



Financial Results Briefing Material for Q3 FY2026

August 7, 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.

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Cloud-based medication history service

Maternal health record book app + Childcare DX services

School DX business

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Image of medium- to long-term

Consolidated P/L

Consolidated SG&A

Business of segment

Consolidated B/S

Earning forecast for FY2026

Financial Results Overview for Q3 FY2026

Financial highlight

Net sales (Cumulative Q3)

¥23,277 million

YoY+4.4%

Operating income (Cumulative Q3)

¥2,273 million

YoY(3.0)%

Profit attributable to owners of parent (Cumulative Q3)

¥2,175 million

YoY+5.6%

Full-year earnings forecast revised downward

Sales remain unchanged
Operating income

¥2,700 million

YoY(8.4)%

Cloud-based medication history

pharmacies introduced (cumulative)

4,743

QoQ +285

Full cloud-based school affairs support system

Public schools are
doing well

(Contribute to business growth in
the next fiscal year and beyond)

Consolidated P/L

MTI Ltd.

Net sales: Increased

Operating profit: Slightly increased

Ordinary profit, Profit: increased

(Unit : Mil yen)	FY2025 Q3	FY2026 Q3	YoY		
			Amount	Percentage	
Net sales	22,306	23,277	+971	+4.4%	Sales growth in healthcare and school DX businesses
Cost of sales	5,686	6,253	+566	+10.0%	
ratio	25.5%	26.9%			
Gross profit	16,619	17,024	+404	+2.4%	
ratio	74.5%	73.1%			
SG&A	14,275	14,750	+475	+3.3%	
ratio	64.0%	63.4%			
Operating income	2,343	2,273	(70)	(3.0)%	
ratio	10.5%	9.8%			
Ordinary income	2,376	2,818	+442	+18.6%	
ratio	10.7%	12.1%			Increase in equity in earnings of affiliates (+485 million yen)
Profit attributable to owners of parent	2,061	2,175	+114	+5.6%	
ratio	9.2%	9.3%			

Consolidated SG&A

SG&A: Increased
Advertising expenses: Decreased

(Unit : Mil yen)	FY2025 Q3	FY2026 Q3	YoY	
			Amount	Percentage
SG&A	14,275	14,750	+475	+3.3%
Advertising expenses	2,802	2,657	(144)	(5.2)%
Personnel expenses	5,501	5,673	+172	+3.1%
Commission fee	2,294	2,494	+200	+8.7%
Subcontract expenses	1,267	1,476	+208	+16.4%
Depreciation	913	932	+19	+2.2%
Other	1,496	1,515	+19	+1.3%

Control Marketing Expenses
for AdGuard

Revision of earning forecast of FY2026

Net sales: Unchanged

Operating profit / ordinary profit: Revised downward

- Higher development costs ahead of the launch of the next-generation cloud-based medical claims system
- Increased cost burden of "LunaLuna Mirai Support" (expanding number of prefecture-level partnership agreements)

(Unit : Mil yen)	FY2026 (latest forecast)	FY2026 (current forecast)	Difference	
			(million yen)	(%)
Net sales	31,500	31,500	-	-
Operating income	3,100 ~3,500	2,700	(800) ~(400)	(22.9)% ~(12.9)%
Ordinary income	3,400 ~3,800	3,100	(700) ~(300)	(18.4)% ~(8.8)%
Profit attributable to owners of parent	2,560 ~2,840	2,680	(160) ~+120	(5.6)% ~+4.7%

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.



CHARADA 電子薬歴
Solamichi

School DX Business

- School DX service

BLEND



Other Business

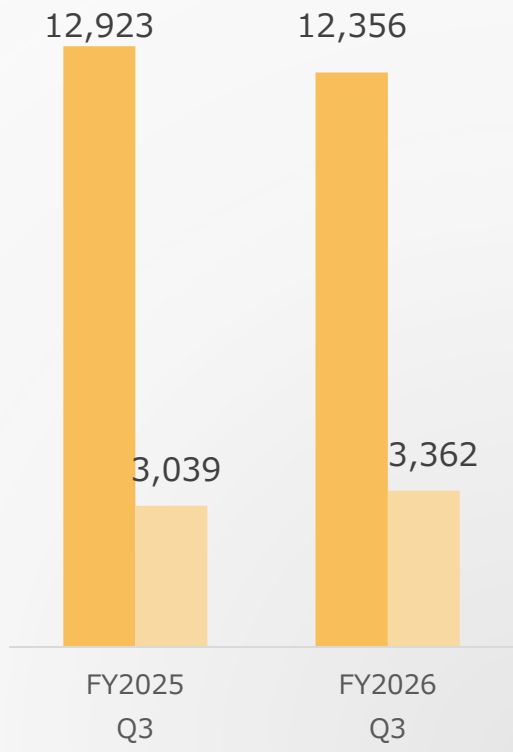
- AI business
- DX support business for companies
- Solution service for corporate



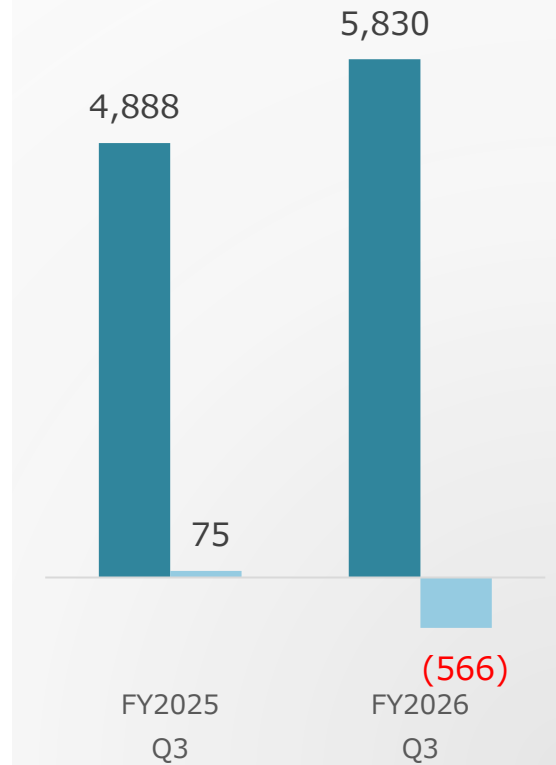
Performance by segment (YoY)

