Presentation Materials for the Earnings Briefing for the First Half of the Fiscal Year Ending September 30, 2025

Global Kids Company Corp. April 30, 2025

Note Concerning Forward-looking Statements

The plans, forecasts, strategies and other information contained in these materials are forecasts of future performance based on information available at the time the materials were prepared. These include inherent risk and uncertainty.
Actual performance may differ from forecasts and predictions due to such risk and uncertainty.
These materials provide information considered useful for explaining our business environment. The results of the data in these materials may vary depending on the method or timing of their investigation.
Information within these materials on topics not concerning the Company are quoted from published information and other sources. As such, the accuracy and validity of the information have not been verified, nor are any guarantees provided thereof.

Contents

Highlights for the first half of FY9/25

Operating results for 2Q FY9/25	● Net sales rose 5.5% year on year due to the rise in the authorized fees resulting from the revision of remuneration recommendations by the National Personnel Authority, despite the impact of the transfer and closing of facilities in the fiscal year ended September 30, 2024. Excluding the impact of facility transfers and closures, net sales rose 11.3% year on year. – Net sales ¥7,644 million (up 5.5% year on year) ● While the increase in unit prices due to user capacity revisions and the curbing of recruiting expenses contributed to unit sales, SG&A expenses also rose due to increases in ICT expenses, etc., and the profitability of photograph sales, etc. fell, causing EBITDA to fall 5.6% year on year. – EBITDA ¥342 million (down 5.6% year on year)
Operating results for the first half of FY9/25	● Authorized fees rose in conjunction with National Personnel Authority recommendations, causing cumulative net sales to rise 1.2% year on year. Excluding the impact of facility transfers and closures, net sales rose 6.7% year on year. – Net sales ¥13,969 million (up 1.2% year on year) ● EBITDA fell slightly year on year during both the first and second quarters, and so cumulative EBITDA fell by a small amount year on year. – EBITDA ¥713 million (down 4.9% year on year)
Full year earnings forecast for FY9/25	● The earnings forecast is unchanged. Net sales are expected to decline slightly as a result of the transfer and closing of facilities. EBITDA is expected to increase by 8.1% year on year due to measures for improving profitability such as the revision of user capacities carried out in April 2025 and the optimization of personnel assignments, improvements to photo sale revenue, and the like. – Net sales ¥25,800 million (down 2.5% year on year) – EBITDA ¥1,750 million (up 8.1% year on year) – Dividends ¥40 per share (up ¥5 year on year)

Overview of Results for the First Half of the Fiscal Year Ending September 30, 2025 (FY9/25)

