Supplementary Financial Data for FY10/2026 Q1

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TSE Growth 6049
March 2026

*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.

FY/10 2026 Q1 Business Performance Summary

FY10/2026 Q1 Business Performance Summary

・Net sales, EBITDA, operating profit, ordinary profit, and net income all progressed in line with the plan

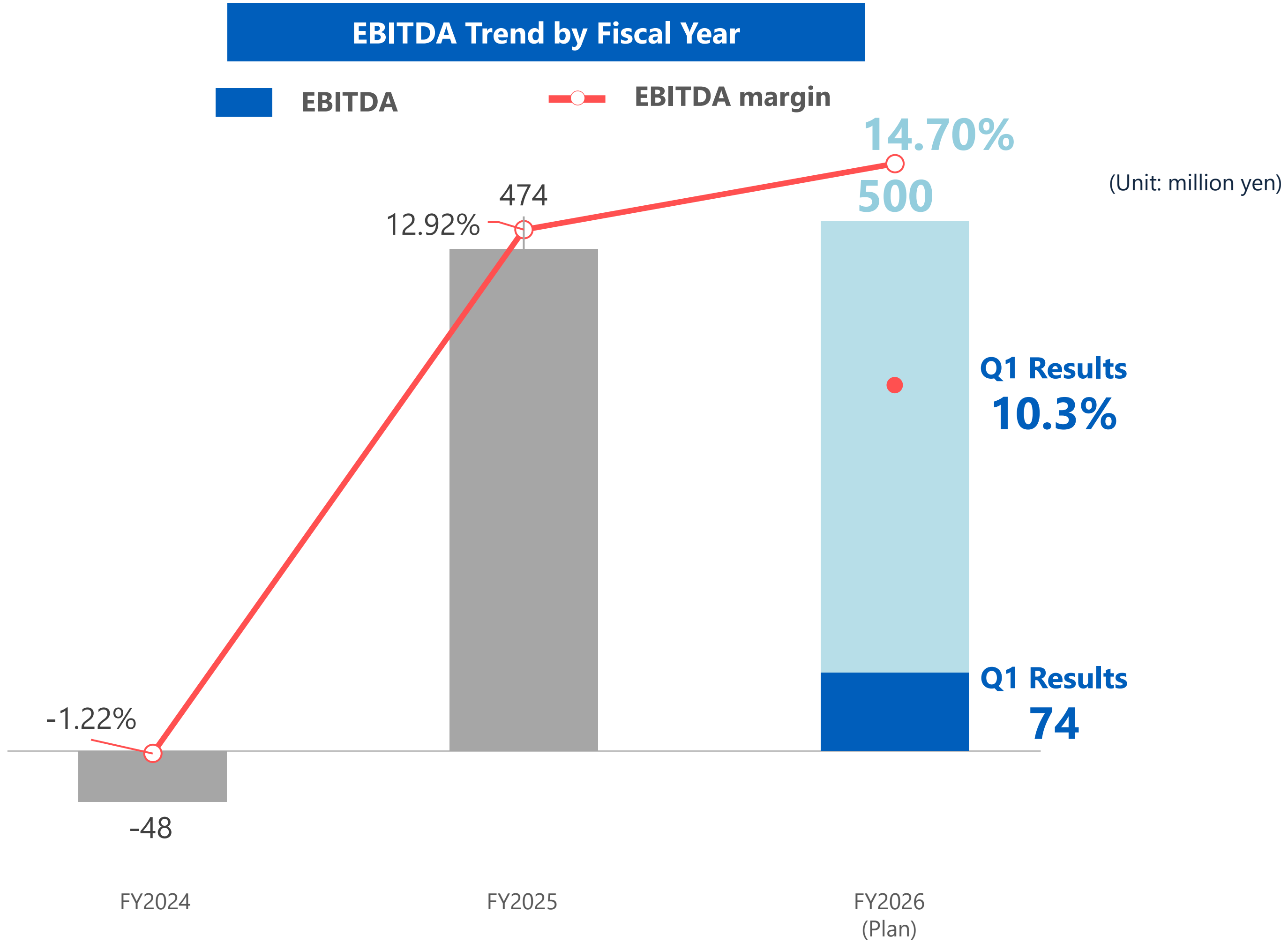
(Unit: million yen)

	FY2025 Q1 Actual (Nov-Jan)	FY2026 Q1 Actual (Nov-Jan)	FY2026 Plan	Progress	YoY
Net sales	794	730	3,000-3,400	21.4-24.3%	-8.2%
EBITDA	89	74	500	14.8%	-16.9%
Operating profit	37	50	400	12.5%	+35.6%
Ordinary profit	57	73	480	15.2%	+26.6%
Net income	19	43	310	13.8%	+122.7%

* EBITDA: Operating profit + Depreciation (tangible + intangible fixed assets) + Amortization of goodwill + Stock-based compensation expenses