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

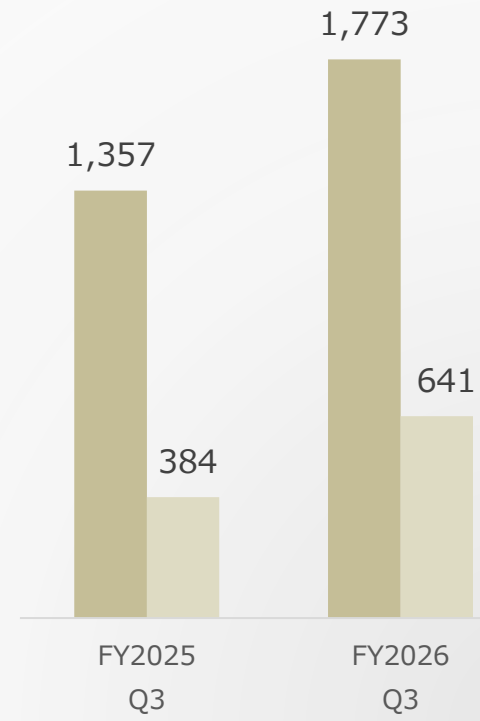
Content Business



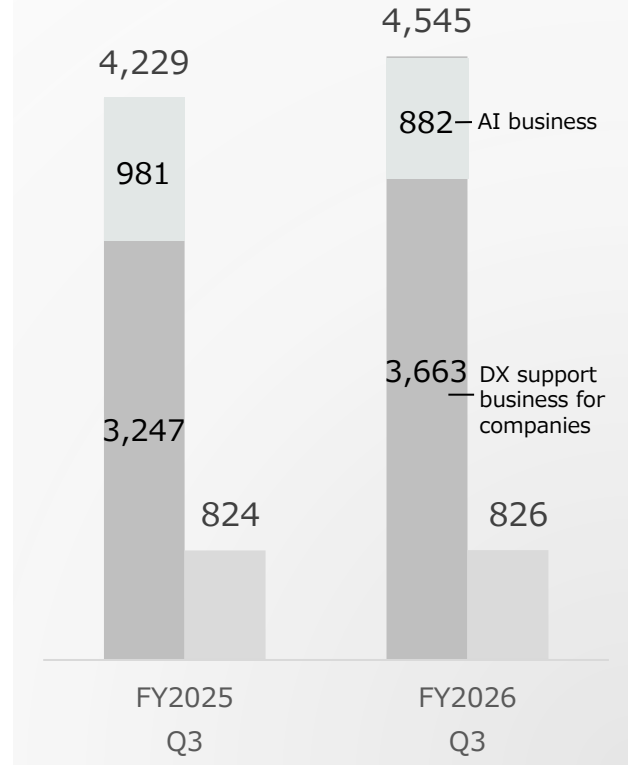
Healthcare Business



School DX Business

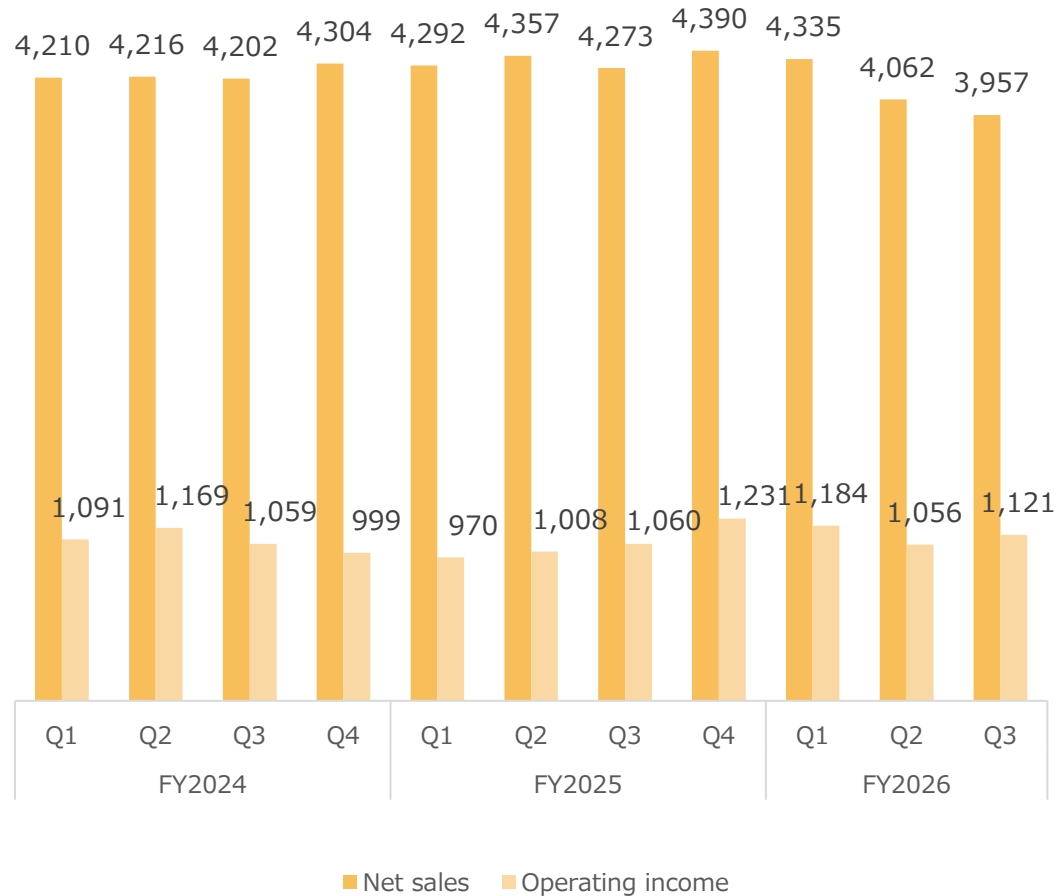


Other Business



Content business : Net sales and operating income

(Unit : Mil yen)



QoQ

Net sales: Slightly decreased
Operating income: Slightly increased

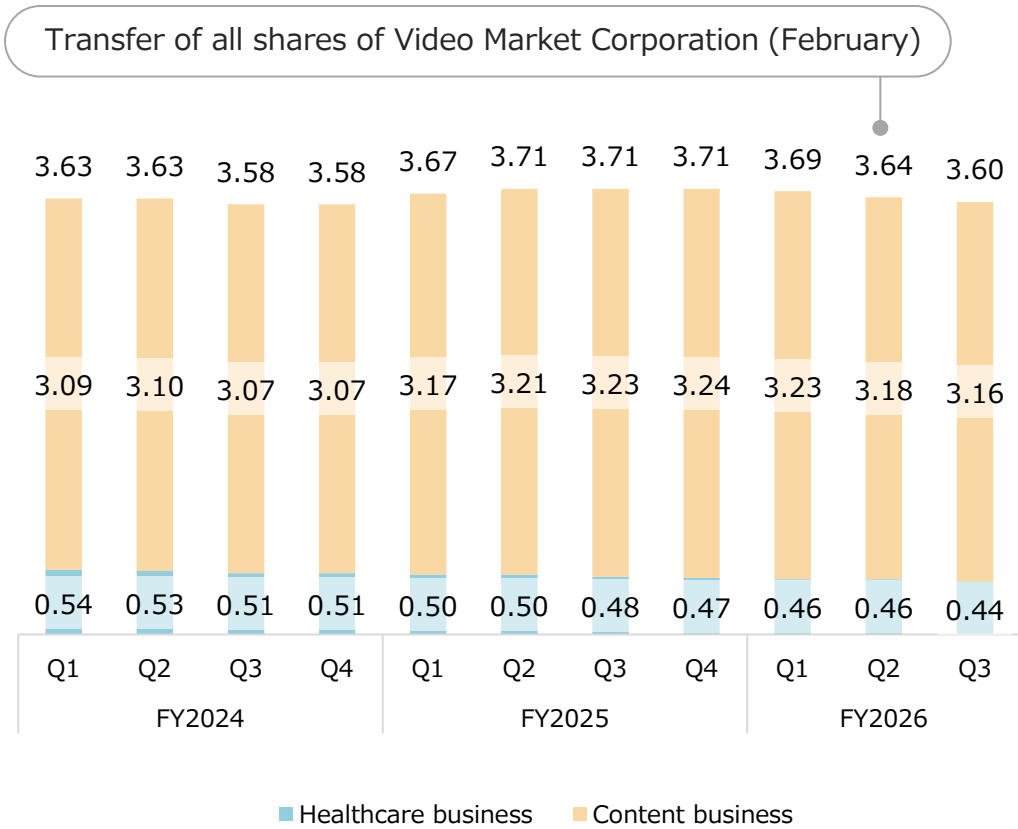
- Excluding subsidiary Video Market from consolidated (1 month's worth)

Content business : The number of paying subscribers

Total paying subscribers

3.60 million subscribers

Subscribers of content segment: 3.16 mil.



