



Financial Results Briefing Material for Q1 FY2026

February 10, 2026

Securities Code : 9438

This report contains forward-looking statements on business performance based on the judgments, assumptions, and beliefs of management using the information available at the time. Actual results may differ materially due to changes in domestic or overseas economic conditions or changes in internal or external business environments or aspects of uncertainty contained in the forecasts, latent risks or various other factors. In addition, risk and uncertainty factors include unpredictable elements that could arise from future events.

Contents

Financial Results Overview for Q1 FY2026 ... P2

Financial highlight
Consolidated P/L
Consolidated SG&A
Performance by segment

Future approach ... P18

Basic policies and priority issues for FY2026
Cloud-based medication history service
Maternal health record book app + Childcare DX services
School DX business

Appendix ...P28

Image of medium- to long-term
Consolidated P/L
Consolidated SG&A
Business of segment
Consolidated B/S
Earning forecast for FY2026
The list of main healthcare services
Overview of healthcare services
Cloud-based medication history service
Maternal health record book app + Childcare DX services
School DX business

Financial Results Overview for Q1 FY2026

Net sales

¥7,773 million

YoY+6.9%

Operating income

¥835 million

YoY+16.4%

Profit attributable to
owners of parent

¥603 million

YoY+2.4%

Content

Number of monthly
paying members

3.23 million

QoQ (100) thousand

Cloud-based
medication history

4,166

pharmacies introduced
(cumulative)

Full cloud-based school
affairs support system

1,067 schools
introduced

**New contract acquisitions
for the next fiscal year are
progressing smoothly.**

Consolidated P/L

Net sales: Increased
Operating income, ordinary income: increased

| (Unit : Mil yen) | FY2025 1Q | FY2026 1Q | YoY | | |
|---|--------------|--------------|--------|------------|---|
| | | | Amount | Percentage | |
| Net sales | 7,271 | 7,773 | +501 | +6.9% | Sales growth in healthcare and school DX businesses |
| Cost of sales | 1,860 | 2,064 | +203 | +10.9% | |
| ratio | 25.6% | 26.6% | | | |
| Gross profit | 5,410 | 5,708 | +297 | +5.5% | |
| ratio | 74.4% | 73.4% | | | |
| SG&A | 4,692 | 4,872 | +180 | +3.8% | |
| ratio | 64.5% | 62.7% | | | |
| Operating income | 718 | 835 | +117 | +16.4% | |
| ratio | 9.9% | 10.8% | | | |
| Ordinary income | 783 | 923 | +140 | +18.0% | |
| ratio | 10.8% | 11.9% | | | |
| Profit attributable to owners of parent | 589 | 603 | +14 | +2.4% | |
| ratio | 8.1% | 7.8% | | | |

Consolidated SG&A

SG&A: Slight increase

Advertising expenses: Remained flat

| (Unit : Mil yen) | FY2025 1Q | FY2026 1Q | YoY | |
|----------------------|--------------|--------------|--------|------------|
| | | | Amount | Percentage |
| SG&A | 4,692 | 4,872 | +180 | +3.8% |
| Advertising expenses | 890 | 868 | △21 | △2.5% |
| Personnel expenses | 1,814 | 1,917 | +103 | +5.7% |
| Commission fee | 737 | 810 | +72 | +9.9% |
| Subcontract expenses | 412 | 453 | +41 | +10.0% |
| Depreciation | 336 | 300 | △36 | △10.7% |
| Other | 501 | 523 | +21 | +4.2% |

Promotion expenses for AdGuard remain flat.

Performance by segment

Content Business

- Content service
 - Entertainment & Life
 - Security-related
- Original comics service



Healthcare Business

- Healthcare service for women
- Childcare DX service
- Cloud-based medication history service
- Online consultation service, etc.

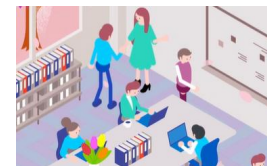


CARADA 電子薬歴
Solamichi

School DX Business

- School DX service

BLEND



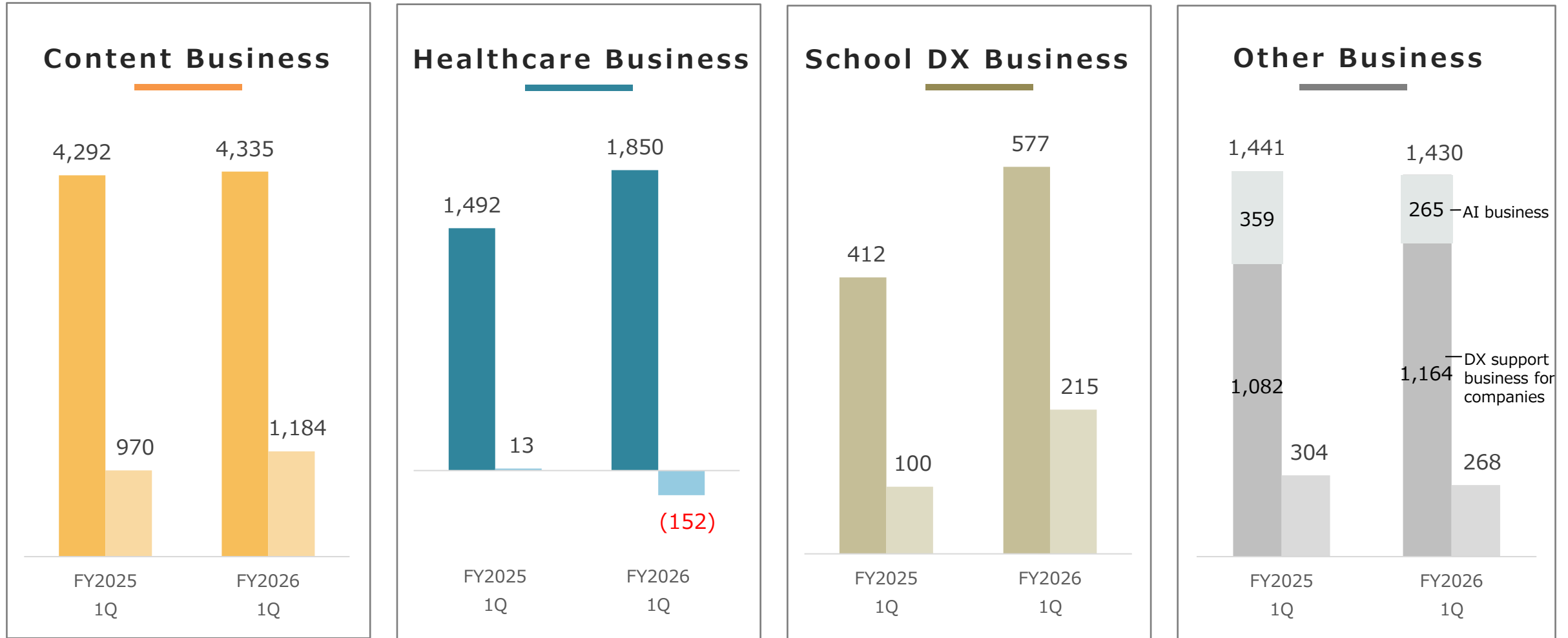
Other Business

- AI business
- DX support business for companies
- Solution service for corporate

