



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

I would now like to give you an overview of the results for the first quarter of the fiscal year ended September 2026.

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.

Here are the financial highlights.

Net sales increased year on year, resulting in both higher revenue and higher profit.

Key achievements in each business segment are as follows:

- In the content business, the number of monthly paying subscribers remained flat at 3.23 million.
- In the healthcare business, the number of pharmacies that have adopted our cloud-based medication history system reached a cumulative total of 4,166 stores.
- In the school DX business, new contracts for next fiscal year are steadily accumulating.

Details for each initiative will be explained later in the presentation.

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%			

I would now like to explain the consolidated P/L.

Net sales increased 6.9% year on year to ¥7.773 billion. Operating profit and ordinary profit both increased, supported by higher revenue and controlled selling, general and administrative expenses, reaching ¥835 million and ¥923 million, respectively.

Profit attributable to owners of parent remained flat at ¥603 million.

Consolidated SG&A

SG&A: Slight increase

(Unit : Mil yen)	FY2025 1Q	FY2026 1Q	YoY		
			Amount	Percentage	
SG&A	4,692	4,872	+180	+3.8%	● Promotion expenses for AdGuard remain flat.
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%	

SG&A expenses totaled ¥4.872 billion.
As advertising expenses remained flat, SG&A stayed at the same level as the same period of the previous year.

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

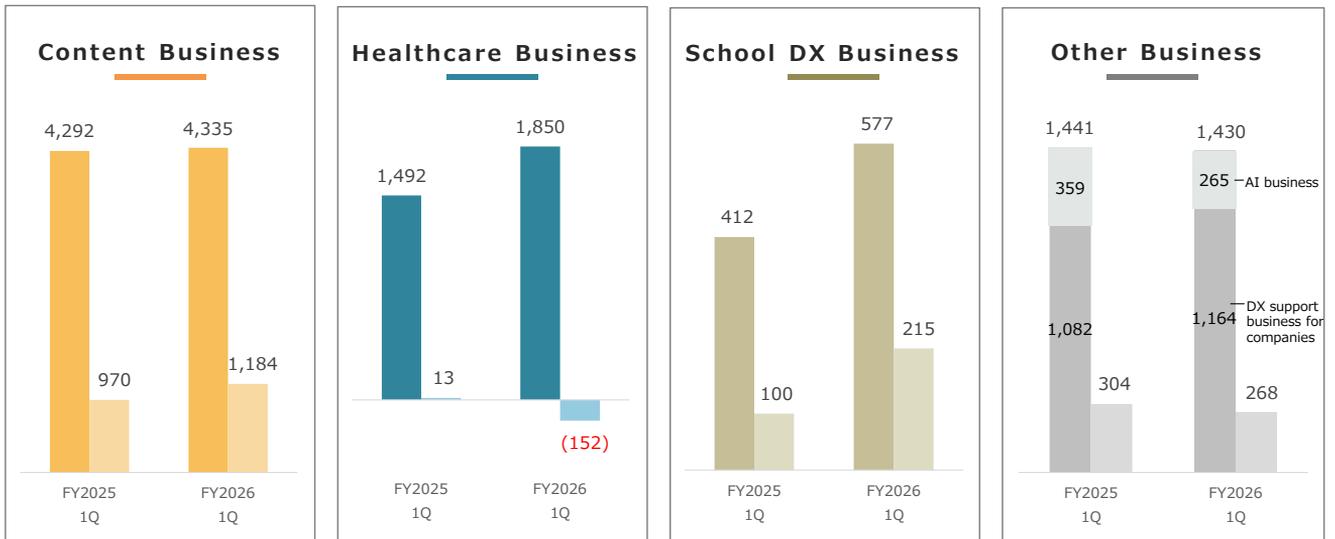
- AI business
- DX support business for companies
- Solution service for corporate



Next, I would like to explain the performance by segment.