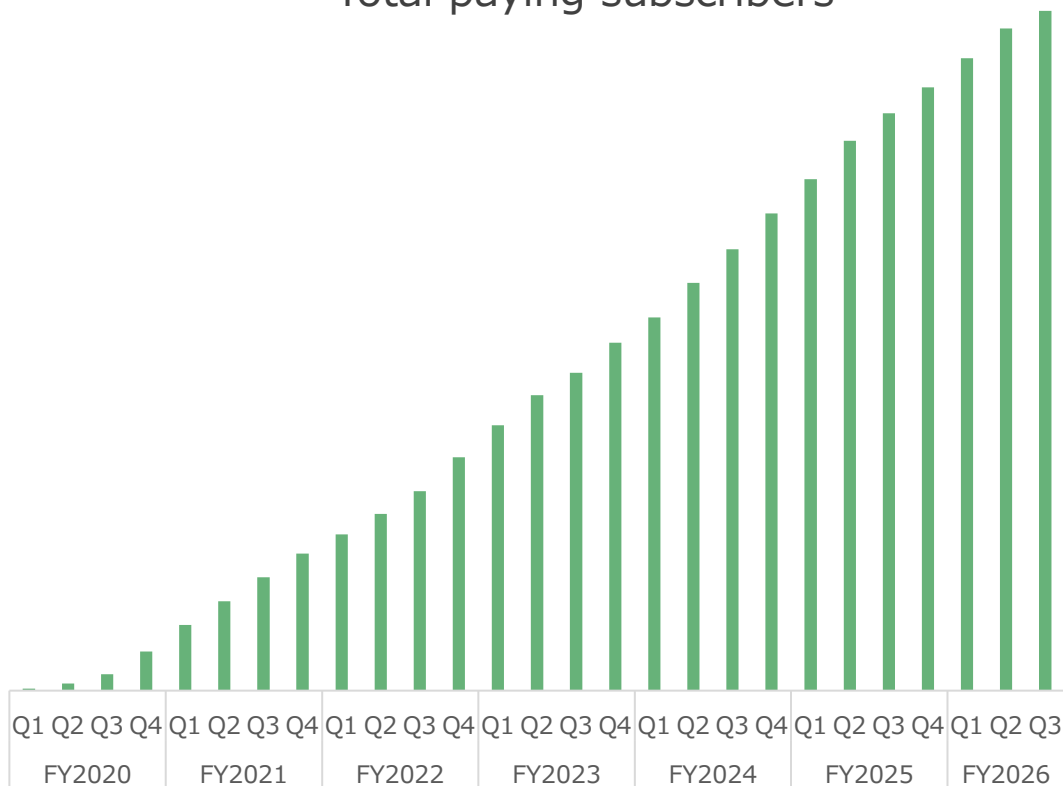
Number of paying subscribers: Slightly decreased

- Security-related apps are performing well

Content business: Security-related app



Total paying subscribers



The security-related app continues to perform well

Total paying subscribers
1.31 million subscribers

Four functions



Ad blocking



Trace blocking

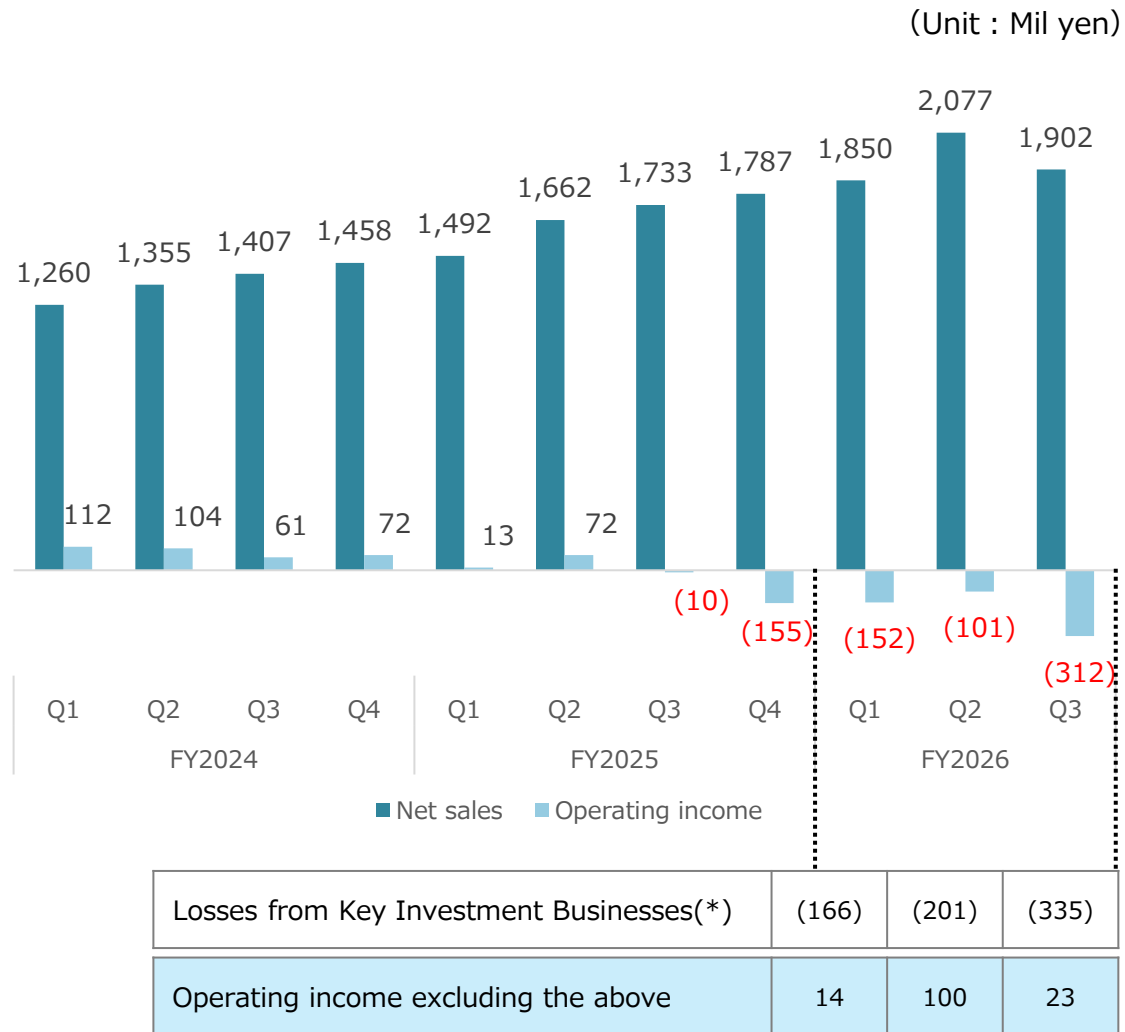


Threat blocking



Parent function
(Child protection
function)

Healthcare business: Net sales and operating income



(*) Cloud-based medication history service, Boshimo business, LunaLuna Mirai Support