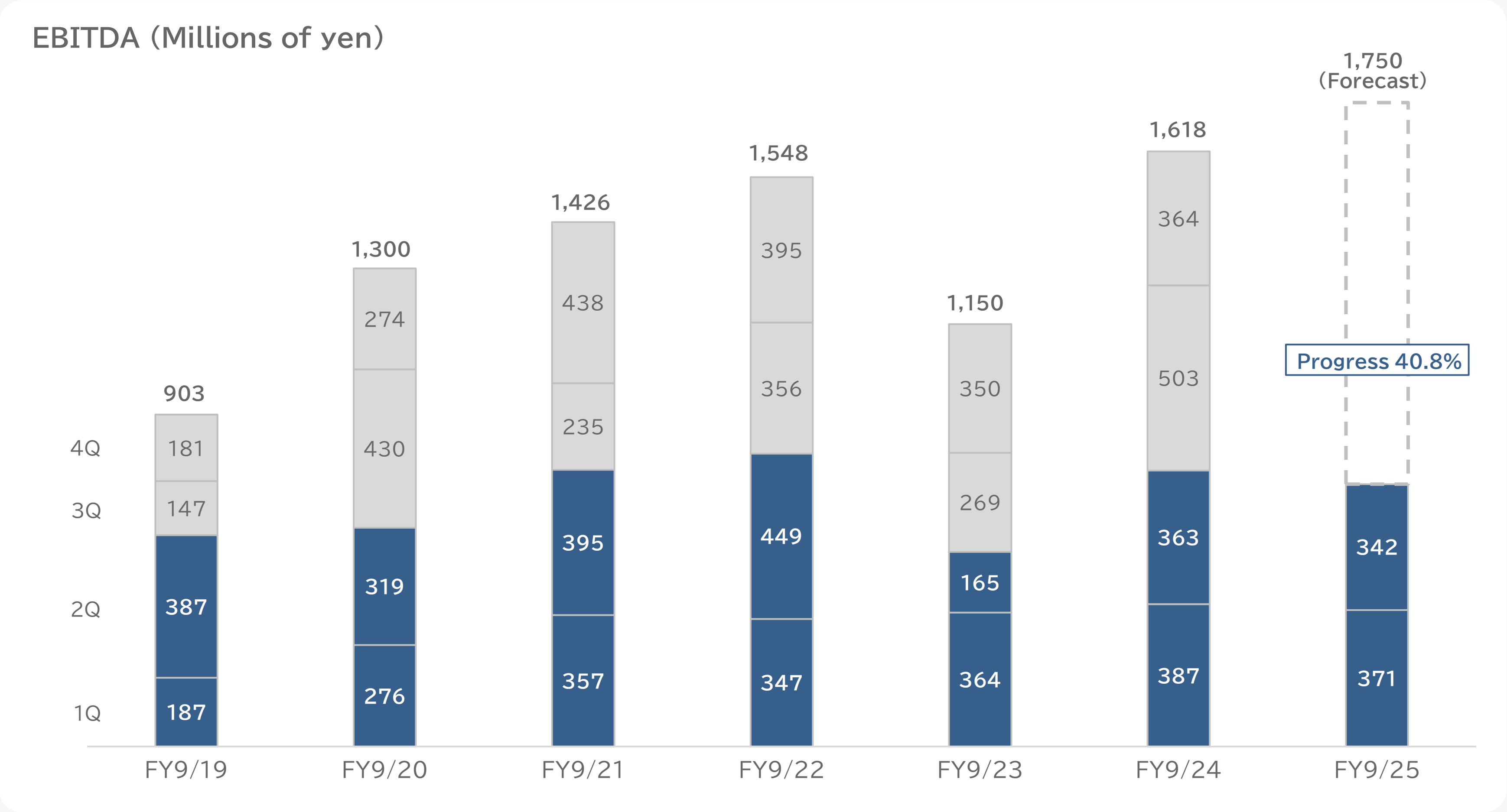
Results summary for the first half of FY9/25

Overview of consolidated operating results for the first half of FY9/25 (Millions of yen)

	1H FY9/24	Against net sales	1H FY9/25	Against net sales	YoY
Net sales	13,809	-	13,969	-	+1.2%
Gross profit	1,253	9.1%	1,235	8. 8%	-1.4%
EBITDA	750	5.4%	713	5.1%	-4.9%
Operating profit	339	2.5%	298	2.1%	-12.2%
Ordinary profit	330	2.4%	285	2.0%	-13.5%
Profit attributable to owners of parent	190	1.4%	150	1.1%	-21.2%