Performance by segment (YoY)

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



Copyrights (c) 2026 MTI Ltd. All Right Reserved

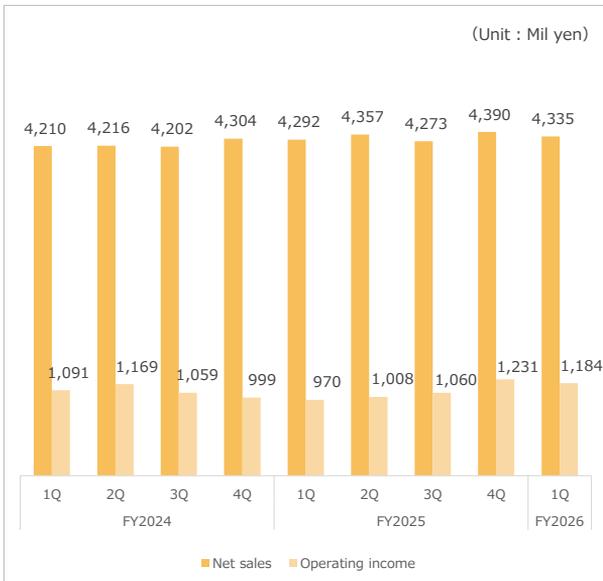
7

As shown, the year on year comparison is as follows:

In terms of net sales, revenue increased in the content business, healthcare business, and school DX business, while the other business segment remained flat.

As for operating profit, the healthcare business recorded a larger loss, and the other business posted a slight decrease in profit. However, both the content business and the school DX business achieved higher operating profit year on year.

Content business : Net sales and operating income



QoQ

Net sales: Flat

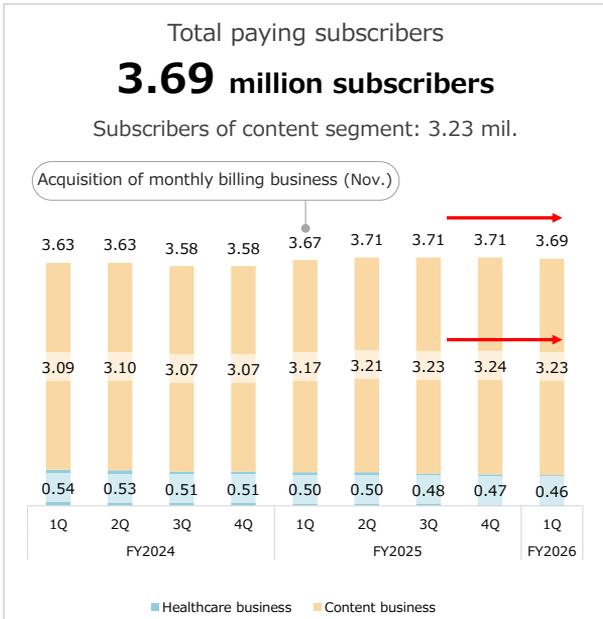
- Paid subscribers remain flat

Operating income: Flat

This slide shows the quarterly trend of the content business.

In the content business, since the number of paying subscribers remained flat compared with the previous quarter, net sales were also flat at ¥4.335 billion, and operating profit came to ¥1.184 billion.

Content business : The number of paying subscribers



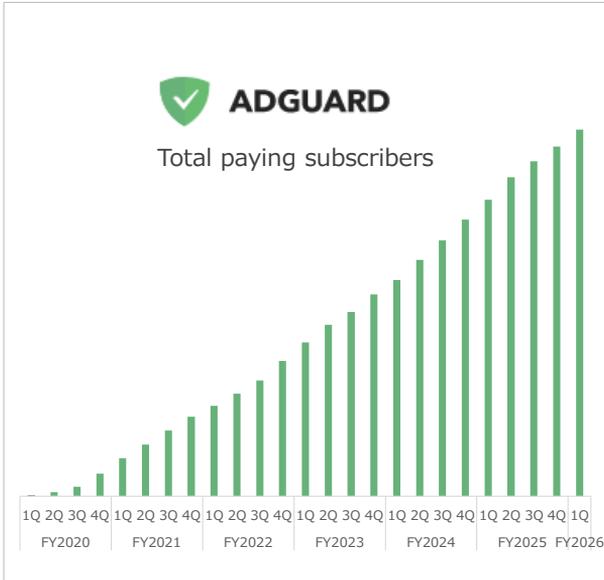
Number of paying subscribers remained flat

- Brisk security-related app

Regarding the number of paying subscribers in the content business, subscriptions for security-related apps continued to perform well, resulting in a stable total of 3.23 million users.

Including the healthcare business, the total number of paying subscribers reached 3.69 million.