QoQ

Net sales: Decreased

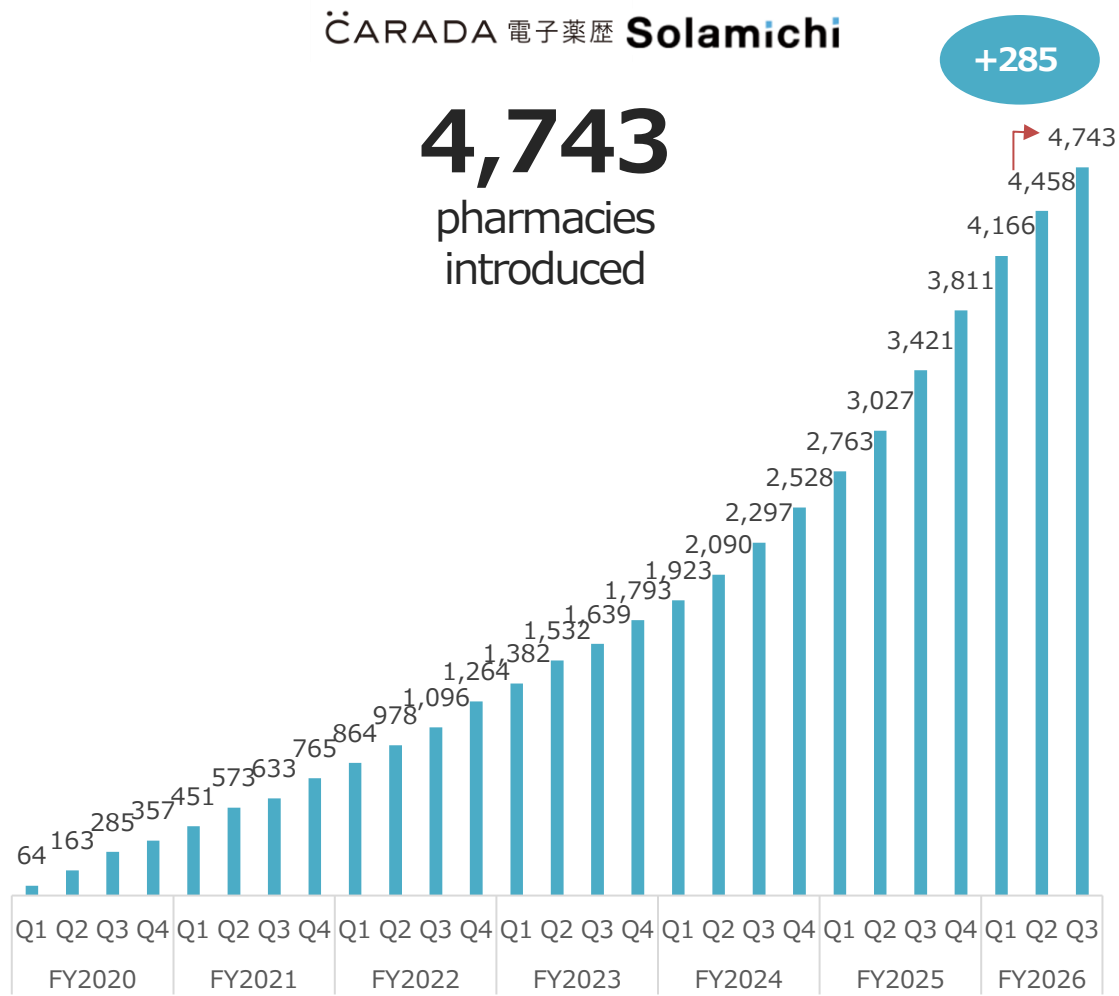
- Reduction in Backlash from Parenting DX (Spot)

QoQ

Operating losses widened

- Reduction in Backlash from Parenting DX (Spot)
- Pharmacy DX (next-gen cloud receipt system):
Ongoing development
- Increased cost burden for LunaLuna Mirai support

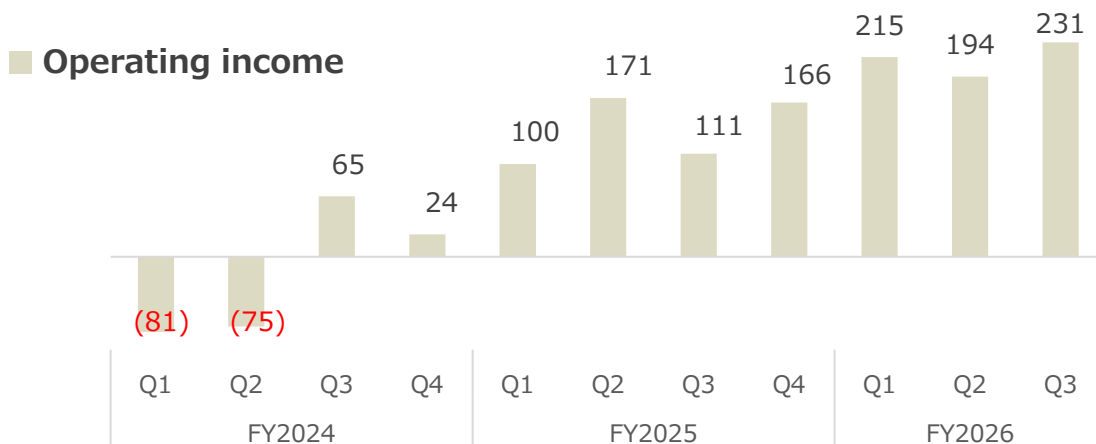
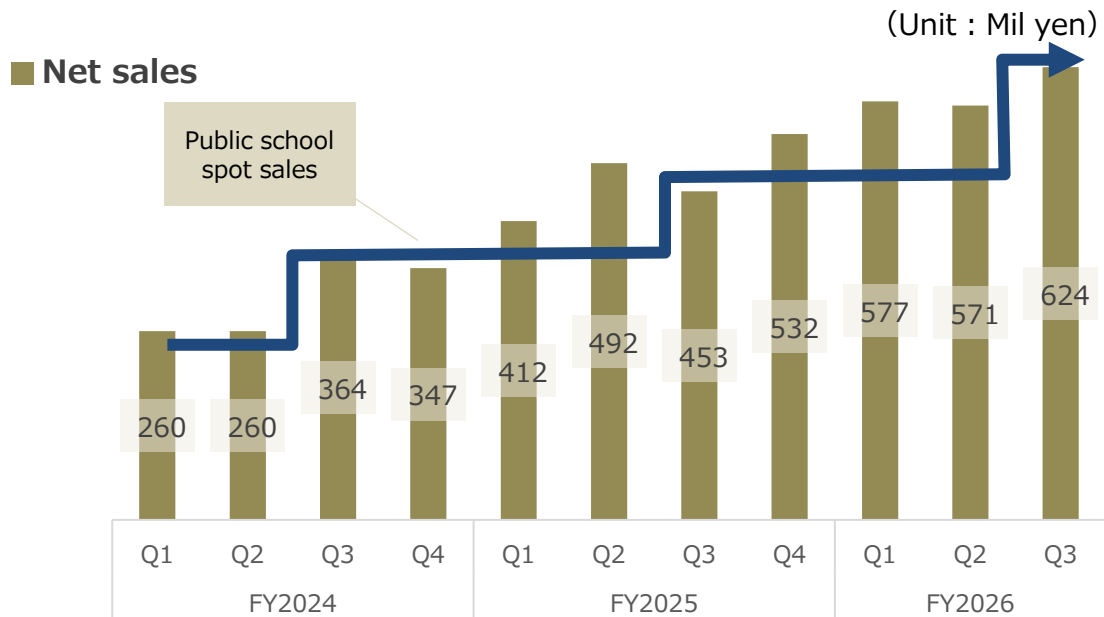
Healthcare business: Cloud-based medication history service



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



Subscription-based business

A structure in which earnings increase stepwise as the number of installations grows