EBITDA

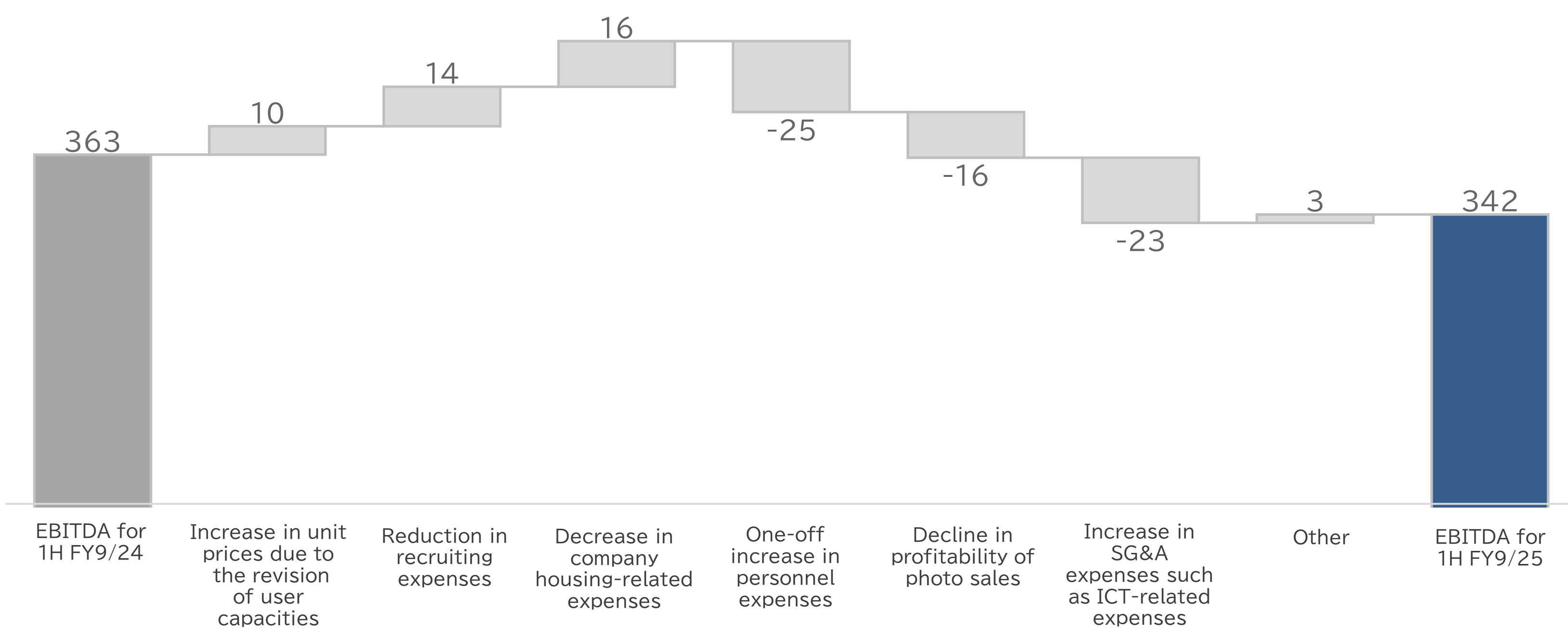
EBITDA for the second quarter was ¥342 million.
Progress towards the forecast for the current fiscal year stands at 40.8%.



Factors behind change in EBITDA

While the increase in unit prices due to user capacity revisions and the curbing of recruiting expenses contributed to EBITDA, SG&A expenses also rose due to one-time personnel expenses, a decline in photograph sales profitability, an increase in ICT expenses, and other factors.