Content business: Security-related app



The security-related app continues to perform well

Total paying subscribers

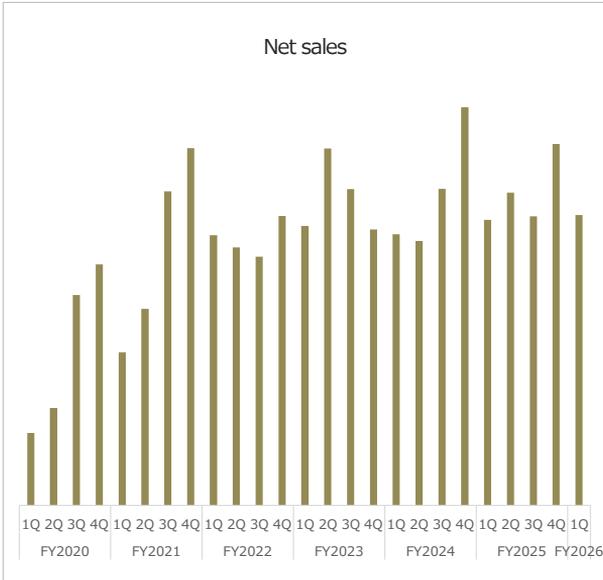
1.22 million subscribers

Four functions

- Ad blocking
- Trace blocking
- Threat blocking
- Parent function (Child protection function)

The number of paid subscribers to the security app *AdGuard* continues to grow steadily, reaching 1.22 million at the end of December.

Content business: Original comics content business

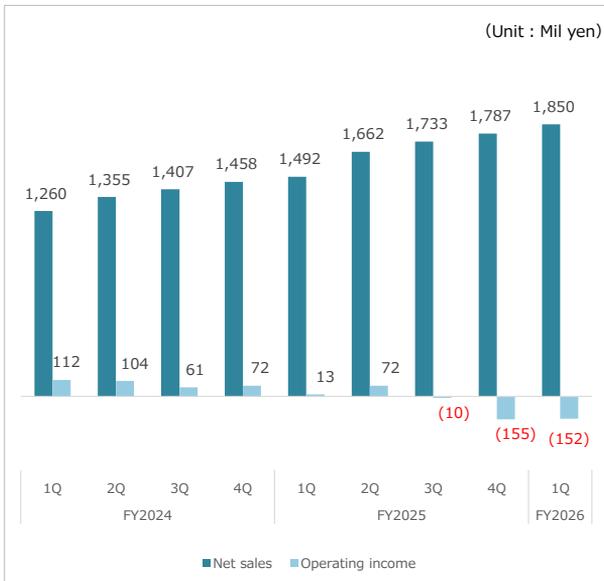


Original comics content business
Stable transition

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

Revenue from the original comic business has remained generally stable, with some fluctuations.

Healthcare business: Net sales and operating income



QoQ

Sales growth

- Cloud-based medication history service is progressing smoothly

QoQ

Operating loss: Flat

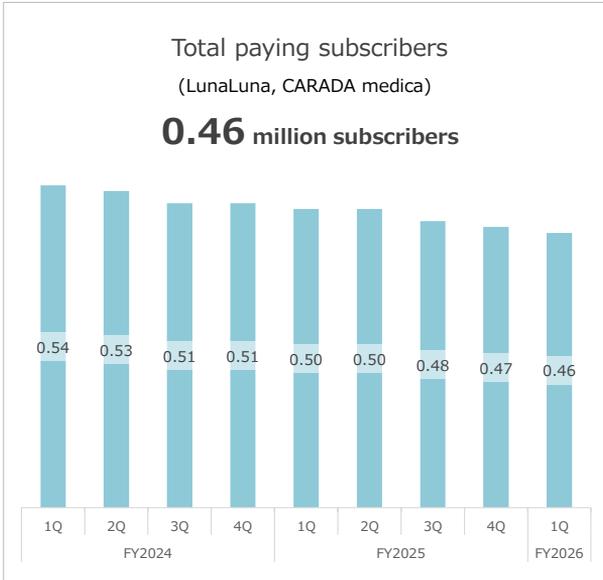
- Increase in system development costs for pharmacy DX and childcare DX
- LunaLuna Mirai support cost burden

Next, let me explain the quarterly trends in the healthcare business. The cloud-based medication record business continued to perform well, and net sales reached ¥1.85 billion.

The operating loss remained at the same level as the previous quarter, at ¥152 million.

This was due to system development costs for the pharmacy DX and childcare DX businesses, as well as expenses related to *LunaLuna Mirai Support*, our *LunaLuna*-brand service for local governments.