EBITDA Trend by Fiscal Year

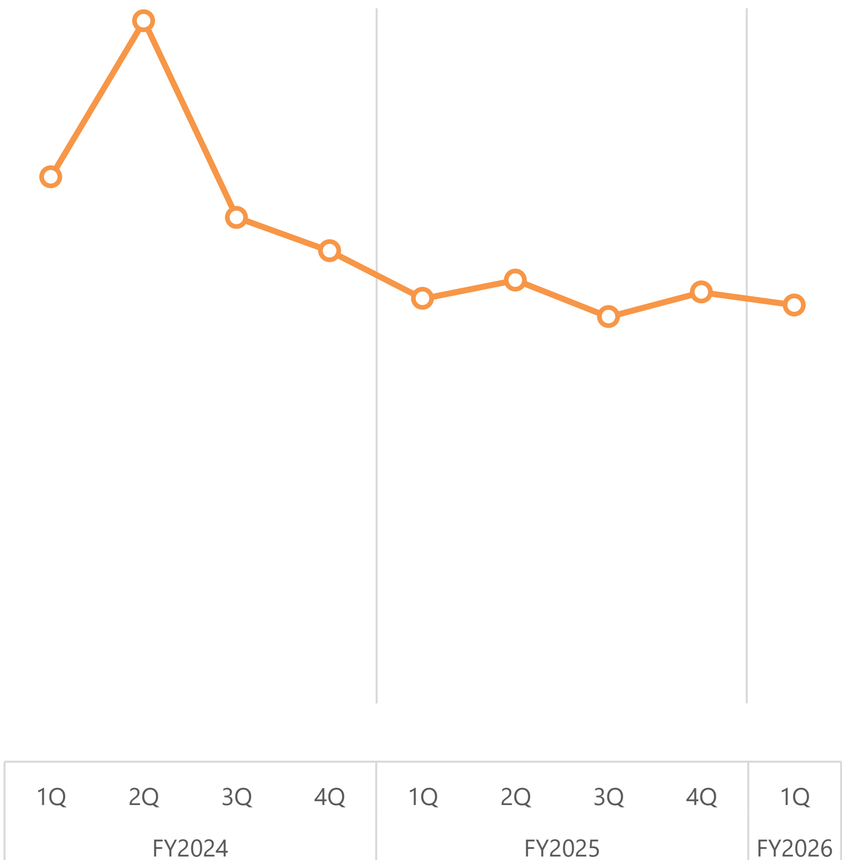
- Under the policy of securing stable profit through optimized investment efficiency, we curbed advertising expenses as planned in Q1 and EBITDA progressed as planned
- We expect the full-year result to land in line with the plan as well



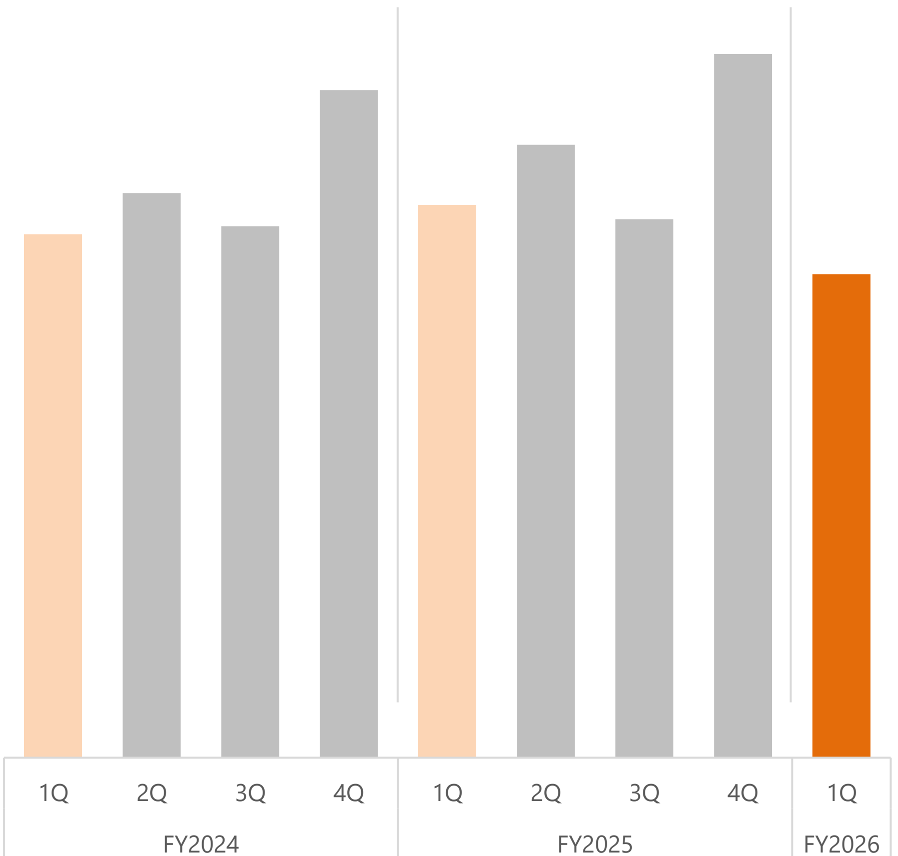
Quarterly Trends in Cost Indicators

- In FY10/2026 Q1, we conducted efficient advertising operations as planned, and the advertising expense ratio to net sales was flat YoY
- Other SG&A expenses (SG&A expenses excluding advertising expenses) decreased YoY We will continue efficient business operations and aim to achieve the full-year plan

Quarterly Trend of Advertising Expense Ratio



Quarterly Trend of Other SG&A Expenses



FY10/2026 Q1 Topics

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FY10/2026 Q1 Review

塾ナビ

- Advertising unit prices in the cram school industry continued to rise
- Through efficient advertising operations, both net sales and operating profit exceeded plan and progressed steadily

コドモブースター

- As planned at the start of the period, driven by sales of new products, operating profit exceeded plan and progressed steadily

みんなの学校情報

- Through efficient advertising operations, both net sales and operating profit exceeded plan and progressed steadily
- We also expect client budgets from April 2026 onward to expand in line with the plan