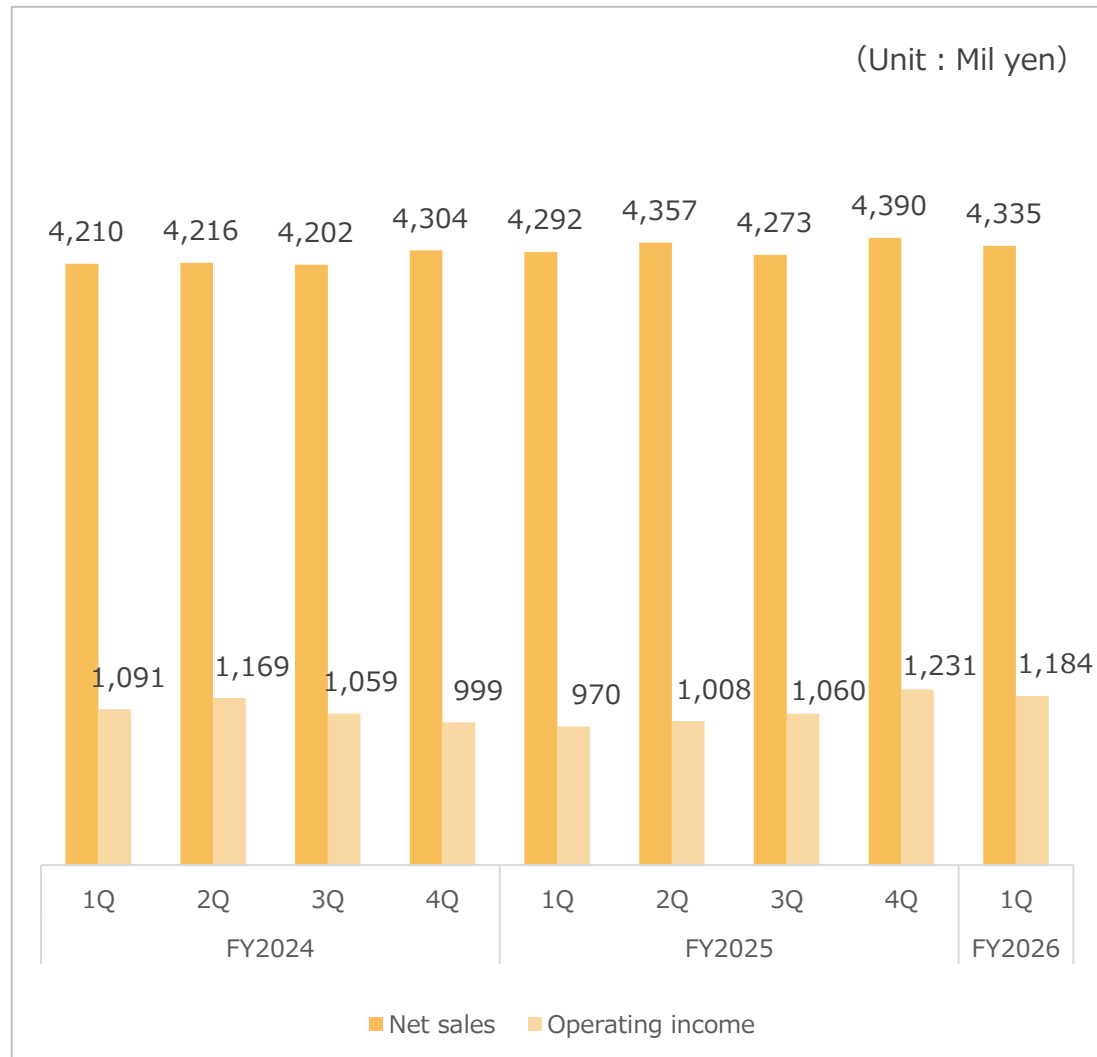


Performance by segment (YoY)

(Left axis : Net sales, Right axis : Operating income, Unit : Mil yen)



Content business : Net sales and operating income



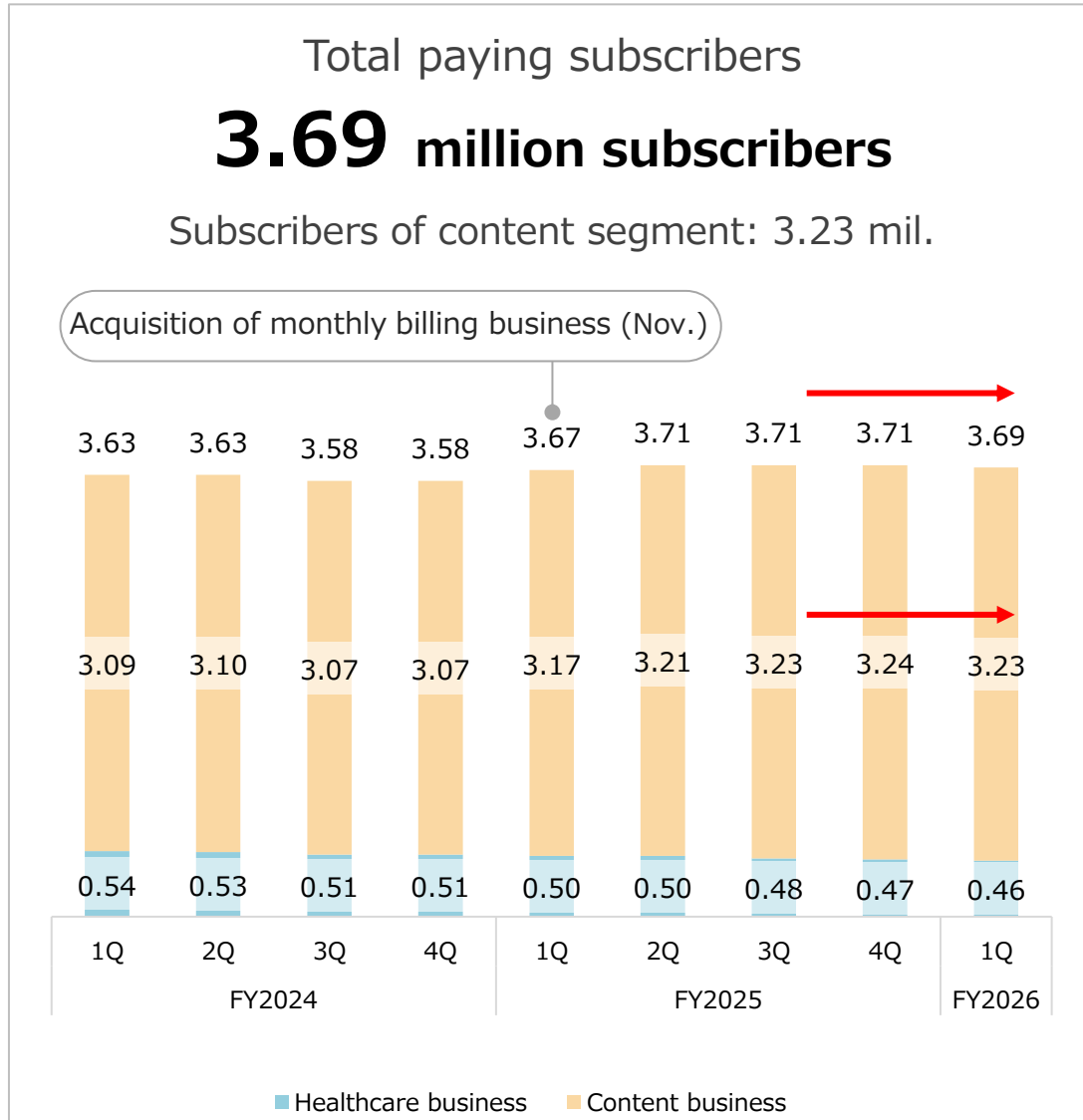
QoQ

Net sales: Flat

- Paid subscribers remain flat

Operating income: Flat

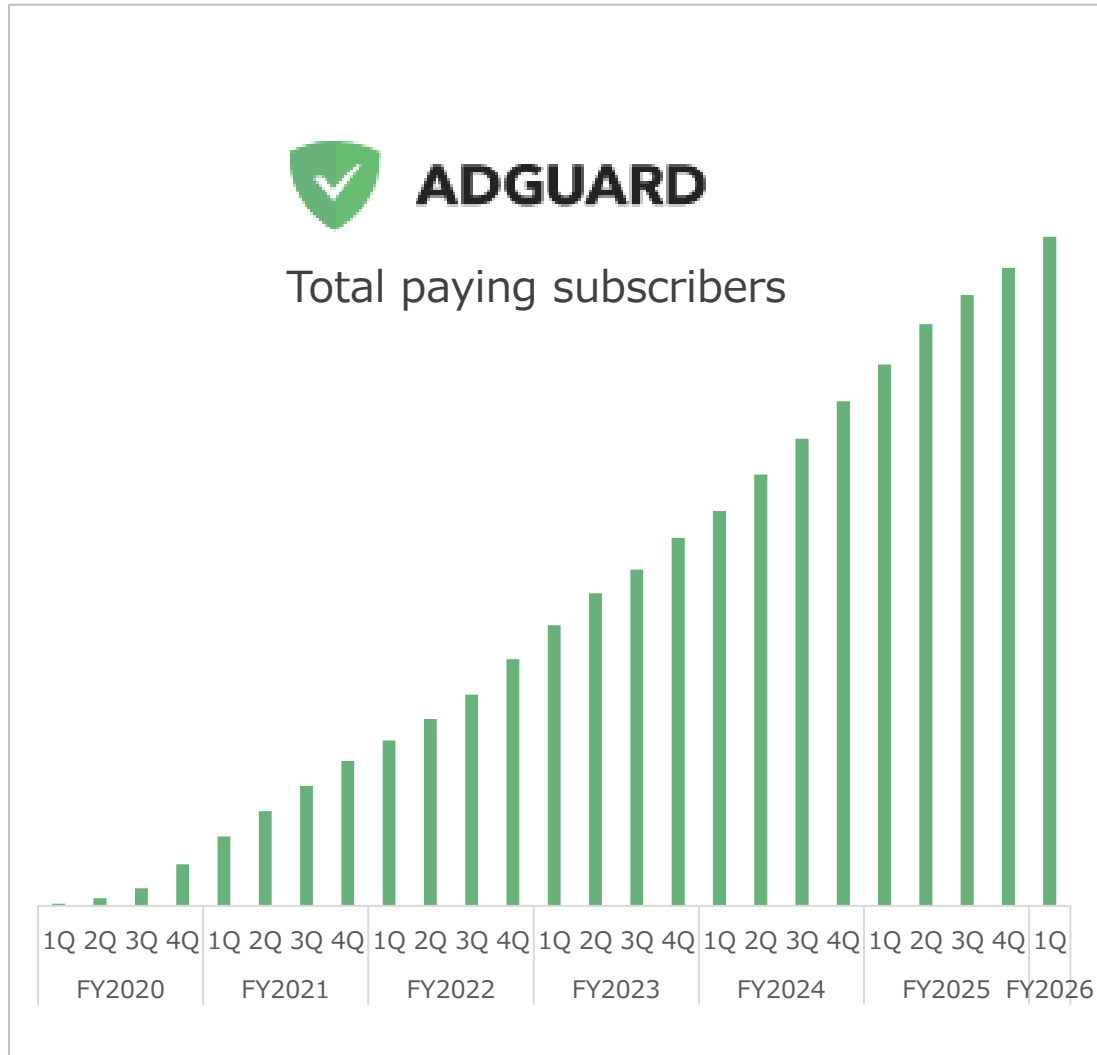
Content business : The number of paying subscribers



