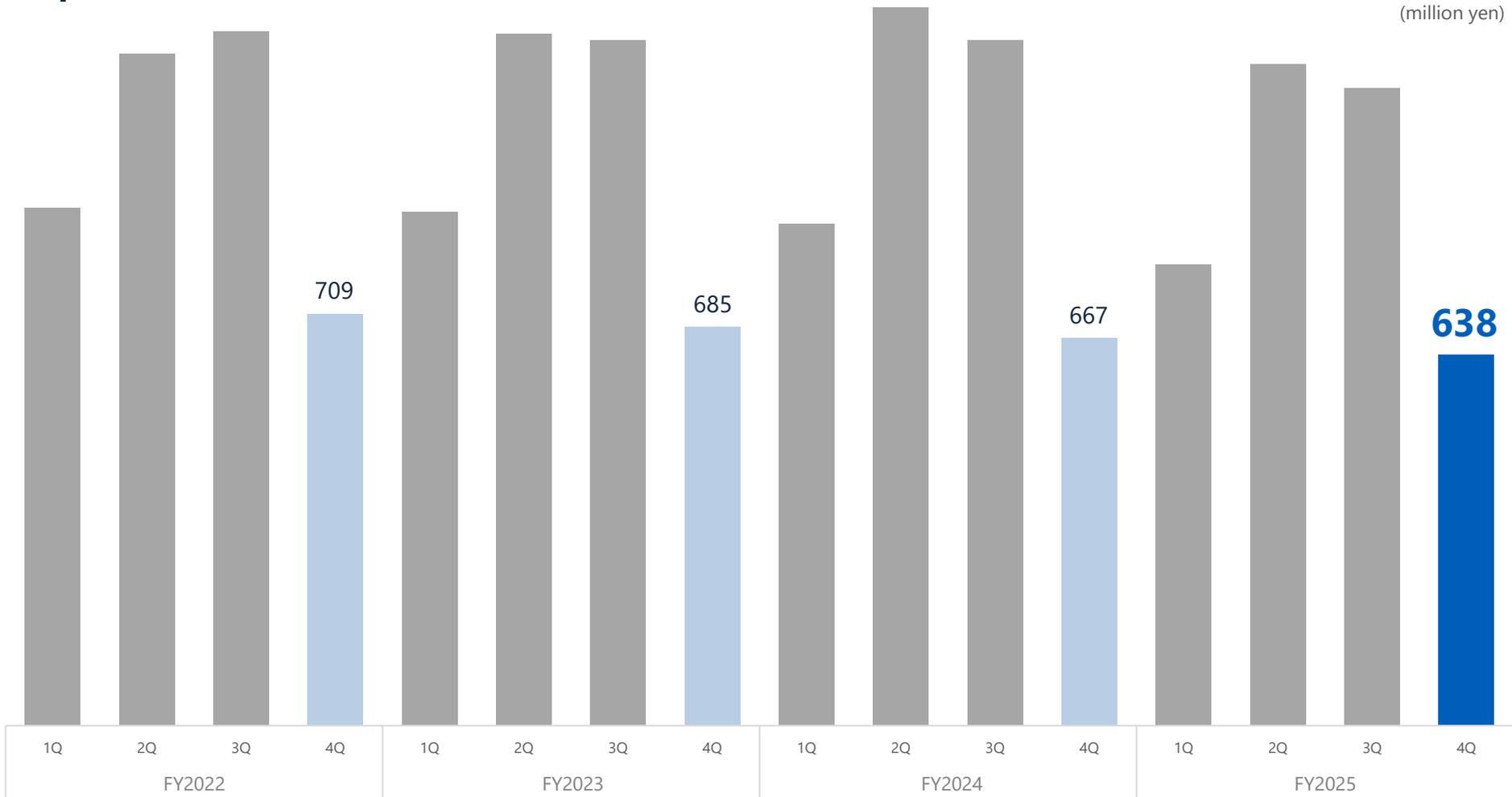


みんなの学校情報

- Due to rising advertising costs, we operated advertising efficiently
- Number of listed schools and budget acquisition progressed steadily

Quarterly Net Sales Trends

- Companywide net sales in Q4 were 638 million yen
- Although slightly decreased compared to the same period last year, progress was within plan

