Supplementary Financial Data for FY10/2026 Q2

イトクロ

TSE Growth 6049
June 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 Q2 Business Performance Summary

FY10/2026 Q2 Business Performance Summary

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- Net sales, EBITDA, operating profit, ordinary profit, and net income all progressed in line with the plan
- While net sales declined YoY, profit increased through improved investment efficiency

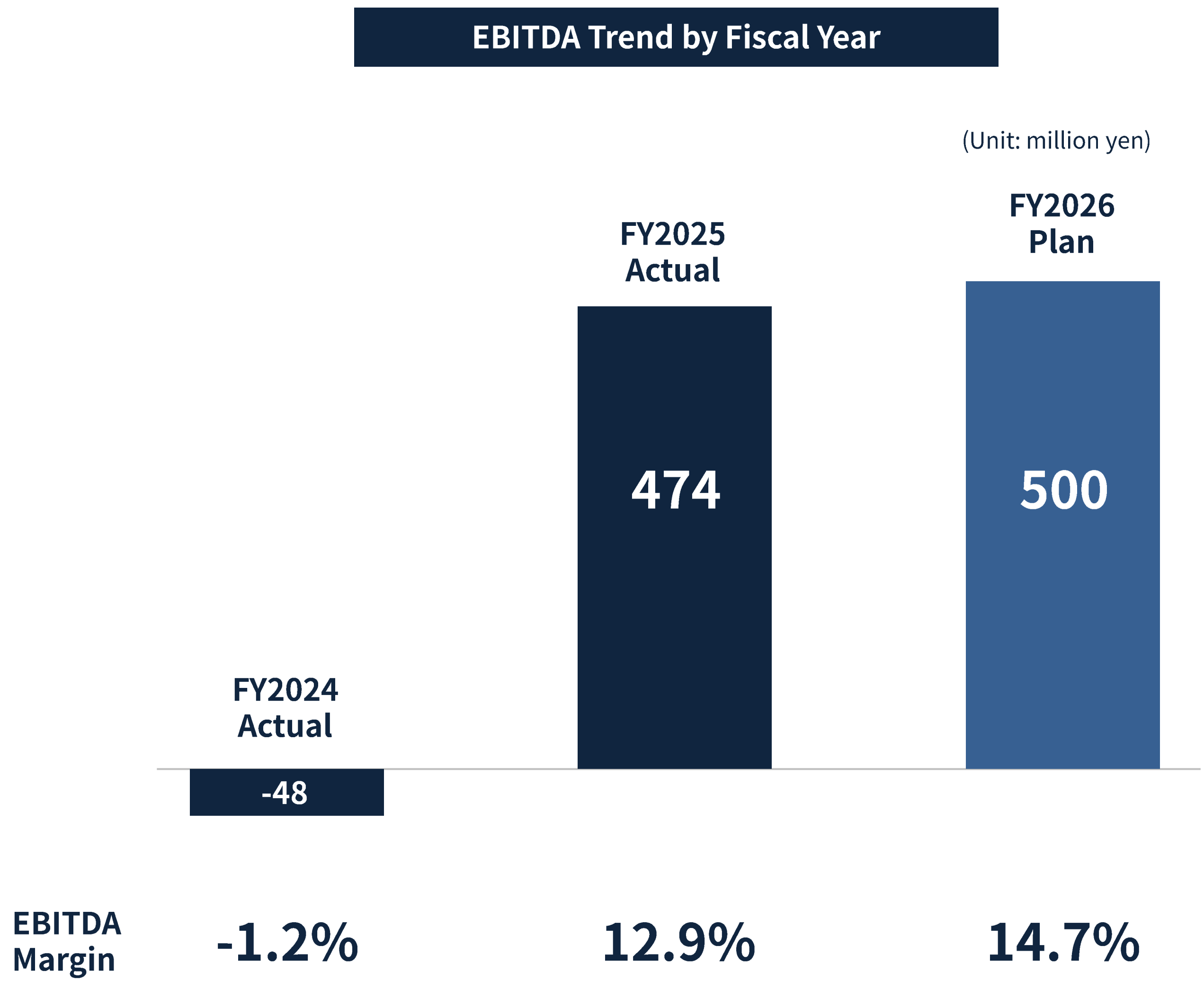
(Unit: million yen)

	FY2025 Q2 Actual (Nov-Apr)	FY2026 Q2 Actual (Nov-Apr)	FY2026 Plan	Progress	YoY
Net sales	1,934	1,695	3,000-3,400	49.9-56.5%	-12.4%
EBITDA	292	308	500	61.6%	+5.5%
Operating profit	186	243	400	60.8%	+30.6%
Ordinary profit	232	302	480	62.9%	+30.2%
Net income	117	185	310	59.7%	+58.1%

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

EBITDA Trend by Fiscal Year

- Pursuing optimization of investment efficiency to secure stable profit, with the EBITDA margin on an improving trend