Number of paying subscribers remained flat

- Brisk security-related app

Content business: Security-related app



The security-related app continues to perform well

Total paying subscribers
1.22 million subscribers

Four functions



Ad blocking



Trace blocking

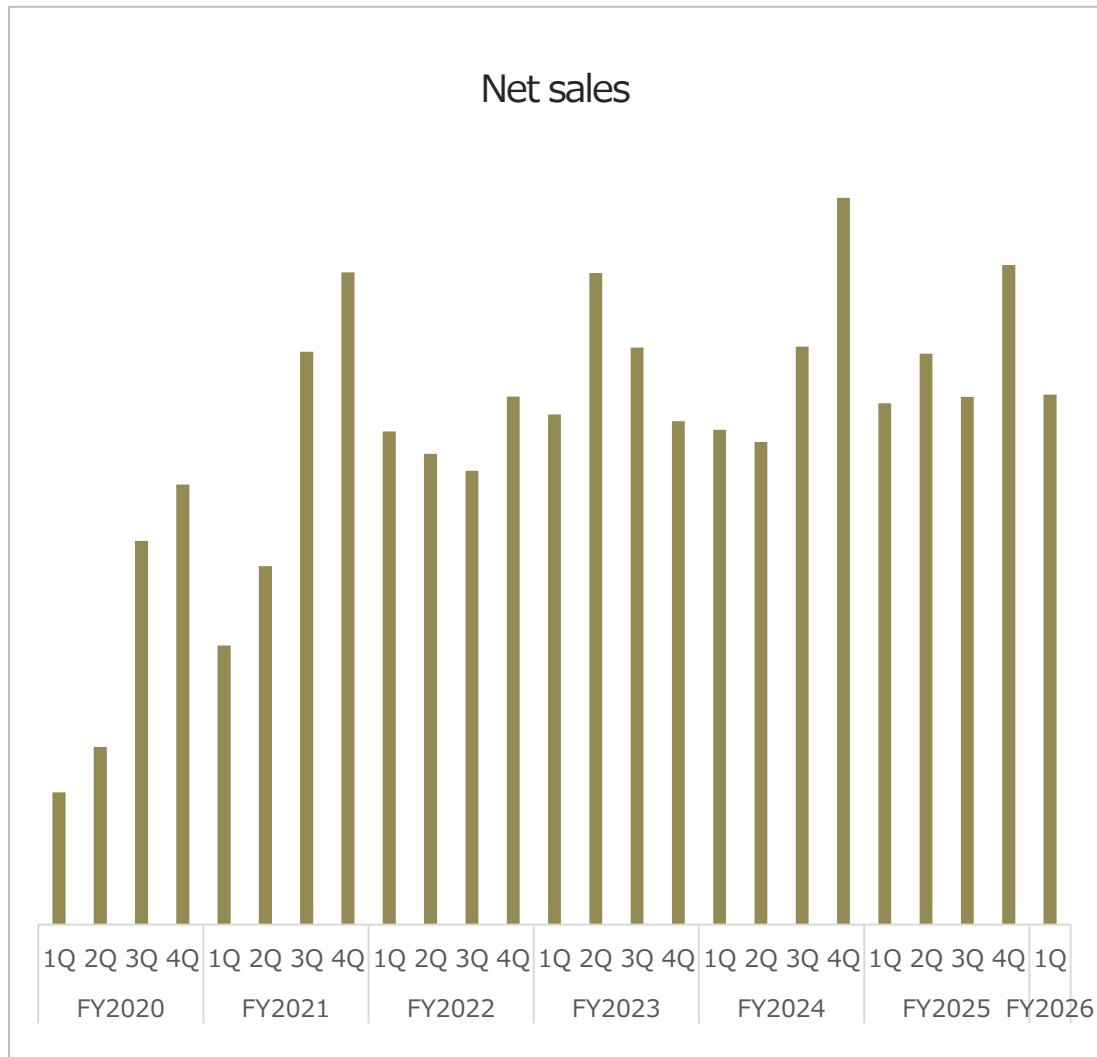


Threat blocking



Parent function
(Child protection
function)

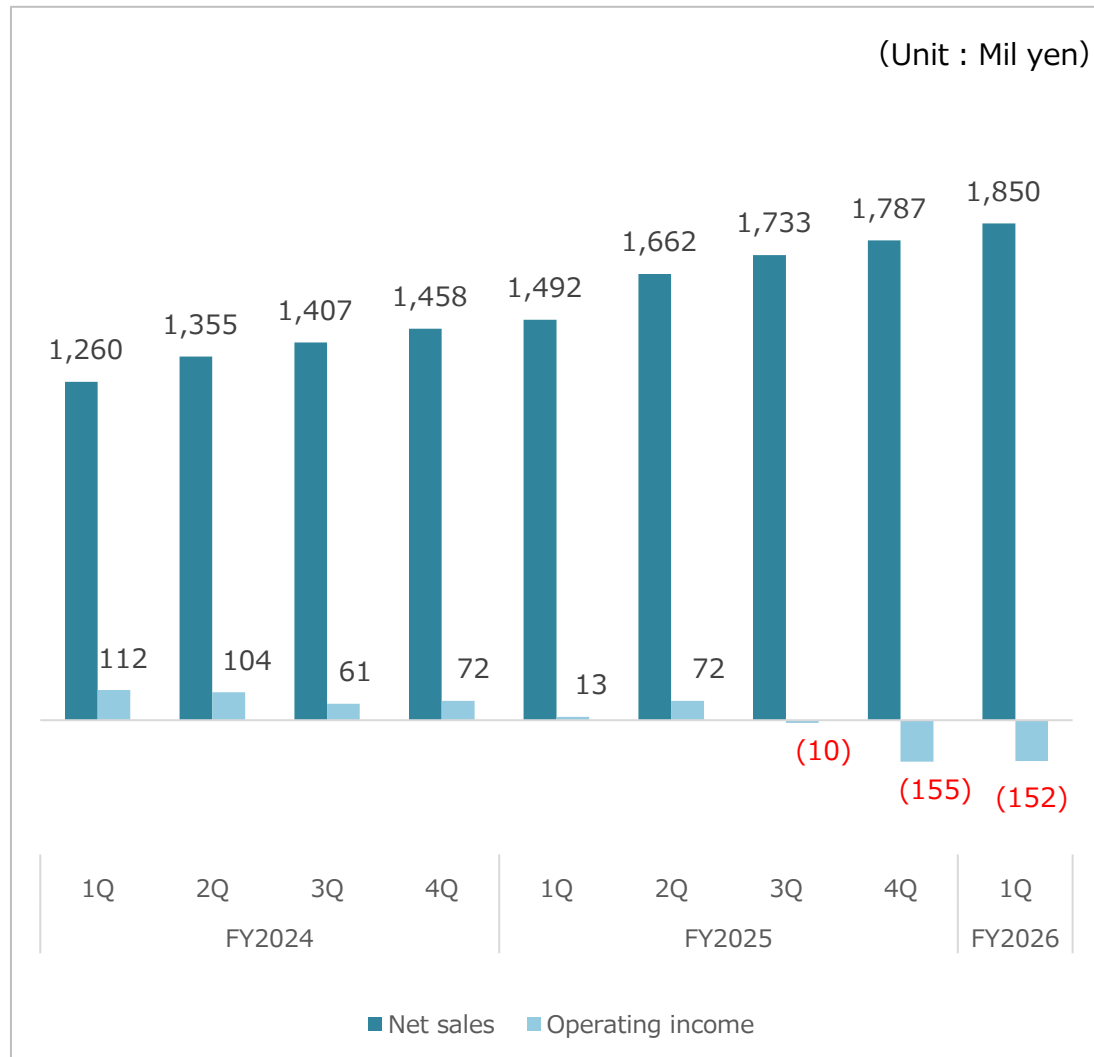
Content business: Original comics content business