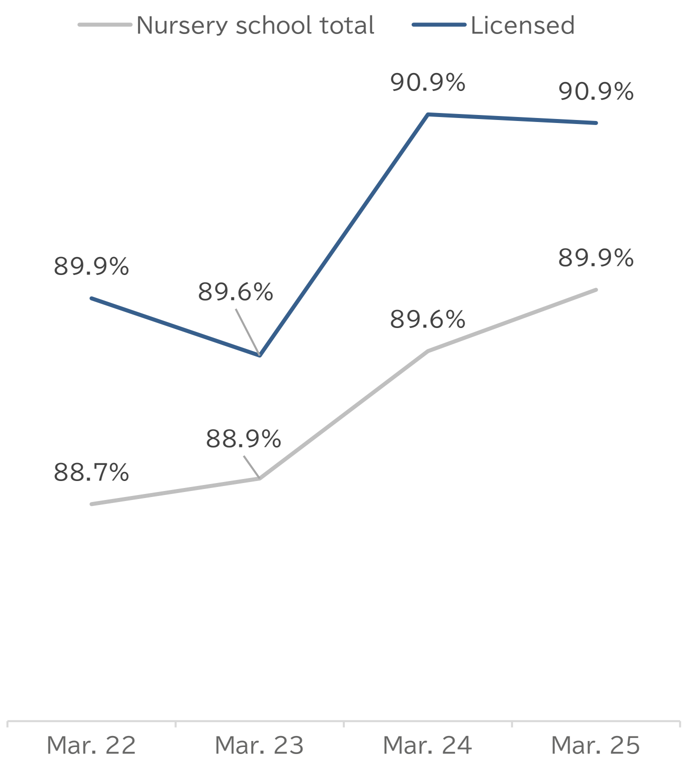
Factors behind change in EBITDA (Millions of yen)



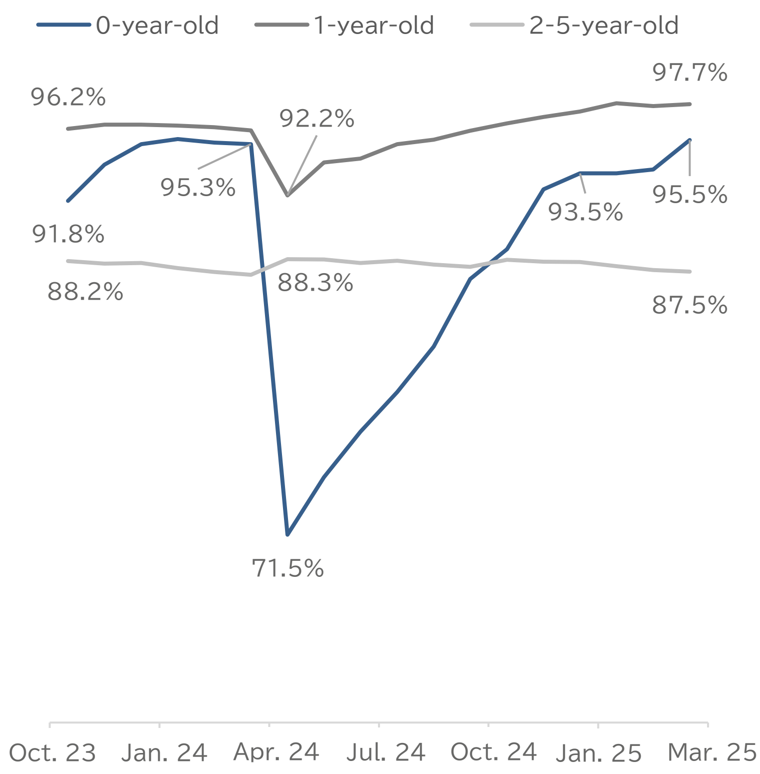
Net sales: occupancy rate

The overall nursery school occupancy rate increased by 0.3 pts year on year partly due to contributions from the transfer and closing of facilities and the revising of user capacities.
By age group, the occupancy rate for 0-year-olds, which fell in April, is steadily recovering. The occupancy rate for 1-year-olds is also increasing.