QoQ

Net sales: Growth

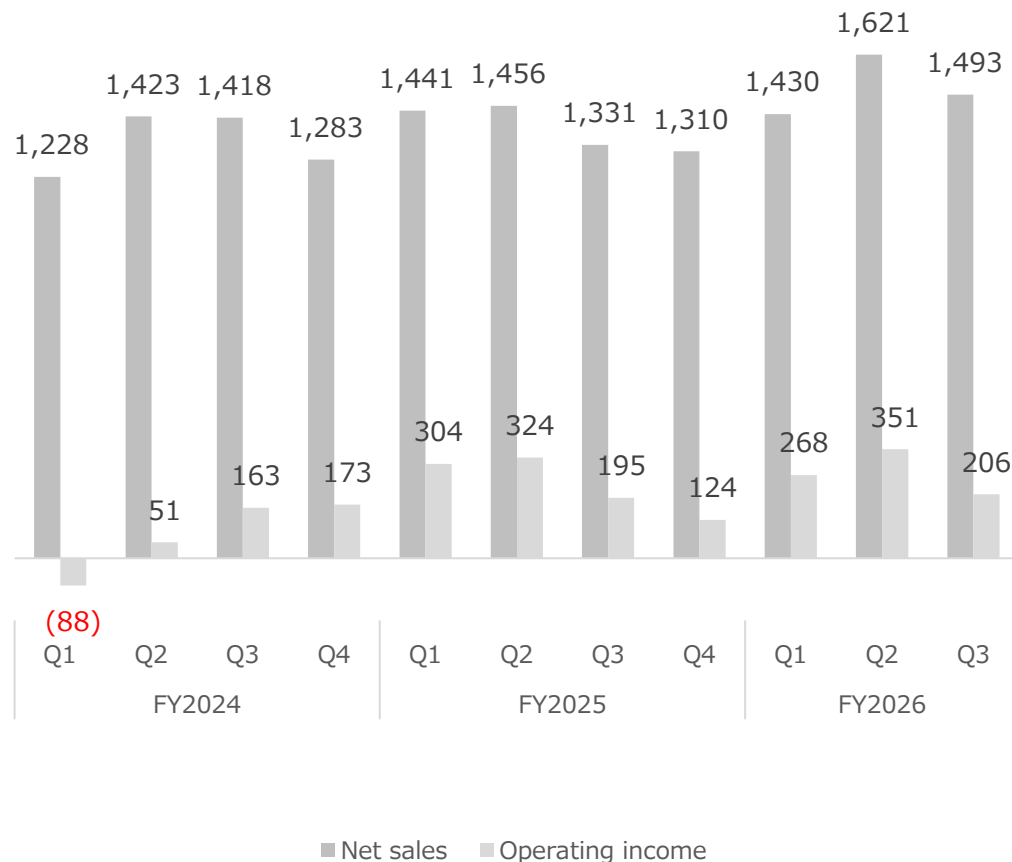
Operating income: Growth

- + Expansion of the number of private schools
- Loss of initial public school sales

Other business: Net sales and operating income

(Includes DX support business for companies, AI)

(Unit : Mil yen)



QoQ

Net sales

Operating income: Decreased

- Corporate DX support business steady
- Reactionary decline in the AI business (spot projects)

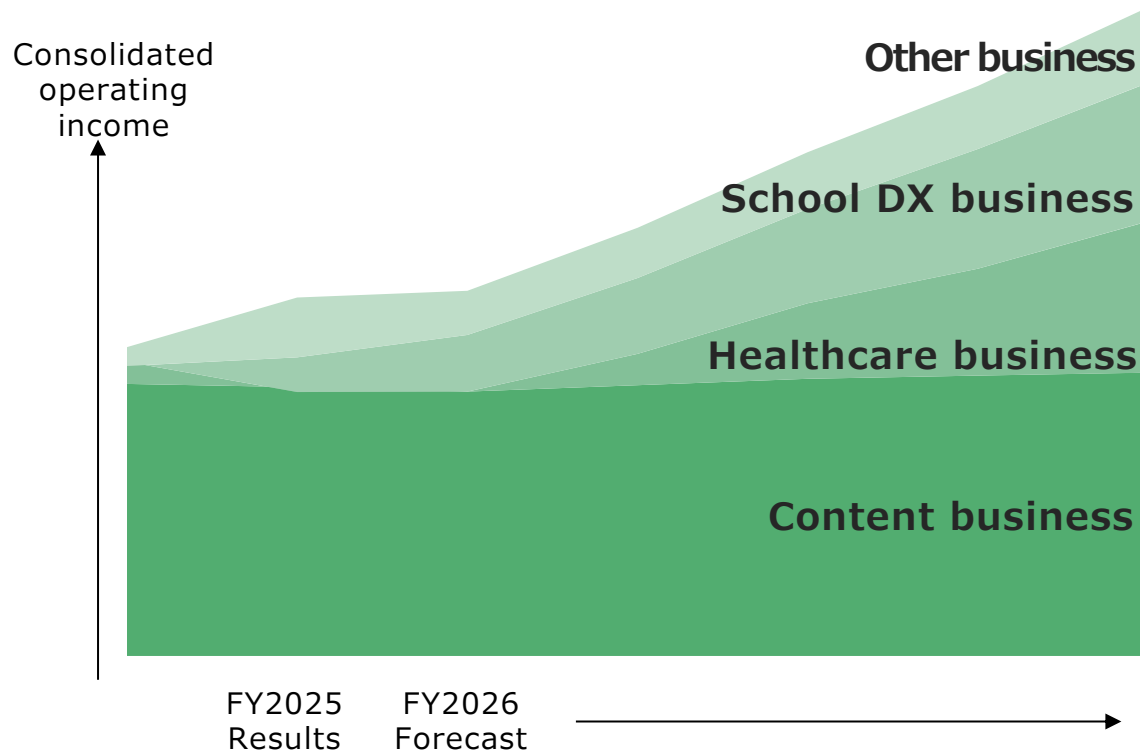
Q4 Onward Initiatives

Basic policies and priority issues for FY2026

School DX business: Contributing to earnings in the short to medium term

Healthcare business: Contributing to earnings in the medium to long term

Image of Consolidated Operating Profit Growth



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

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

Content business

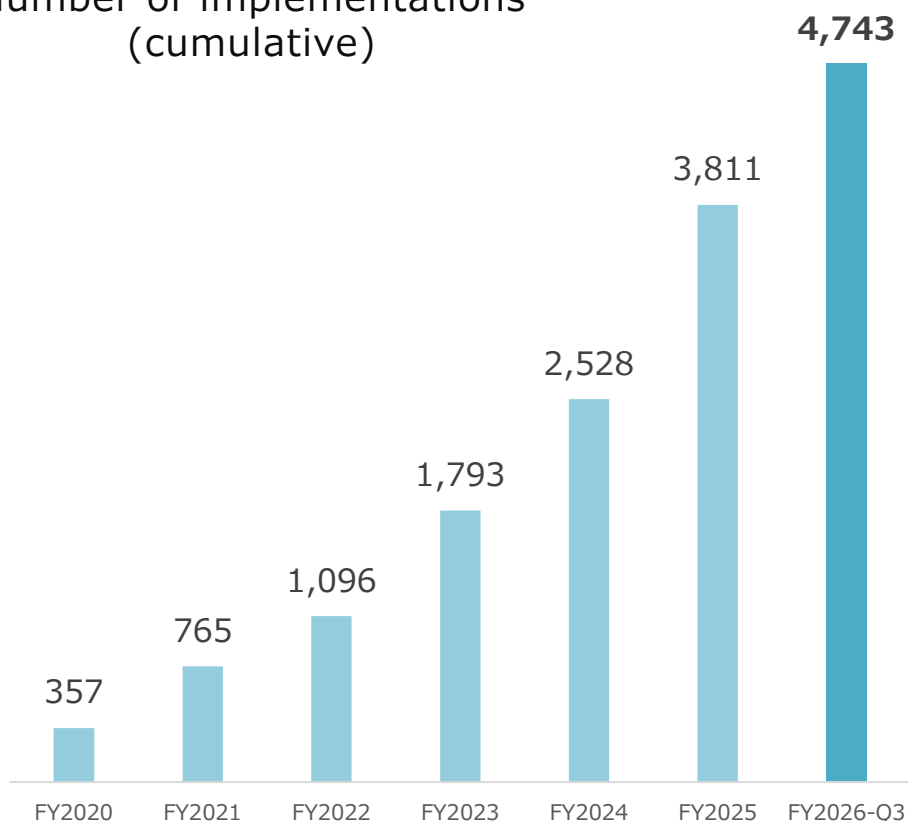
Securing profit

- Security-related app growth

Healthcare business: Cloud-based medication history service

The number of community pharmacies using the cloud-based medication history system is steadily increasing.