Original comics content business Stable transition

- Keep in comic titles introduced
- Stable growth in the number of TV dramas of popular works

Healthcare business: Net sales and operating income



QoQ

Sales growth

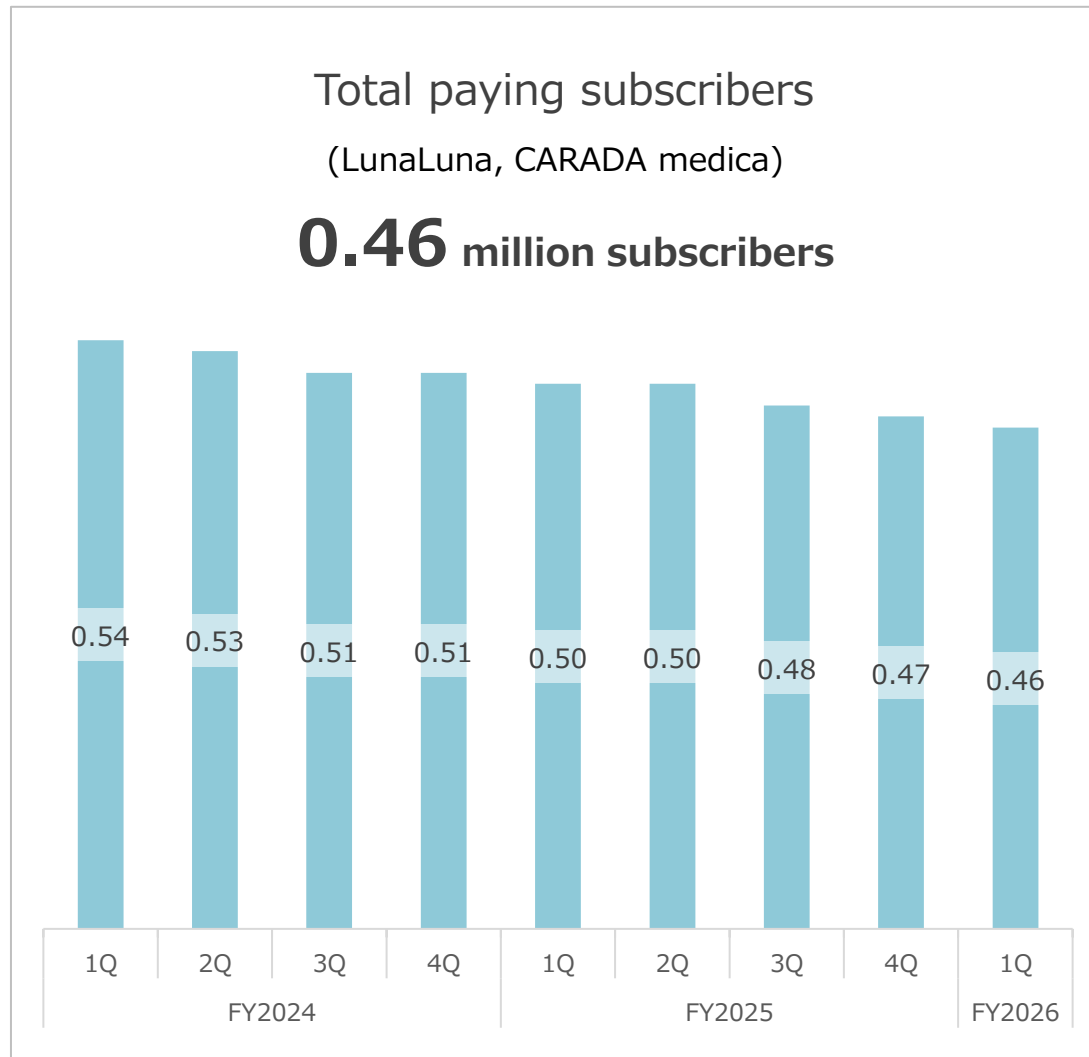
- Cloud-based medication history service is progressing smoothly

QoQ

Operating loss: Flat

- Increase in system development costs for pharmacy DX and childcare DX
- LunaLuna Mirai support cost burden