Healthcare business: Monthly content service



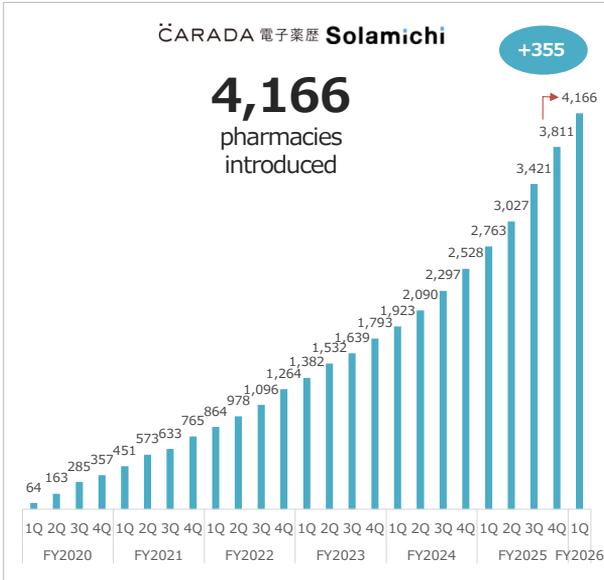
Monthly subscription content service

Total paying subscribers

QoQ: Levelled off

The number of paying subscribers in the healthcare business remained flat at 460,000.

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

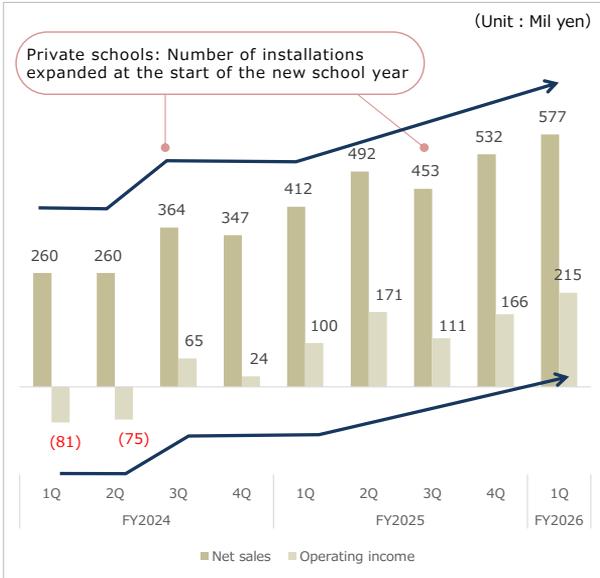
In the cloud-based medication history business, the number of pharmacies adopting our system continued to grow steadily, contributing to revenue growth in the healthcare business.

Our promotional efforts targeting medium-sized and larger pharmacy chains and drugstores were effective.

The number of new installations in the first quarter was 355 stores, bringing the cumulative total to 4,166 stores.

While installations at major chains progressed smoothly, adoption has largely run its course, and we expect the pace of new installations to stabilize going forward.

School DX business: Net sales and operating income



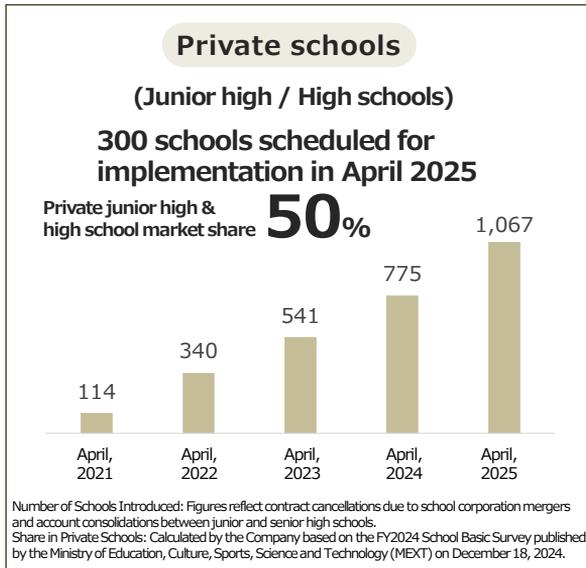
QoQ

Sales growth
Operating income expansion

+ Public Schools: Initial implementation sales

In the school DX business, net sales were ¥577 million, and operating profit was ¥215 million. Both revenue and profit increased, as we were able to record three months' worth of initial sales for compulsory education in Yamanashi Prefecture.