Nursery school total



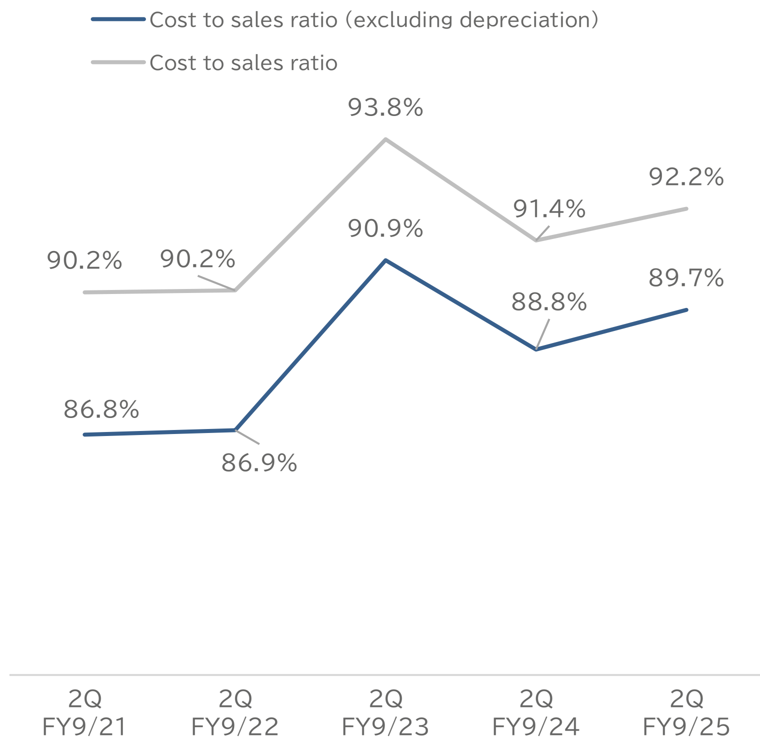
By age group



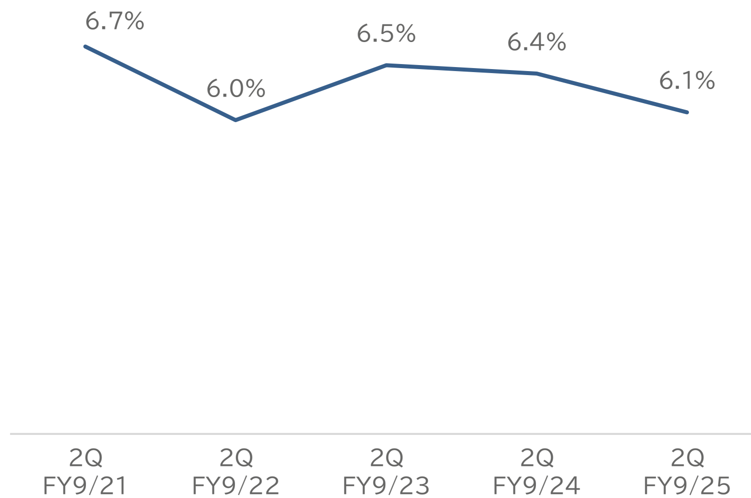
Cost to sales ratio and SG&A ratio

The cost to sales ratio rose due to a one-time increase in personnel expenses in conjunction with the significant increase in authorized fees (10.7%) as a result of the recommendations of the National Personnel Authority.
The SG&A ratio fell 0.3 pts as a result of the contributions of the increase in revenue.