Healthcare business: Monthly content service

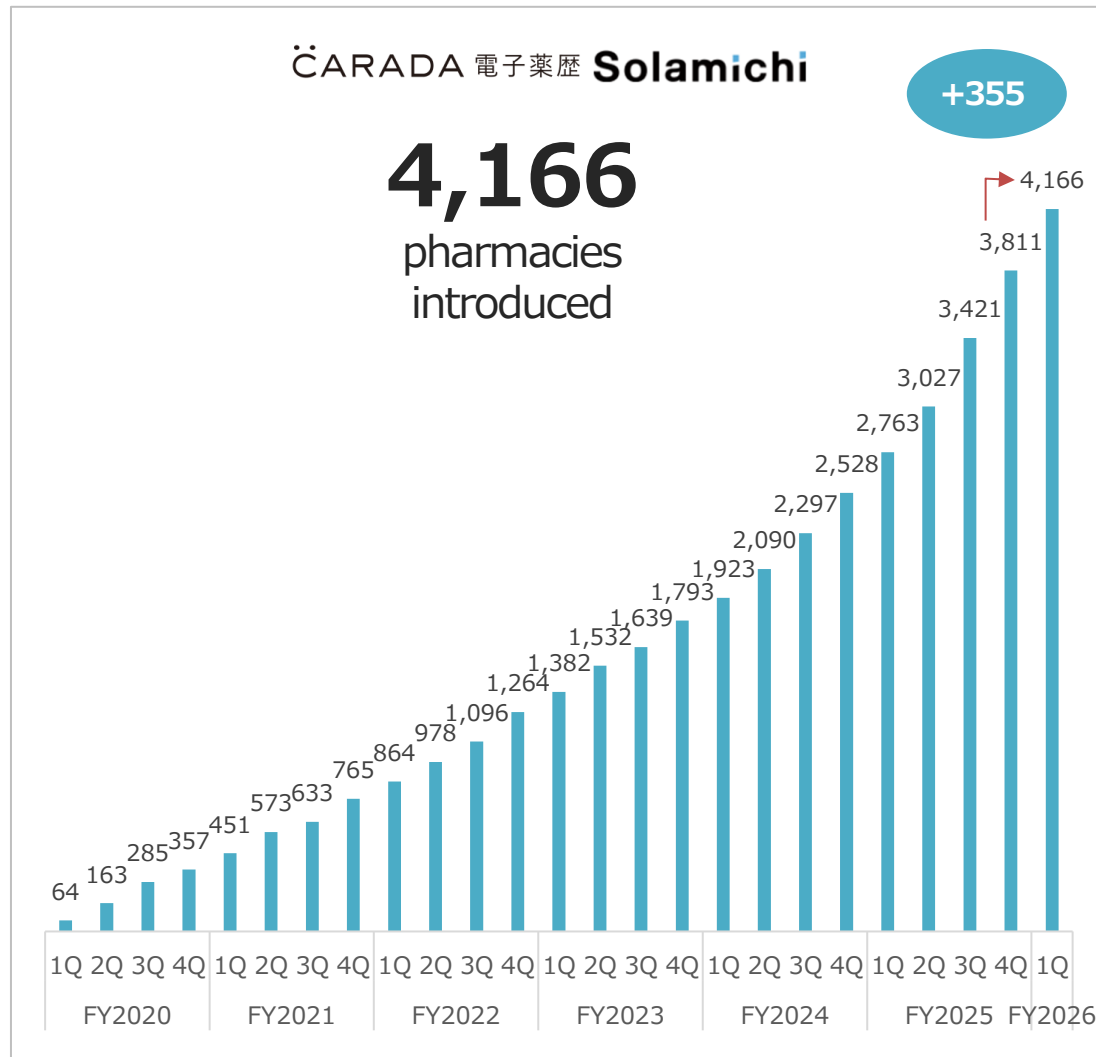


Monthly subscription content service

Total paying subscribers

QoQ: Levelled off

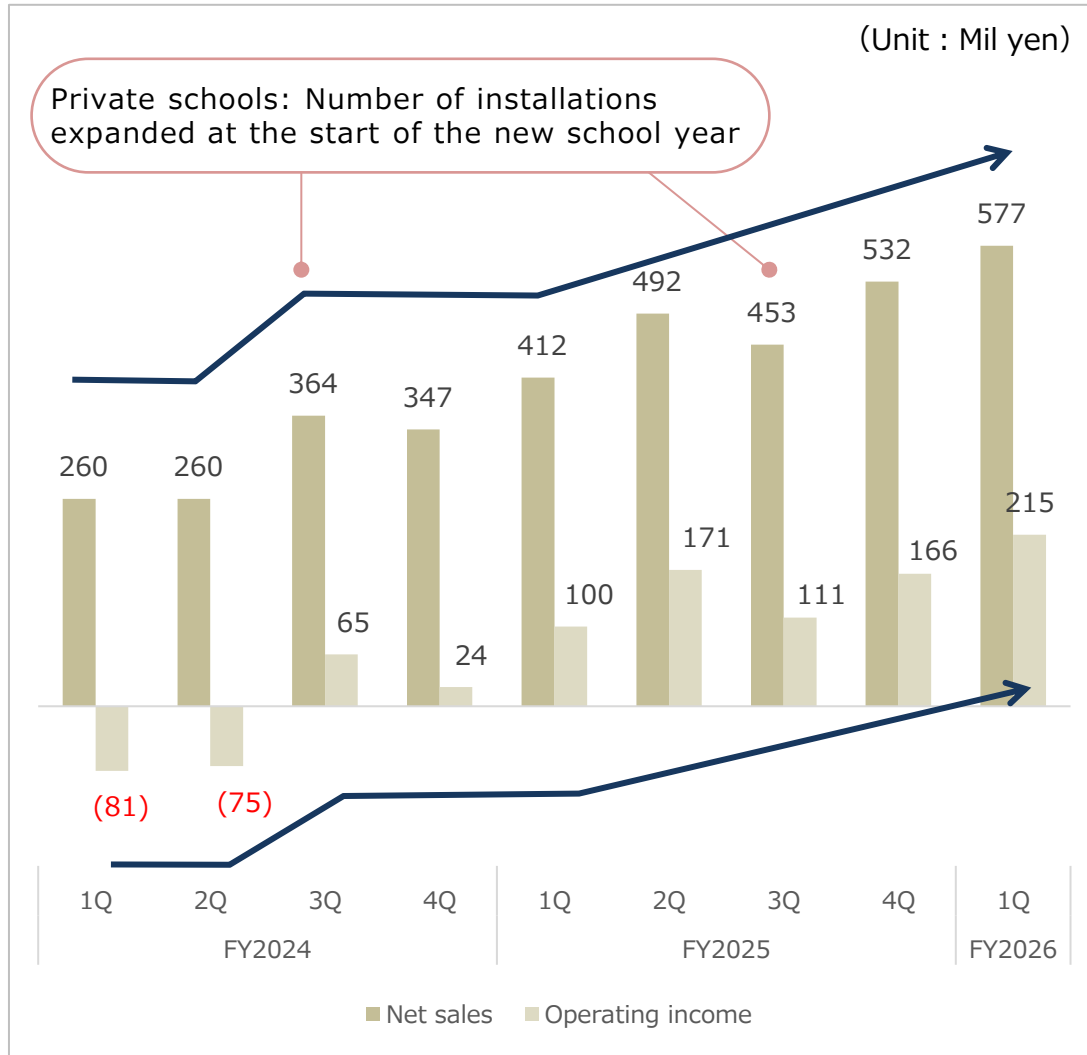
Healthcare business: Cloud-based medication history service



Cloud-based medication history service

Contributed to the introduction of pharmacies and drugstores of medium size and above

School DX business: Net sales and operating income



QoQ

Sales growth

Operating income expansion

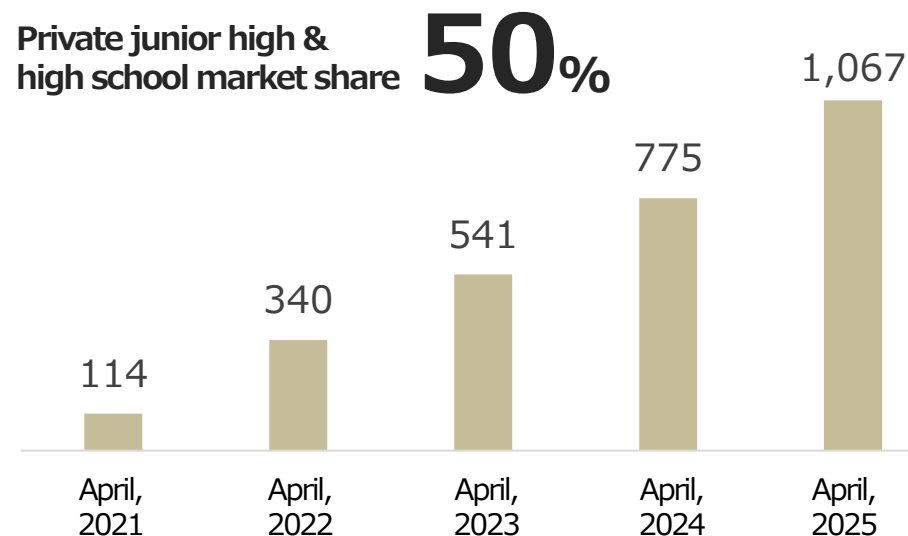
+ Public Schools: Initial implementation sales

Expansion of school implementations

Private schools

(Junior high / High schools)

300 schools scheduled for
implementation in April 2025



Number of Schools Introduced: Figures reflect contract cancellations due to school corporation mergers and account consolidations between junior and senior high schools.
Share in Private Schools: Calculated by the Company based on the FY2024 School Basic Survey published by the Ministry of Education, Culture, Sports, Science and Technology (MEXT) on December 18, 2024.

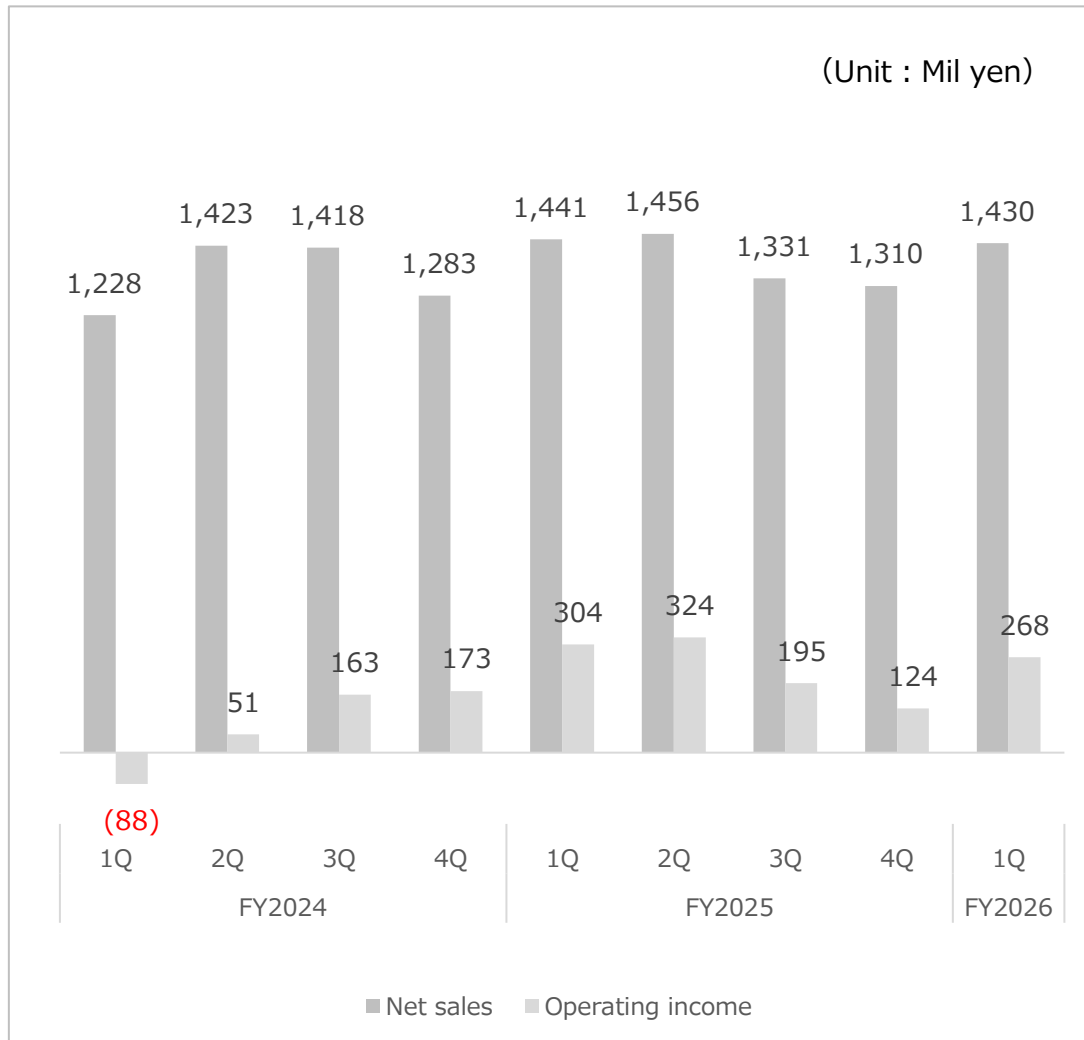
Public schools

(Elementary / Junior High / High Schools)