Expansion of school implementations



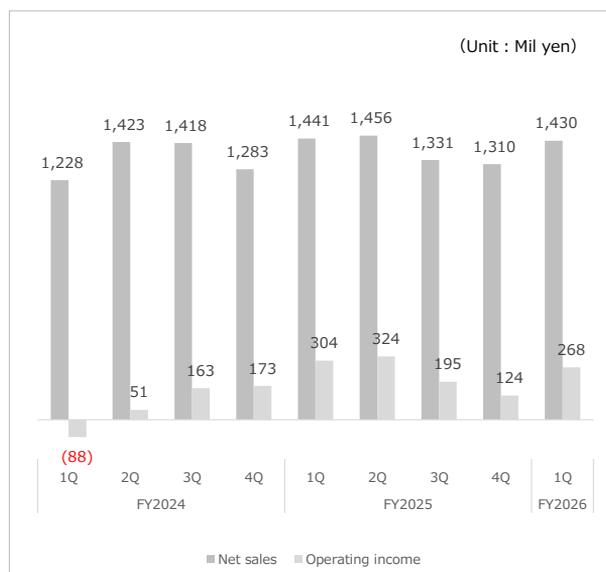
Public schools
(Elementary / Junior High / High Schools)

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

The number of schools using *BLEND*, our fully cloud-based school affairs support system, increases in April each year. Therefore, there have been no changes since our previous announcement.

Among private schools, cumulative installations have reached 1,067 schools, representing a 50% market share. Among public schools, the system has already been adopted by high schools in Yamanashi Prefecture.

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

In the other business segment, net sales increased to ¥1.43 billion, and operating profit reached ¥268 million.

Orders in the corporate DX support business remained strong, and cost control in the AI business contributed to higher operating profit compared with the previous quarter.

This concludes the financial results for the first quarter of the fiscal year ending September 2026.

Future approach

Next, I would like to explain the 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

From the second quarter onward, we will continue to focus on driving revenue and profit growth in the healthcare business and the school DX business.

Across all segments, we will continue to work on the key strategic priorities shown here.

Healthcare business: Cloud-based medication history service

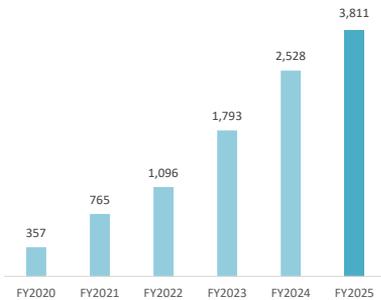
CARADA 電子薬歴 Solamichi



Further expansion of the number of implementations.