Cost to sales ratio



SG&A ratio

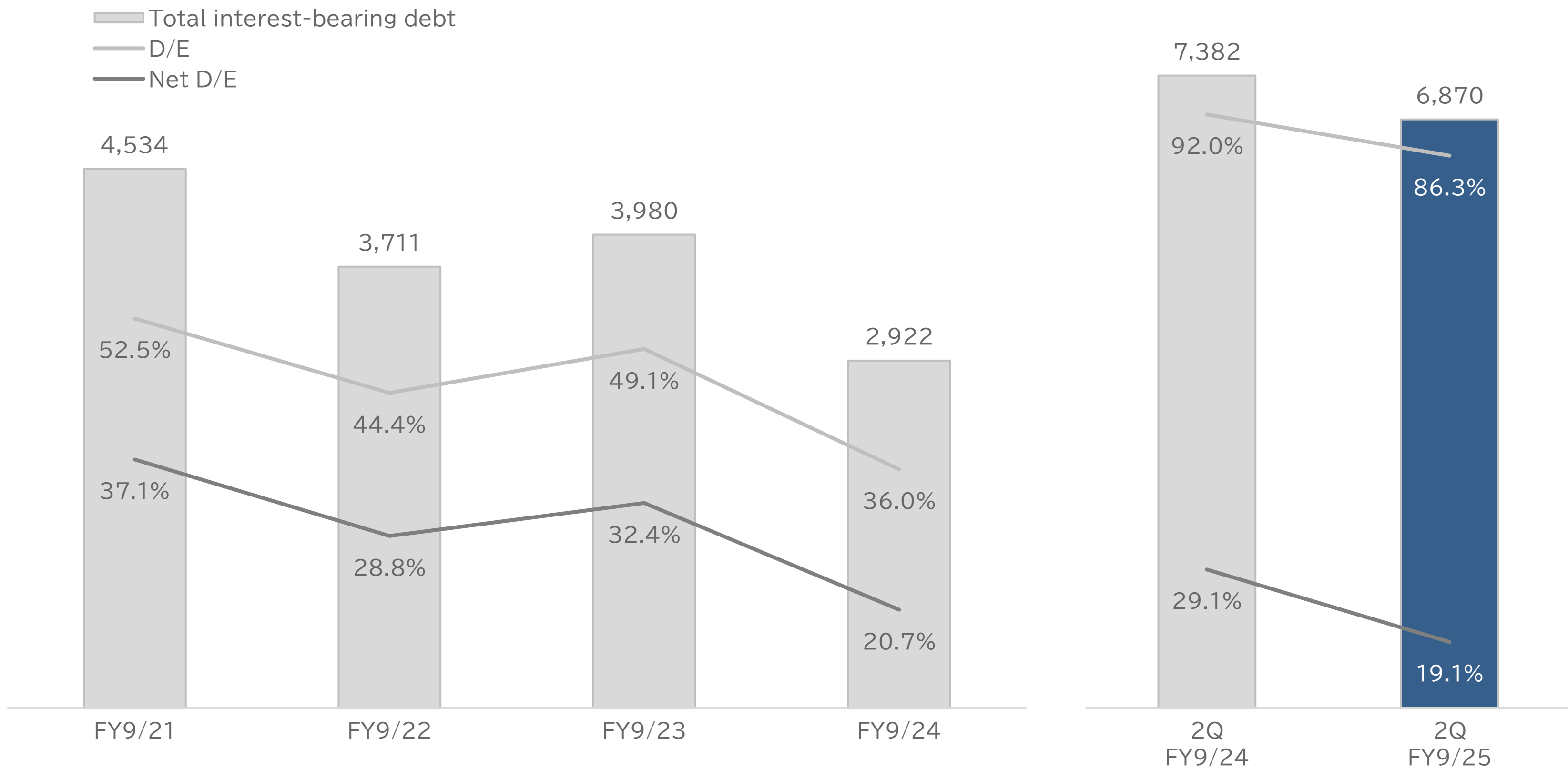


Note: We revised our accounting policies in FY9/23 and have switched from recording taxes & dues and hiring advertisement expenses for facilities from SG&A expenses to cost of sales. Figures for FY9/22 and before have been adjusted accordingly.

Financial soundness

In the second quarter of FY9/25, interest-bearing debt decreased year on year due to an improvement in capital efficiency and an increase in FCF.
The D/E ratio improved by 5.7 pts.

D/E ratio, Total interest-bearing debt (Millions of yen)



TOPICS

Improving the quality of childcare: Jenaplan

12 facilities began initiatives aimed at introducing Jenaplan.
A workshop for parents is scheduled for September 2025.