- April 2025:
Yamanashi Prefectural high school implementation
- April 2026:
Planned implementation in Yamanashi Prefectural elementary and junior high schools



Other business (Includes DX support business for companies, AI): Net sales and operating income



QoQ

Sales growth
Operating income: Increased

• Corporate DX support business steady

Future approach

Basic policies and priority issues for FY2026

Healthcare business

Sales and profit growth

- For Pharmacies:
Growth of the cloud-based medication history service
- For Municipalities:
Promotion of the platform strategy of the childcare DX

School DX business

Sales and profit growth

- Expanding the number of private schools adopting our services
- Expanding the number of public schools adopting our services

Content business

Securing profit

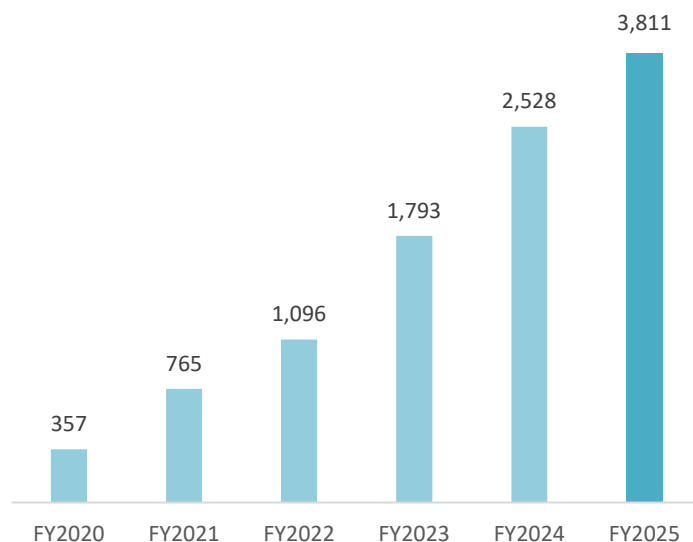
- Original comics content business growth
- Security-related app growth

Healthcare business: Cloud-based medication history service

CARADA 電子薬歴 **Solamichi**



Number of implementations



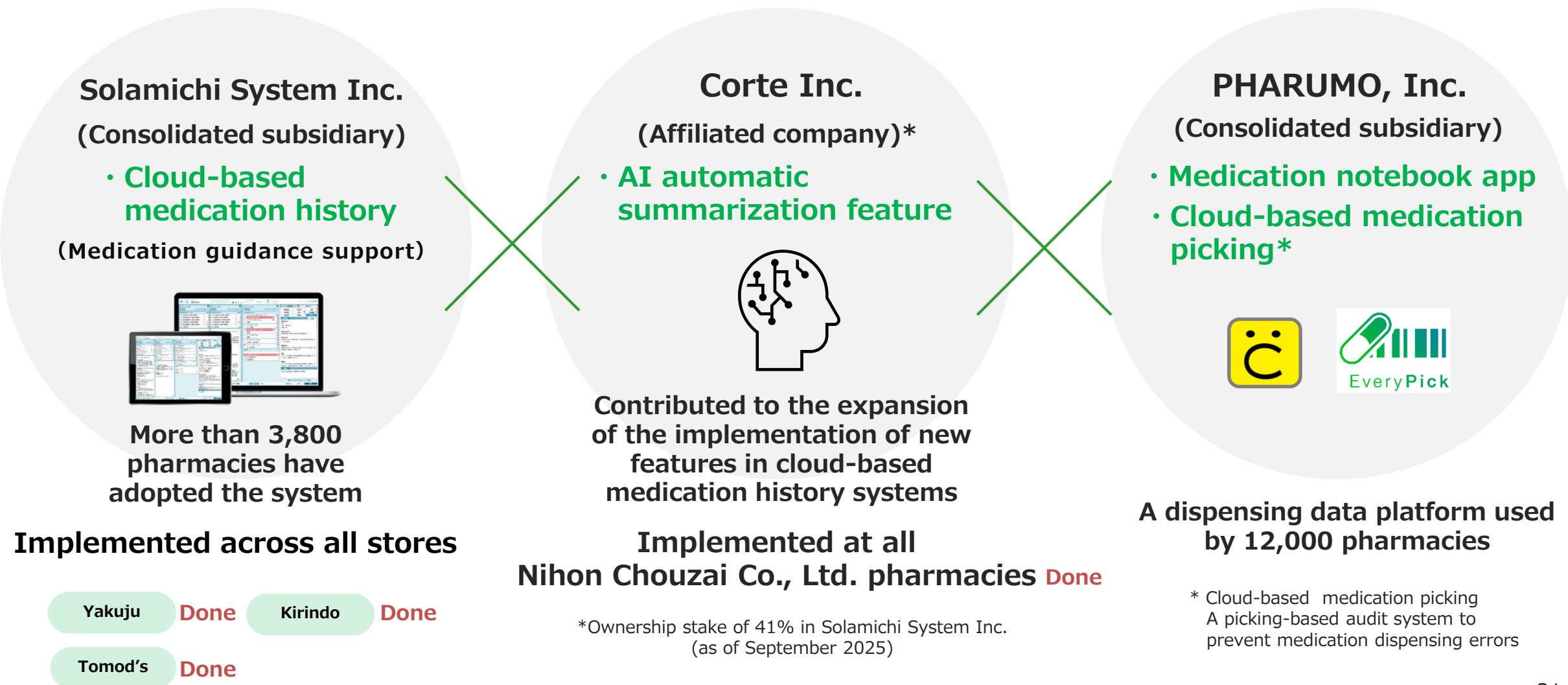
Further expansion of the number of implementations.

Strong installation in mid-size and larger pharmacies and drugstores.

- Achieving a user-friendly UI/UX for pharmacists
- Equipped with AI automatic summarization function