Number of implementations
(cumulative)



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

Medication guidance support

ČARADA 電子薬歴
Solamichi



AI automatic summarization feature

corte *

Automatically extract the necessary information for the medication history



* "corte" is a joint development between our subsidiary, Solamichi System Inc., and corte Inc.
* "corte" is a registered trademark of corte Inc.

Healthcare business: Pharmacy DX business

Expansion of cloud support for dispensing pharmacies

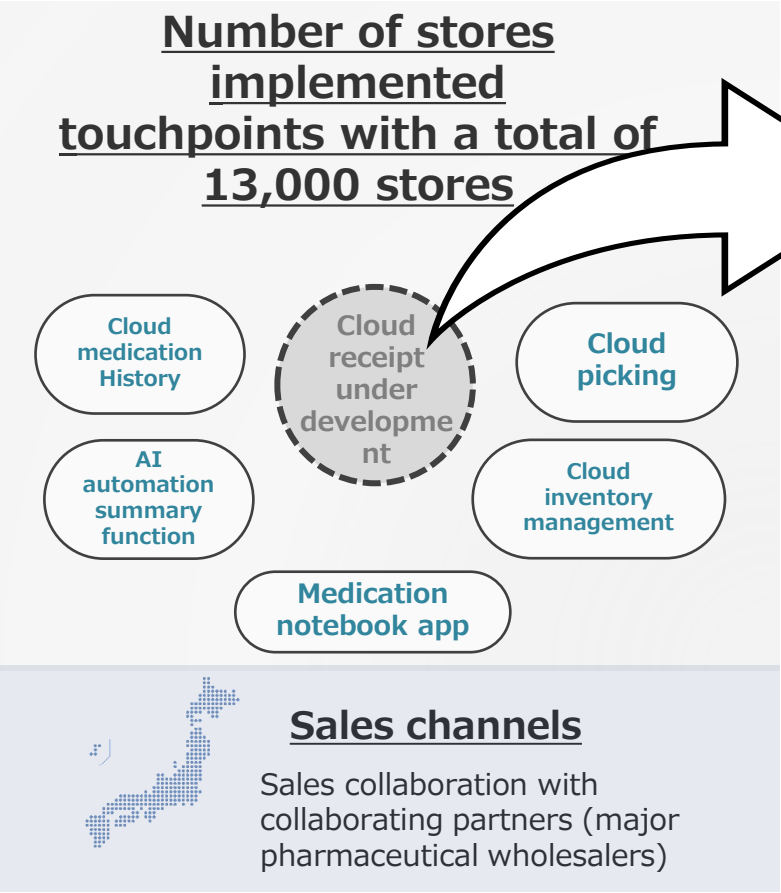
Transaction records



Next-Generation model commercialization of cloud receipt



Future profit growth model (Scenario for revenue expansion)



The Core of the Pharmacy System
Next-Generation cloud receipt
Final preparations for launch

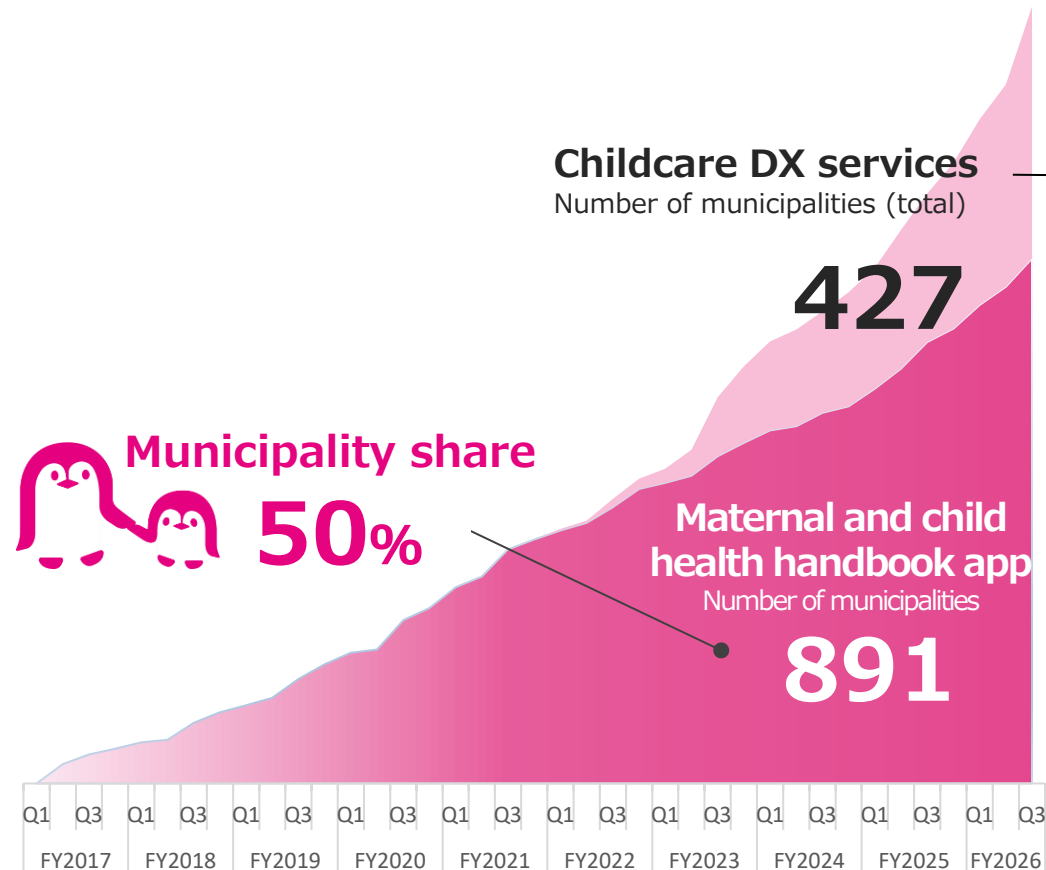
*The screen is from a development stage. Actual specifications may differ.



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

For municipalities that have already introduced the maternal and child health handbook app, the rollout of childcare DX services is also progressing smoothly.

We aim to expand earnings by accumulating multiple high value-added Childcare DX services.



