MTI Ltd.

Online Financial Results Briefing: Summary of Q&A
(Q1 FY2026 Financial Results Briefing (Held February 10, 2026))

Q1: How do you envision the revenue model for the healthcare business *LunaLuna Mirai Support*?
A1: Following Miyagi Prefecture, we have also signed partnership agreements with municipalities in Nagano Prefecture. We are currently receiving inquiries from multiple prefectures and municipalities, and we are in the phase of expanding the regions where the service is introduced. In addition, the introduction of this service has a positive impact on our municipal maternal and child health record app *Boshimo* and our childcare DX business. We expect to further expand deployment to municipalities that have not yet adopted the service, as well as to broaden the reach of our childcare DX initiatives.
Q2: Could you provide more detail on the first-quarter progress compared with your company plan? How do you assess the overall results, and were there any particularly positive or negative aspects?
A2: Regarding the first-quarter progress against our company plan, operating profit reached 836 million yen compared with the first-half target of 1.5 billion yen, and overall we view the results as progressing smoothly. Looking at individual businesses, there were no particularly significant positives or negatives. However, in the school DX business, we secured the compulsory education project in Yamanashi Prefecture, and the initial implementation revenue was recorded as planned. In addition, effective control of selling, general and administrative expenses contributed to performance exceeding the plan for this segment.
Q3: Could you tell us the number of schools scheduled to introduce the school DX system *BLEND* in April 2026?
A3: The peak of our sales activities will be from February to March, but based on the current situation, we expect the number to be roughly in line with last year's level.