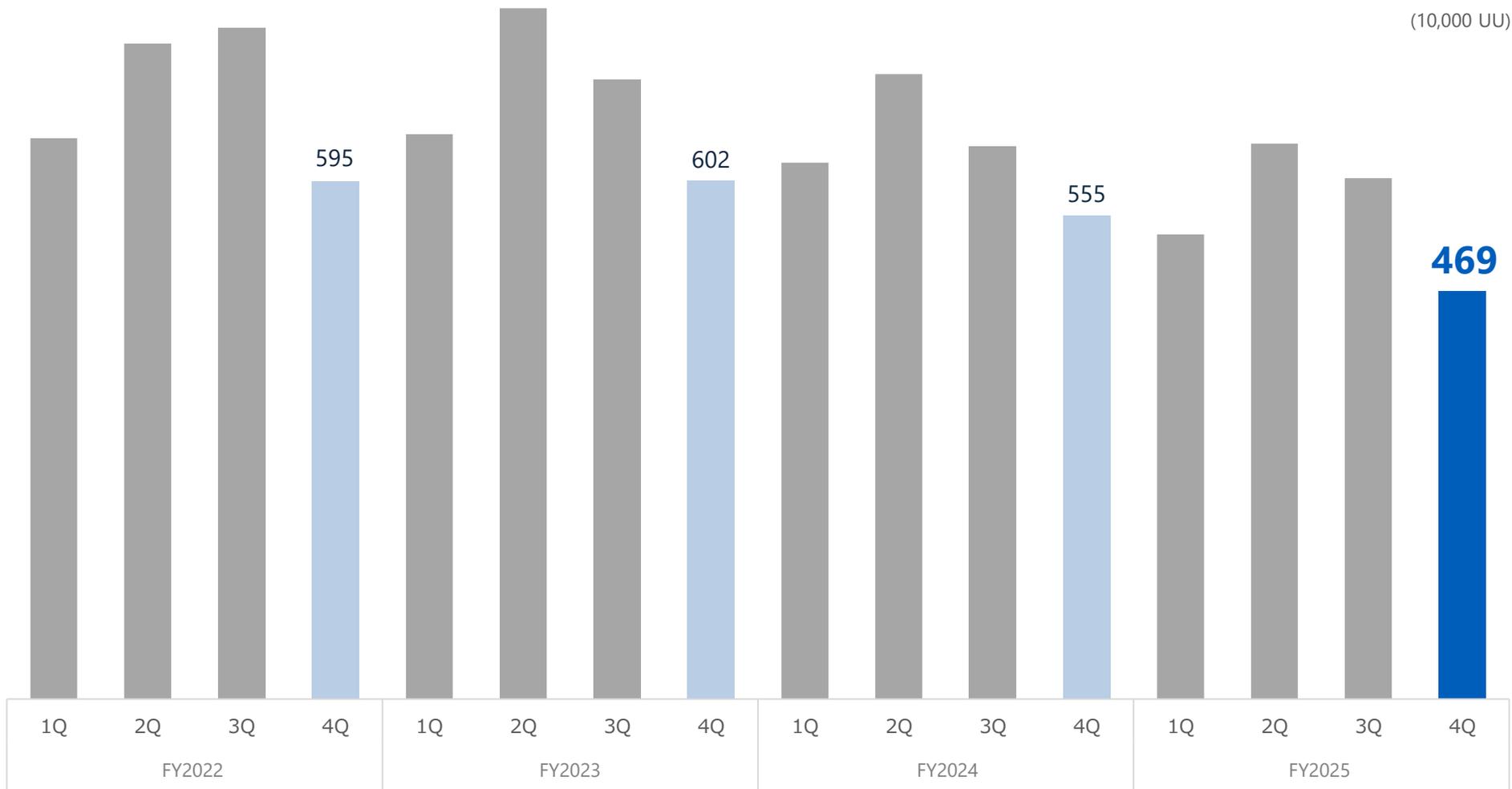


Key Education Media Service User Trends



• Users of our key education media services totaled 4.69 million UU

* Since FY2023 Q3, user numbers have been limited to media in our focus areas (Jyuku-Navi, Kodomo-Booster, and Minnano-Gakko-Joho (vocational school information))



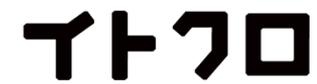
FY2026 Plan

- Due to continuing high advertising costs, we aim to optimize investment efficiency and secure stable profits