Sales uplift image per municipality

- + Vaccination management for infants
Initial installation revenue: several million yen~
Monthly fee: several hundred thousand yen~
- + Infant health checkup management
- + Home visit support for all infants
- + Questionnaire and appointment-booking functions
Monthly fee
- + Pregnancy support
- + Online consultations
Monthly fee
- Maternal and child health handbook app
Monthly fee: 50,000–100,000 yen

Healthcare business: LunaLuna Mirai Support

Expansion of partnership agreements at the prefectural level (8 prefectures)

Existing Businesses



Projects for Municipalities (Prefectural Areas)

BtoC

LunaLuna

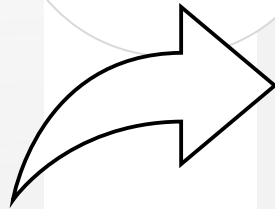
Supporting every woman
throughout her life
Women's Healthcare Services

End User Base

- Monthly paid membership
- 23 million free downloads



Some Services
via municipalities
Provided to
residents



BtoG

"LunaLuna Mirai Support" Program

(Preconception care support by local governments)

Main Service Areas and Services of "LunaLuna Mirai Support"

General Stage

Menstrual Date
Prediction

Friendly Day

Pill (OC/LEP)

Pregnancy
Stage

Ovulation Date
Prediction

Partner sharing

Junior

Pregnancy
Stage

Basal Body
Temperature Graph

Doctor's advice

Aging

Partnership Agreement Signed

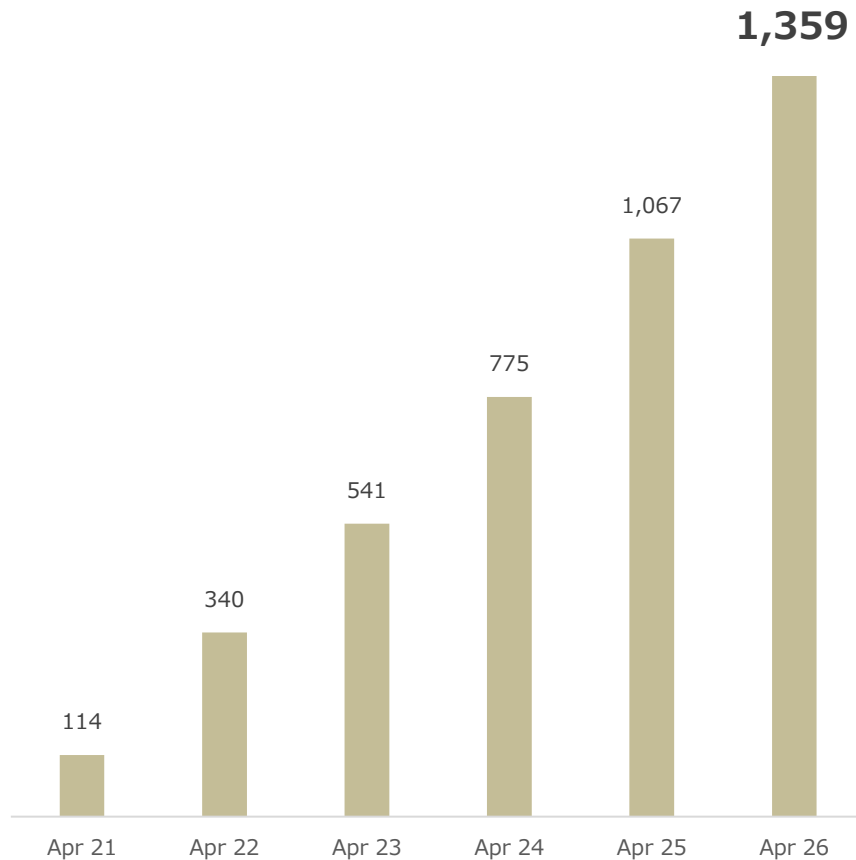
Niigata Prefecture
Miyagi Prefecture
Okayama Prefecture
Yamanashi Prefecture
Tochigi Prefecture
Ishikawa Prefecture
Gifu Prefecture
Yamaguchi Prefecture

⋮

Accumulated
implementation
experience
at the prefectural level

School DX business: Private school

Sustained expansion of private school share



Number of Schools implementing the facility **1,359 school**

Private School Share **50.0 %**

Contributing to stable growth of stock earnings

* Number of schools implemented: Reflects cancellations due to school corporation mergers or junior high/high school account consolidations.

* Private school share: Ministry of Education, Culture, Sports, Science and Technology website (FY2024 School Basic Survey, December 2025)

Calculated by our company based on the announcement on the 26th. Specialized training schools are counted only in schools with advanced faculties.

School DX business: Public school (for Municipalities)

Expansion of Public School Orders (Prefectural Level)

Expansion of orders at the prefectural level

Order Record

- Introduced in April 2025

Yamanashi Prefecture
High School

Prefectural Unit
First Order

- Introduced in April 2026

Yamanashi Prefecture
Elementary and Junior
High Schools

● Scheduled for introduction in April 2027

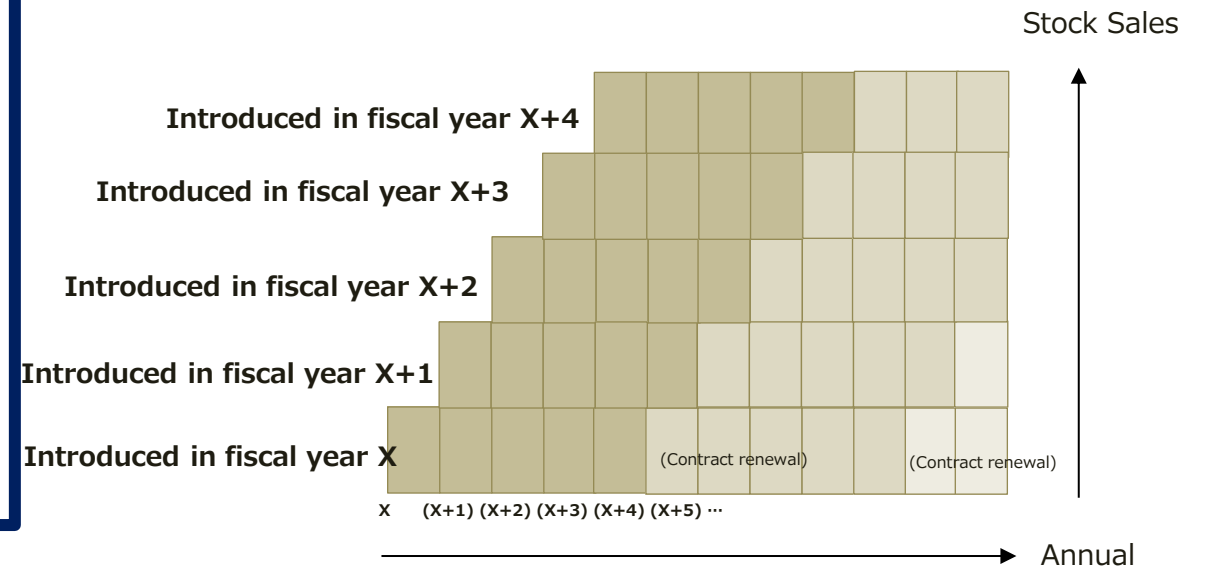
Fukushima Prefecture Elementary and
Junior High Schools
Fukushima Prefecture High School
Shimane Prefecture High School
Tochigi Prefecture High School
Okinawa Prefecture High School
Tagajo City Elementary and Junior High
Schools
Kamakura City Elementary and Junior High
Schools

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Initial sales: Scheduled to be recorded in FY2026 Q4-FY2027 Q2
Operating Revenue: Scheduled to be recorded from FY2027 Q3
onward (5 years)