About
Jenaplan

- Our vision is to nourish children so that each and every one can live up to their full potential in their own way
- Education that teaches children how to be independent and to work harmoniously with others

<Jenaplan Introduction Initiatives>

- Childcare policy announcement sessions
- Training for all facility directors and leaders
- Tour of Ohinata Elementary School
- Opening of the internal sharing portal, “Hello!! JENAPLAN”
- Started working towards accreditation in 12 facilities

Forecast for the Fiscal Year Ending September 30, 2025 (FY9/25)

Forecast for the fiscal year ending September 30, 2025

The earnings forecast is unchanged. In FY9/25, we expect to see net sales decline slightly due to the impact of the transfer and closing of some facilities. In the latter half of the year, we expect to see contributions from revenue improvement measures such as the user capacity revisions carried out in April 2025 and the optimization of personnel assignments along with improved revenue from photo sales. As a result of these improvements in the second half of the year, we expect EBITDA and operating profit to reach record highs in FY9/25. We plan to increase our dividends by ¥5, taking into consideration our financial position and the status of our profitability.

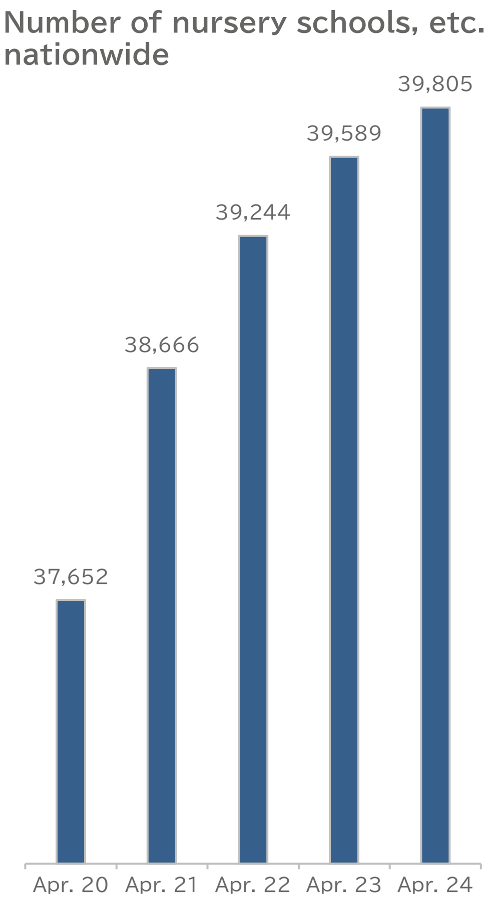
(Millions of yen)	FY9/24 Results	FY9/25 Forecast	YoY change
Net sales	26,448	25,800	-2.5%
EBITDA	1,618	1,750	+8.1%
Operating profit	789	950	+20.3%
Ordinary profit	820	920	+12.1%
Profit attributable to owners of parent	256	600	+133.9%
Dividend per share	¥35	¥40	+¥5