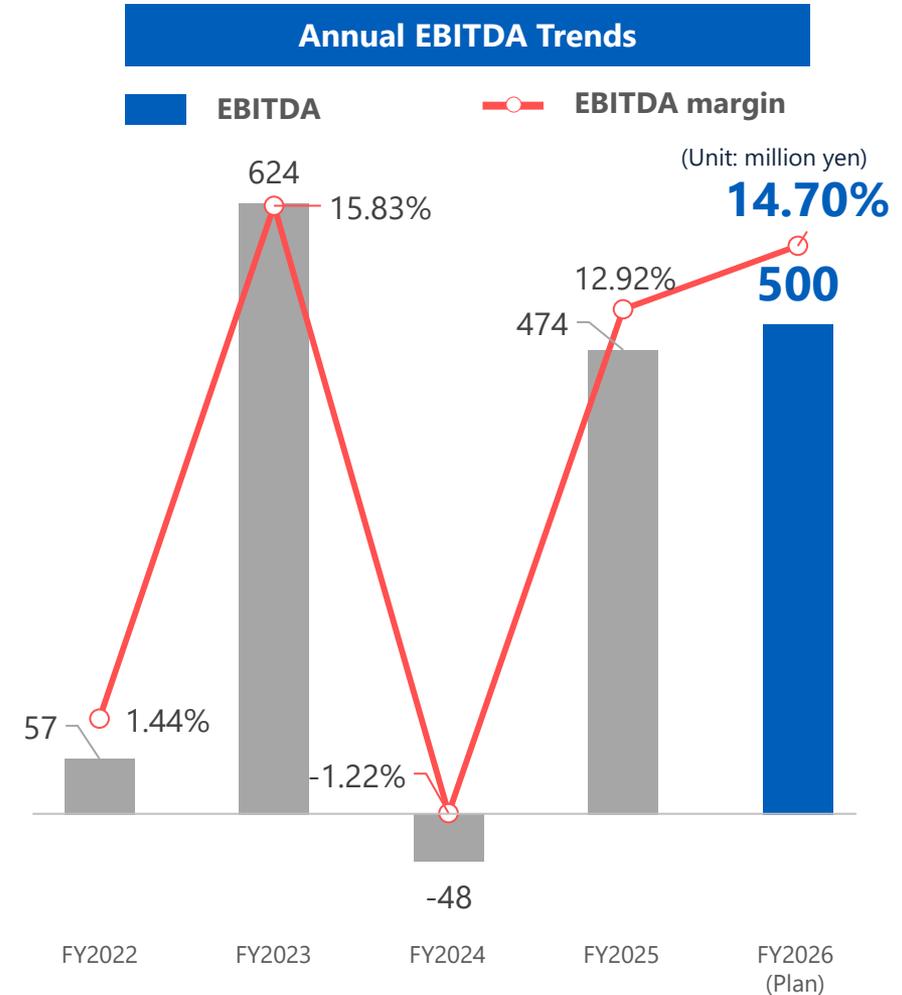
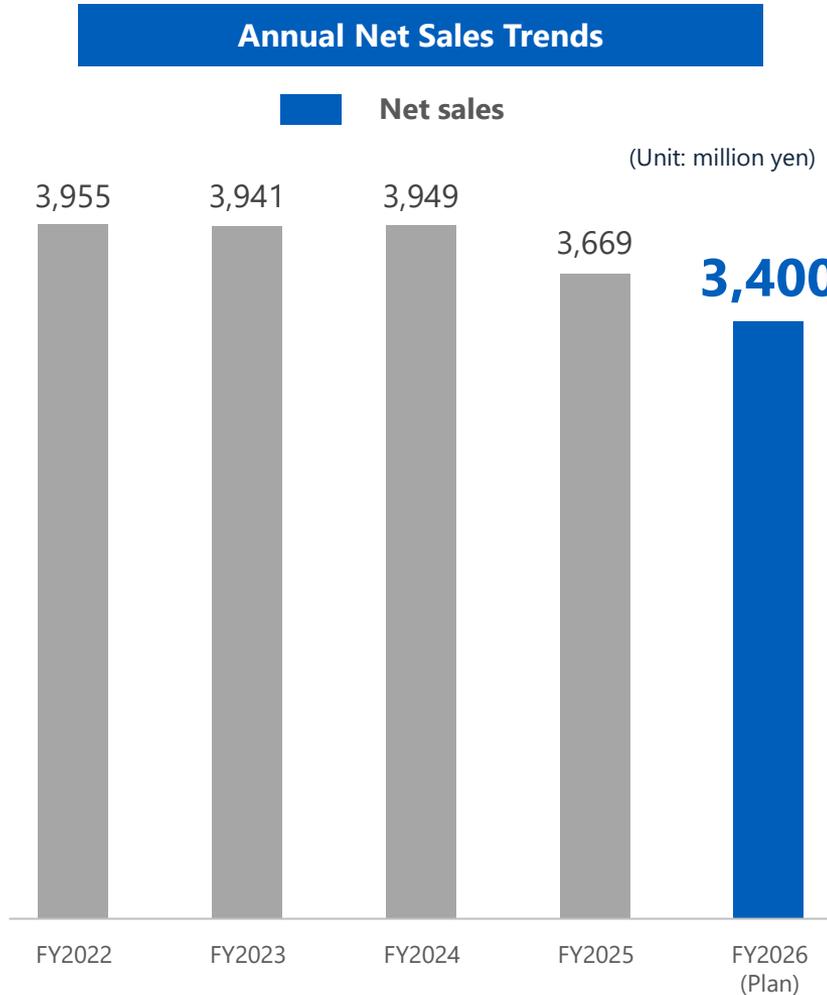
(Unit: million yen)

	FY2025 Actual	FY2026 Plan	YoY
Net sales	3,669	3,000~3,400	-18.2~-7.3%
EBITDA※	474	500	+5.5%
Operating profit	260	400	+53.8%
Ordinary profit	362	480	+32.6%
Net income	169	310	+83.4%

Annual Net Sales and EBITDA Trends



- Securing stable profits by optimizing investment efficiency



FY2026 Policy/Plan



- Assuming that high advertising costs in the tutoring industry will continue, we aim to optimize investment efficiency



- We aim to expand operating profit through efficient advertising operations and sales of new products



- We aim to expand operating profit through efficient advertising operations while increasing document request and open campus reservation numbers