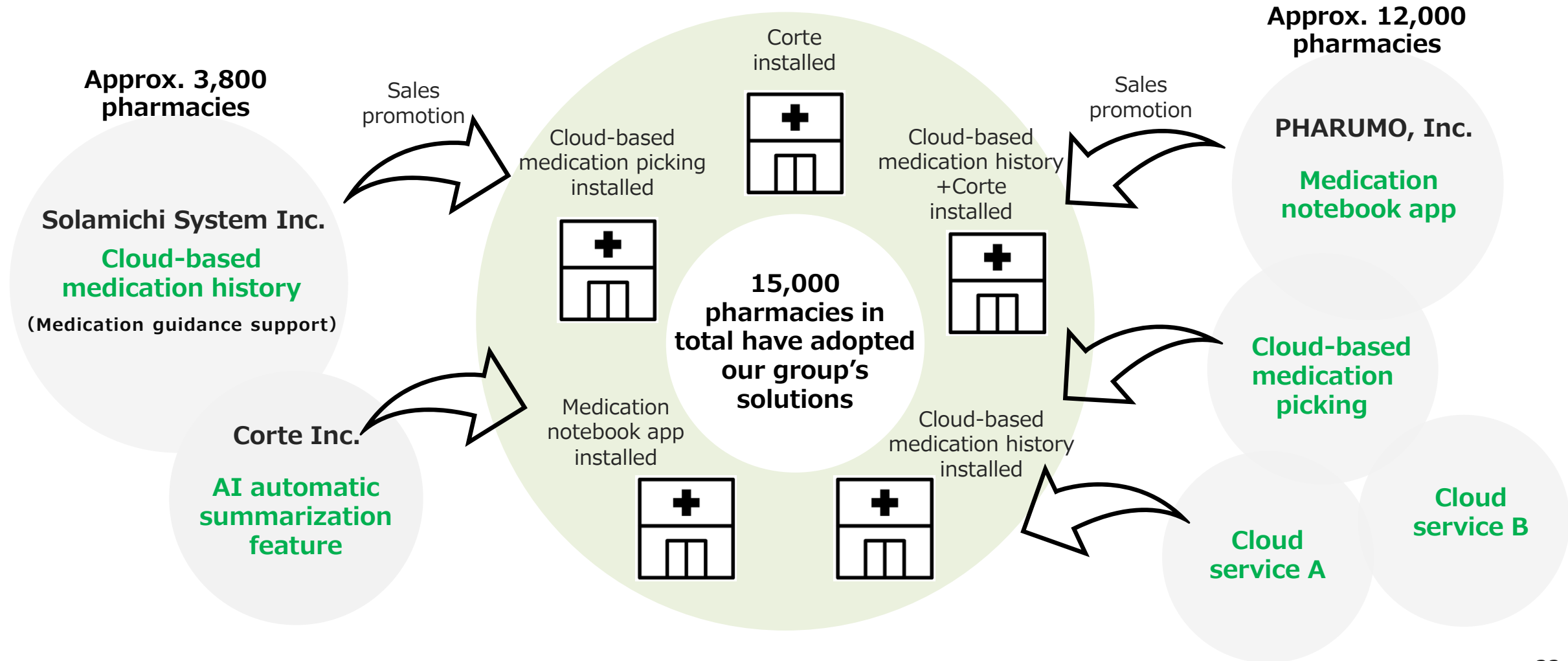
Healthcare business: Promotion of pharmacy DX

Enhancing the lineup of cloud services for dispensing pharmacies



Group-wide deployment in 20% of pharmacies

Transactions with over 15,000 pharmacies nationwide



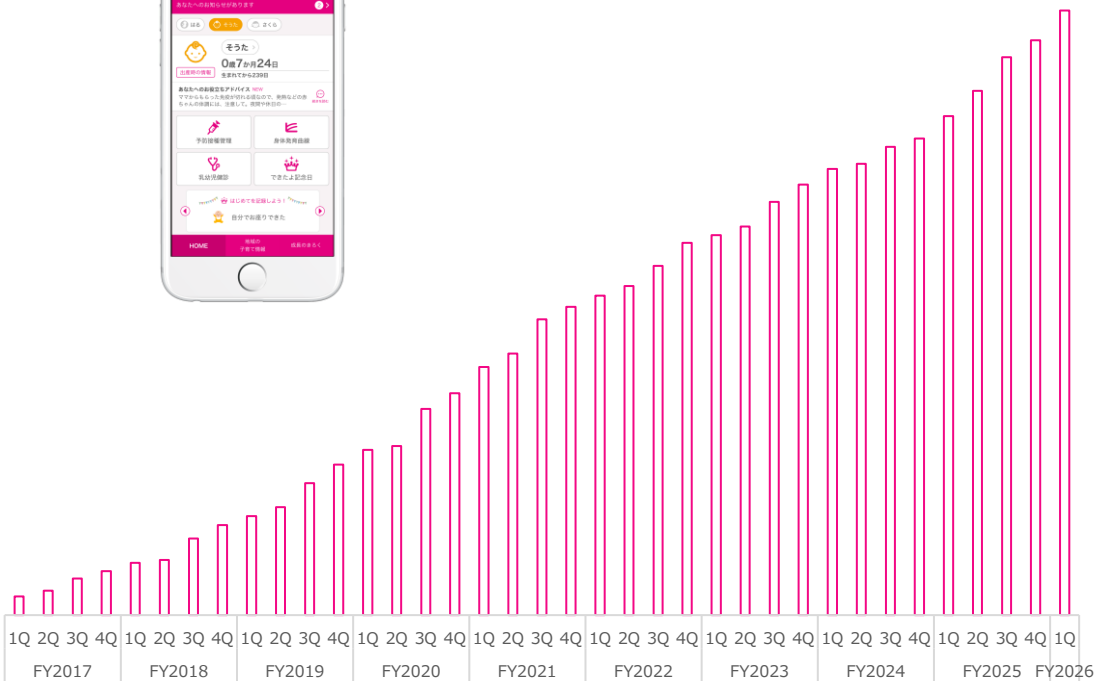
Healthcare business:
Maternal and child health handbook app + Childcare DX services

Childcare DX services steadily adopted by municipalities using *Boshimo*

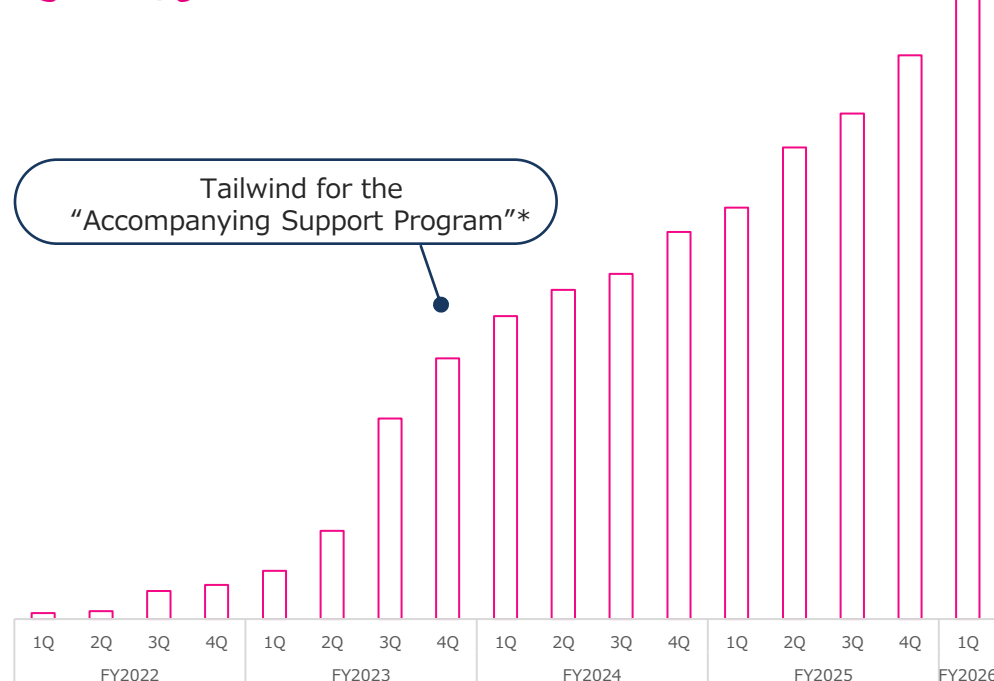
46% share of municipalities



Maternal and child health handbook app **812**



Childcare DX services Number of municipalities (total) **314**



Tailwind for the "Accompanying Support Program"*

* Transferred to "Children and Families Agency" from April 1, 2023 .

Healthcare business:

Municipal collaboration for women's healthcare services (Mirai support)

LunaLuna service: Following Niigata Prefecture, a cooperation agreement igned with Miyagi Prefecture

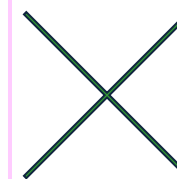
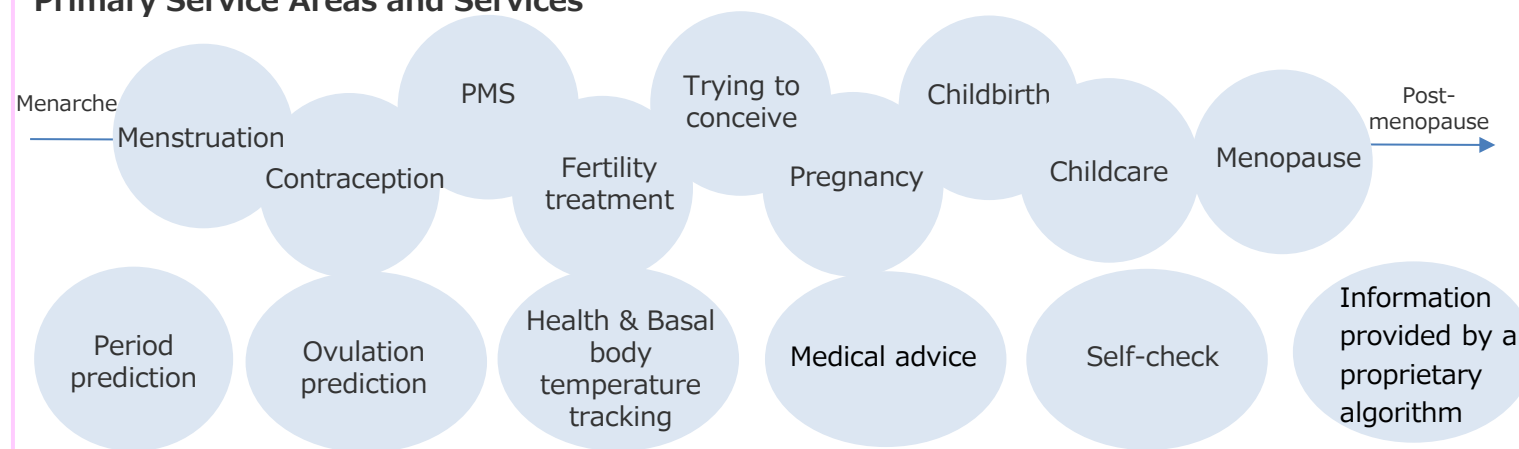
- Free for LunaLuna women's health information service (by Prefecture)
- Laying the foundation for future business growth