FY2026 Cumulative Q2 Results

EBITDA

308 million yen

Against the full-year plan of 500 million yen

Progress **61.6**%

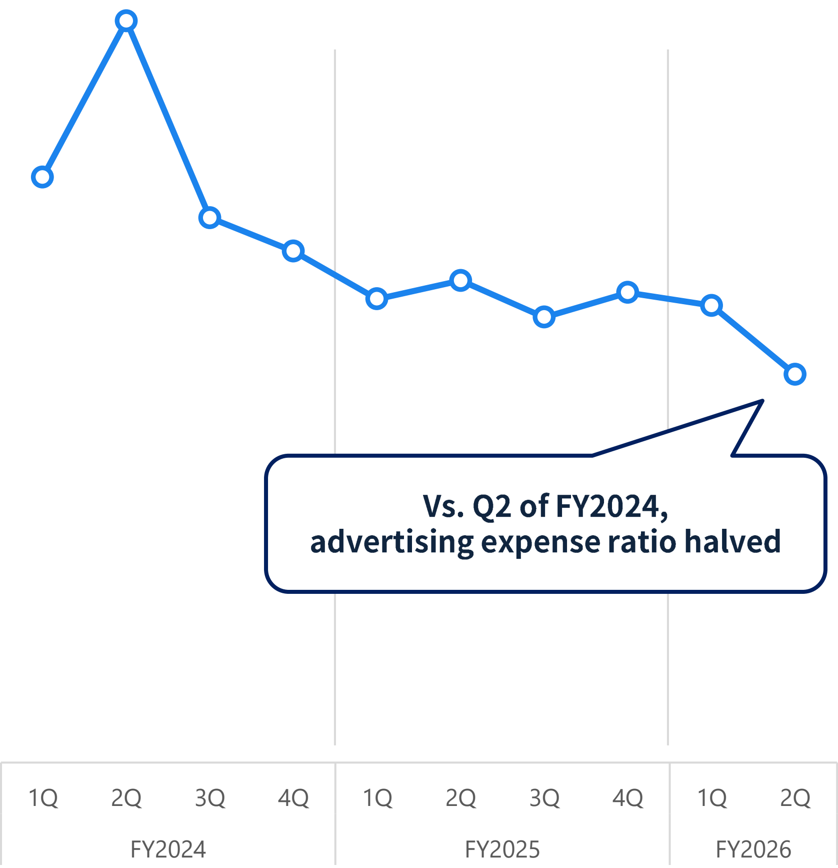
EBITDA margin

18.2%

Quarterly Trends in Cost Indicators

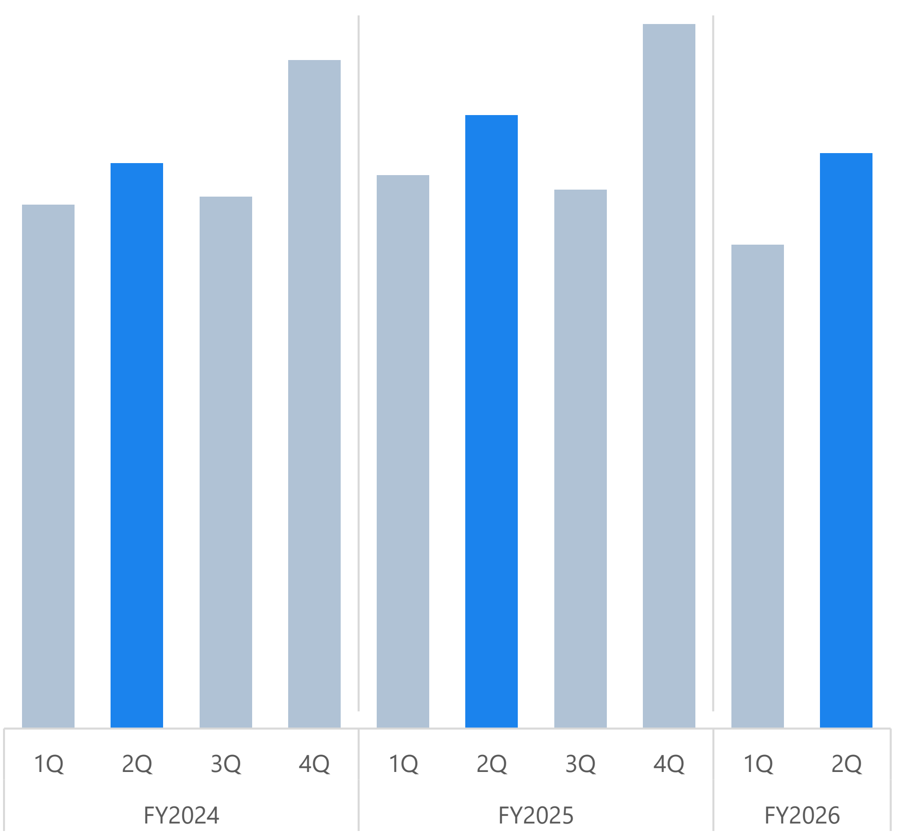
- **As part of optimizing investment efficiency, we curbed the advertising expense ratio and other SG&A expenses.
  We will continue efficient business operations and aim to achieve the full-year plan.**

Quarterly Trend of Advertising Expense Ratio



Quarterly Trend of Other SG&A Expenses※

※ Other SG&A expenses: SG&A expenses excluding advertising expenses



FY10/2026 Q2 Topics

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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

- As advertising unit prices are trending higher, we operate advertising efficiently
- The number of listed schools and budget acquisition progressed steadily