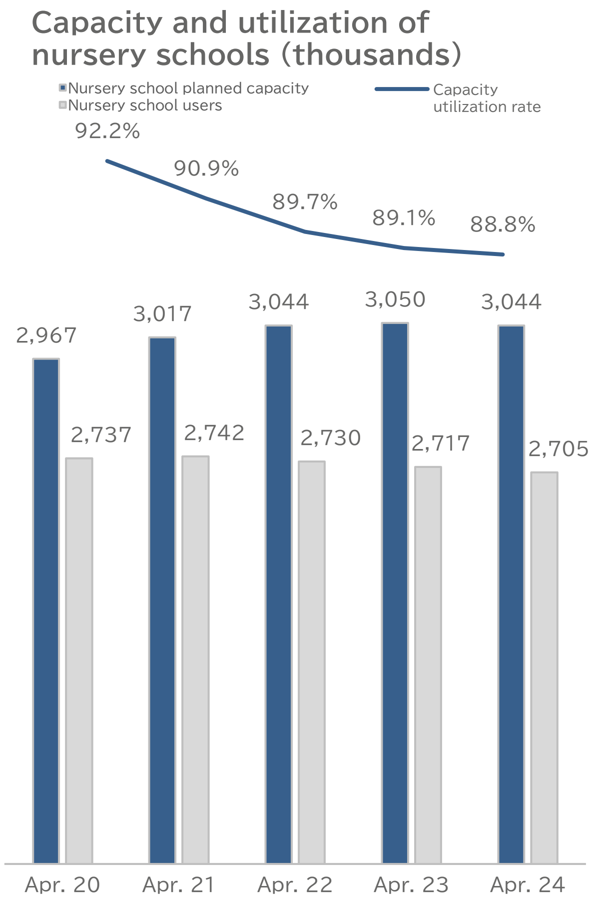
Appendix

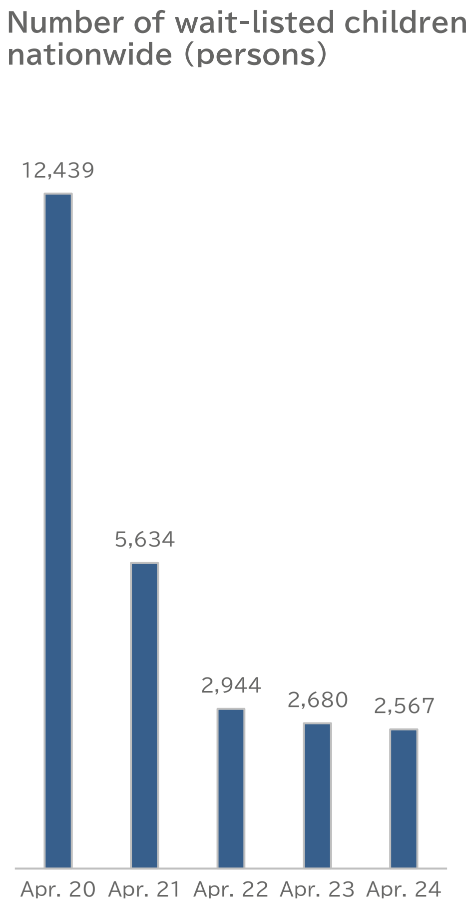
Breakdown of the number of facilities in operation

	FY9/15	FY9/16	FY9/17	FY9/18	FY9/19	FY9/20	FY9/21	FY9/22	FY9/23	FY9/24	FY9/25E
Licensed (Tokyo)	28	38	56	70	86	91	98	103	115	115	114
Licensed (Kanagawa)	16	17	19	20	23	25	27	28	29	29	29
Licensed (Other)	3	5	6	8	9	9	10	10	10	5	2
Licensed by Tokyo Met. Gov't	21	22	20	20	17	17	16	15	15	4	3
Centers for early childhood education and care, etc.	5	6	5	5	6	6	6	5	7	4	4
Company-sponsored	-	-	-	7	11	11	11	-	1	-	-
After-school day care centers and children houses	10	11	12	12	13	13	12	10	11	11	11
Child developmental support facilities	-	-	-	-	1	4	4	3	-	-	-
Total	83	99	118	142	166	176	184	174	188	168	163

Number of nursery schools, capacity utilization rate, number of wait-listed children







Source: Ministry of Health, Labour and Welfare; Children and Families Agency

Ranking of childcare service sales

	Company name	Net sales (Millions of yen)
1	JP-HOLDINGS	37,856
2	LIKE	30,407
3	Kodomo No Mori	28,143
4	Poppins	27,090
5	**Global Kids Company**	**26,448**
6	AIGRAN	19,468
7	Sakurasaku plus	17,212
8	HITOWA Kids Life	12,732
9	teno. Holdings	11,427
10	Solasto	10,174

Source: The Nikkei MJ. Financial results for the Company.
Note: For the Company, JP-HOLDINGS, LIKE, Sakurasaku Plus, and Solasto, sales for the fiscal year ended in 2024.
For other companies, sales for the fiscal year ended in 2023.

GlobalKids