LunaLuna “Mirai support” Program

Women's healthcare services supporting every woman throughout her life

LunaLuna

Primary Service Areas and Services



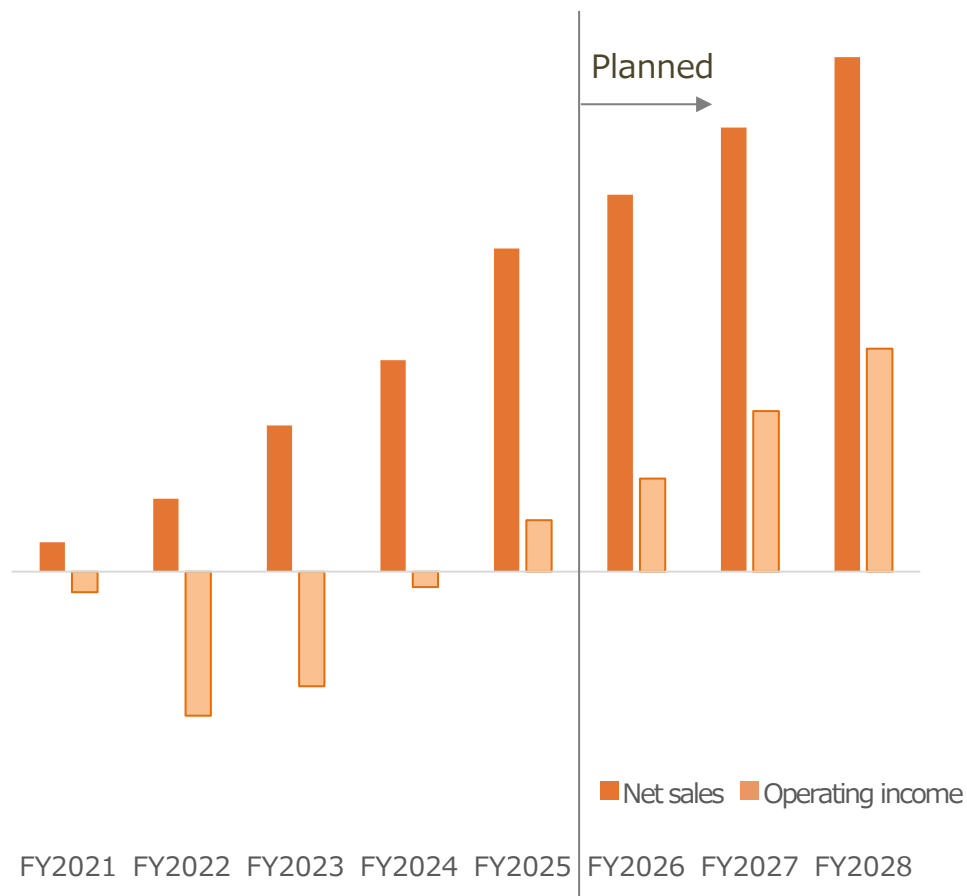
Support for pediatric and maternal healthcare by municipalities

*Initially provided free of charge

Niigata Prefecture
Miyagi Prefecture

■
■
■

BLEND



Continuing increase in the number of schools introducing our service

Growth opportunities

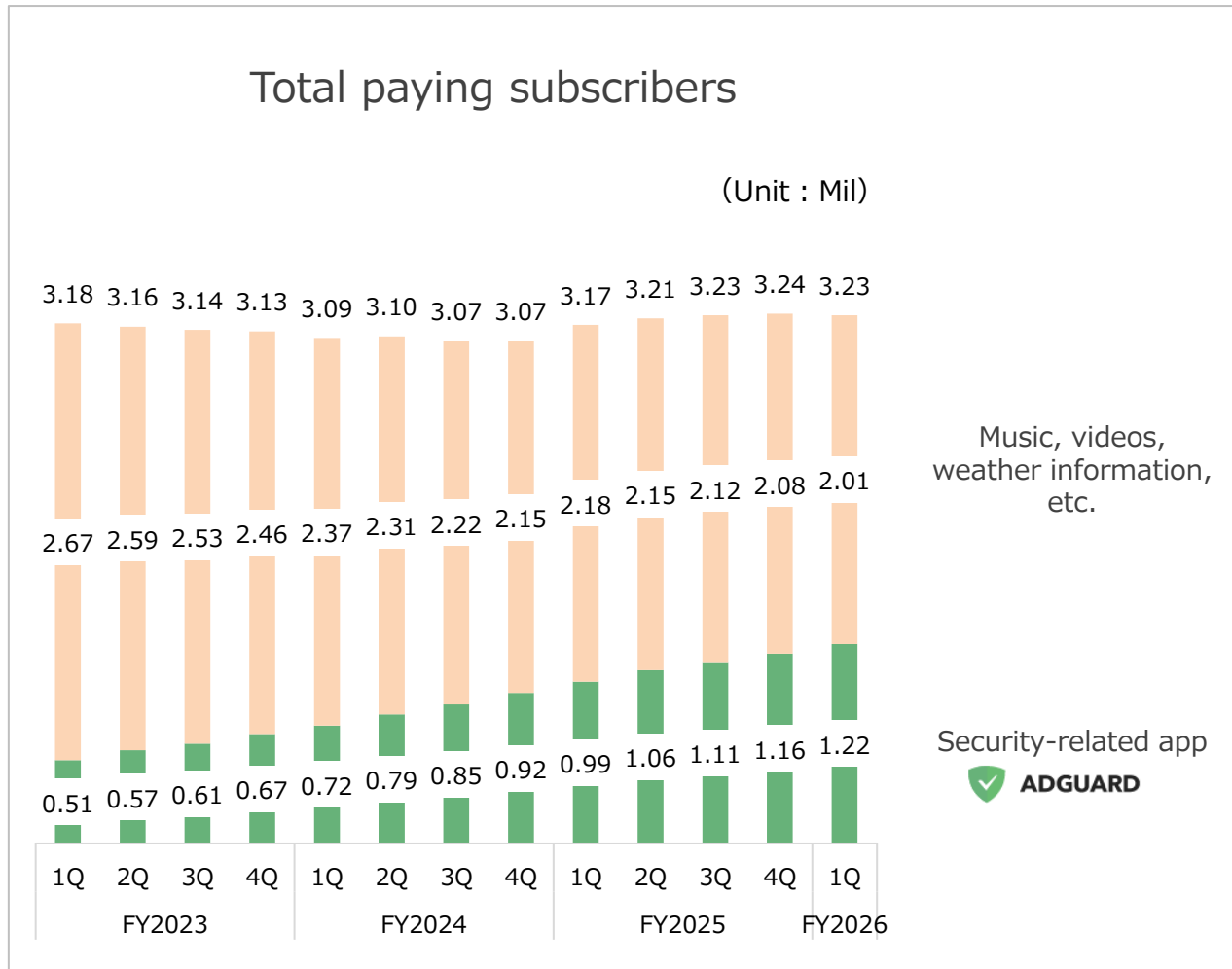
- Private schools: New contracts introduced in April 2026 are progressing smoothly
- Public schools: Promotion of DX for school administration led by prefectural and municipal governments

- Implementation in elementary, junior high, and high schools in Yamanashi prefecture

Differentiation

Cloud-based batch services

Content business:



- **Systematically plan advertising and promotional activities in areas with expected future growth.**

- **Sale of the video streaming business**

└ Paid membership count of 70,000



〈Contact us〉

Investor Relations Office

e-mail: ir@mti.co.jp

<https://ir.mti.co.jp/eng/>