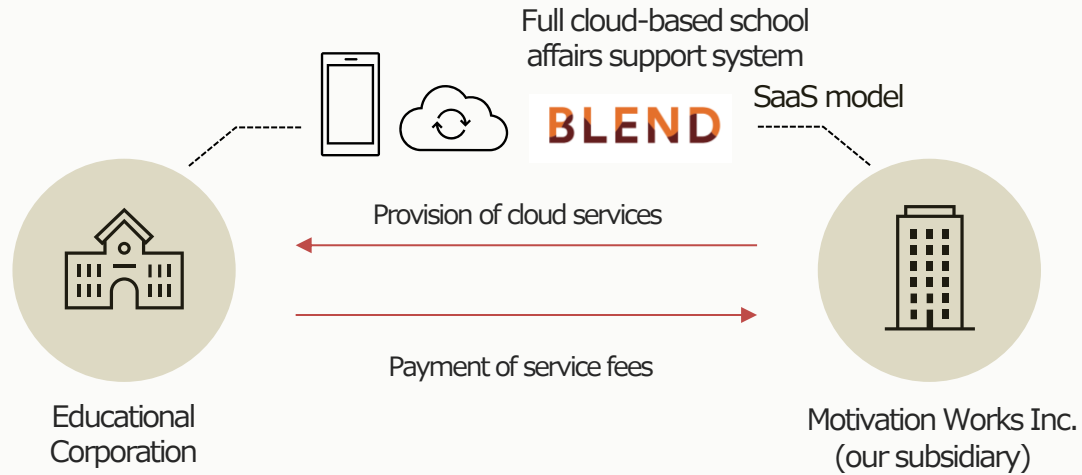
Strong growth potential

Image of Stock Sales Accumulation from Next Fiscal Year Onward



(Reference) School DX business : Business model

● Business model



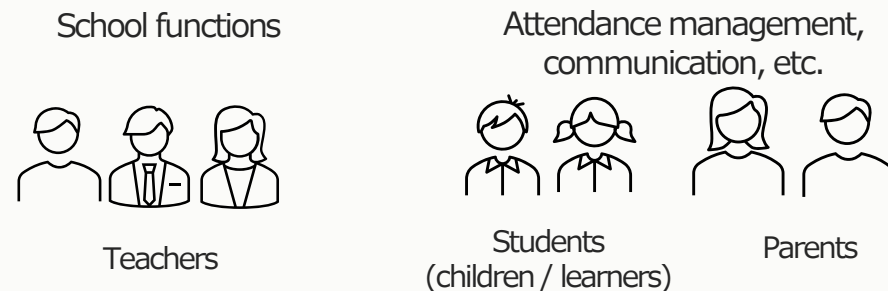
● Private schools

$$\text{Net sales} = \frac{\text{number of students}}{\text{(Average)}} \times \frac{\text{Monthly fee per student}}{\text{(unit price: ¥300)}} \times \text{Number of schools introduced}$$

● Public schools

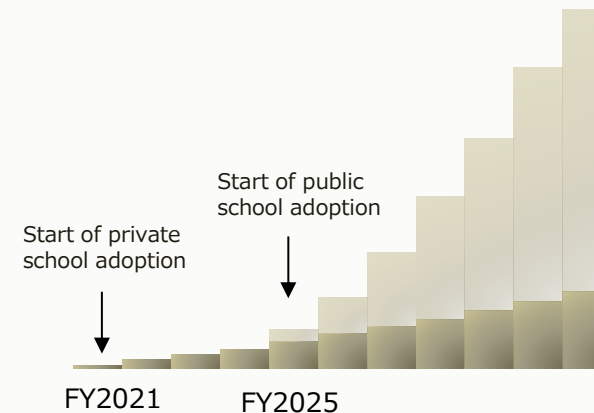
$$\text{Net sales} = \text{Initial installation fee} + \text{Monthly usage fee}$$

● End users



Key functions: Attendance management / Grade management / Report card management / Learning management / Student management / Student notes / Office administration / Health management / Entrance exam management / External exams / Communication management

● Growth image

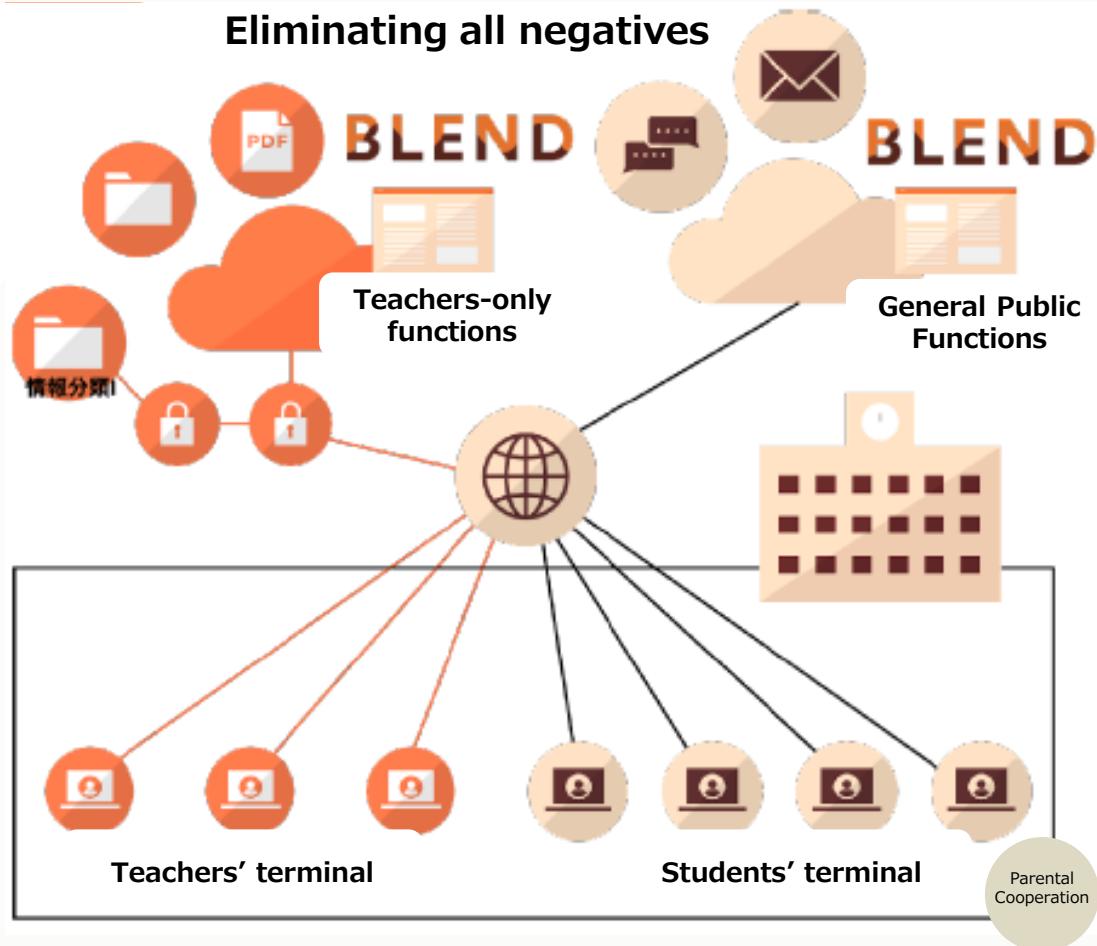


● Public schools:
Expansion of orders at the prefectural (wide-area) level

● Private schools:
Expansion to elementary schools and vocational schools as well

(Reference) School DX business : Business expansion

Full cloud-based implementation of all key functions needed for a school administrative system



Functions

- Fully cloud-based centralized management of data
- Data linkage without returning to the staff room
- Data linkage with parents and guardians

Effects

- Reducing workload for school affairs
- Reducing system management costs

Values

Create an environment that enables concentration on essential education through the provision of school DX services



〈Contact us〉

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