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

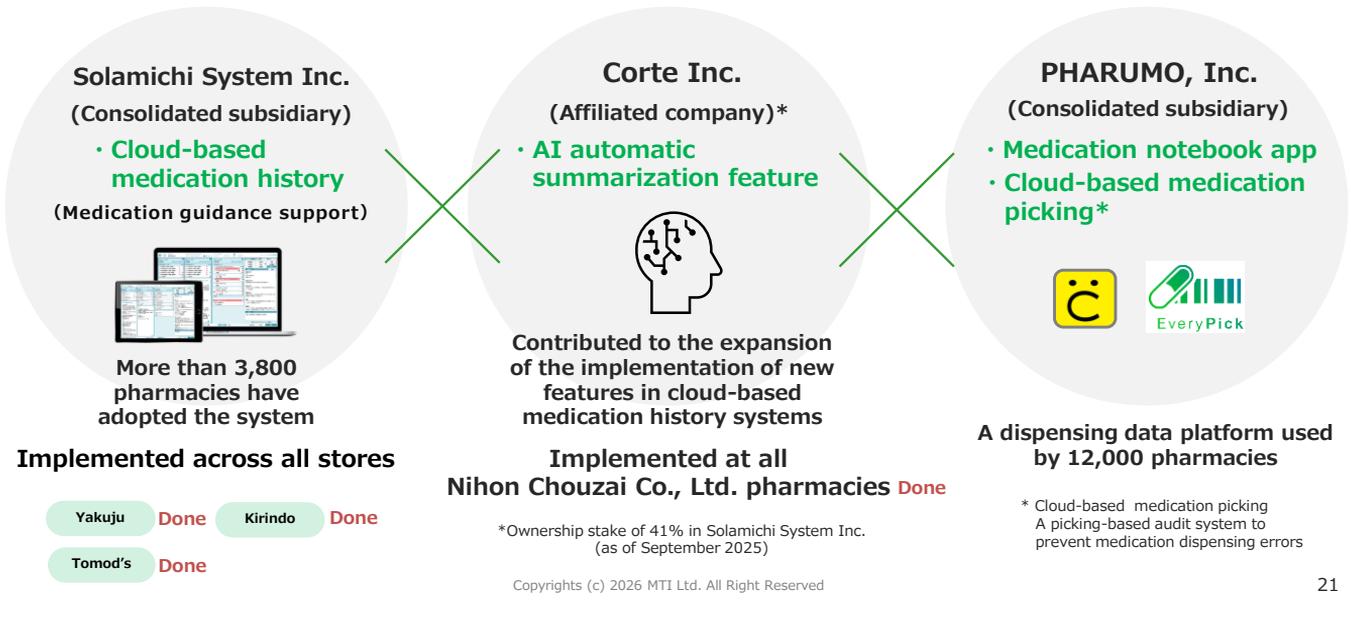
Number of implementations



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

In the cloud-based medication history business, we will continue to promote sales to medium-sized and larger pharmacies and drugstores—an area that has performed strongly since the previous fiscal year—and further expand the number of installations.

Enhancing the lineup of cloud services for dispensing pharmacies



In the Pharmacy DX domain, we are enhancing services beyond the cloud-based medication record system.

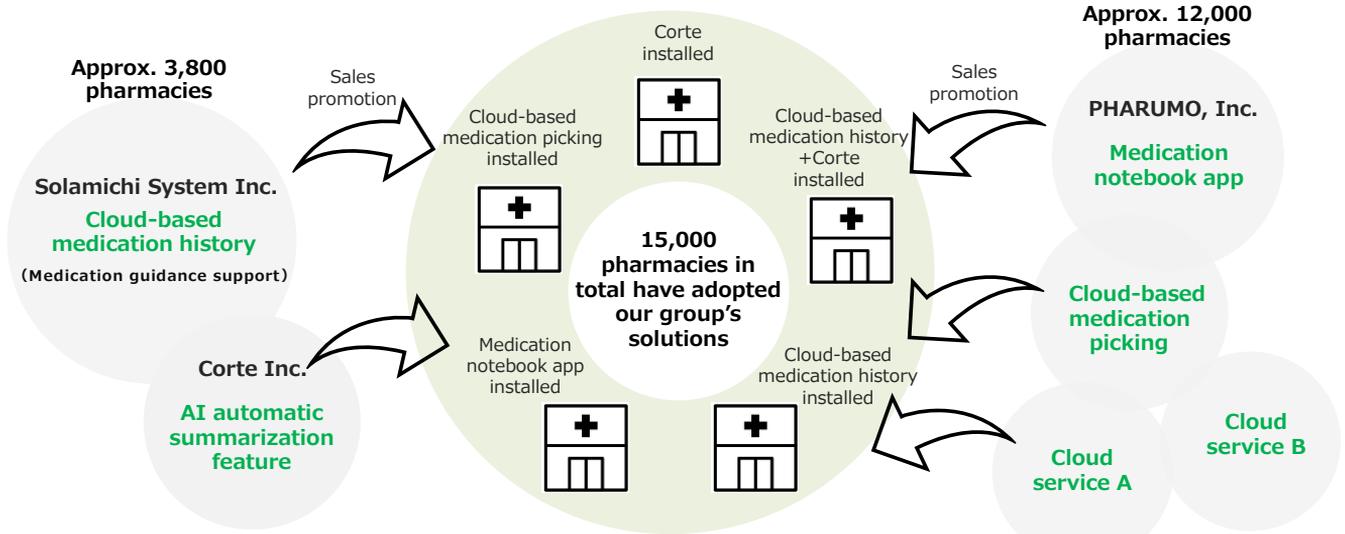
Multiple products are steadily accumulating installation results, including Solamichi System’s cloud-based medication history system, our affiliate’s AI automatic summarization function, Pharumo’s medication notebook app, and its cloud-based picking system.

In addition, development of our cloud-based receipt computer (cloud-based Receipt system) is also progressing. As for the cloud-based medication history system, installations at major chains have largely run their course.

We will nevertheless continue to proactively pursue further expansion in new installations.

Group-wide deployment in 20% of pharmacies

Transactions with over 15,000 pharmacies nationwide



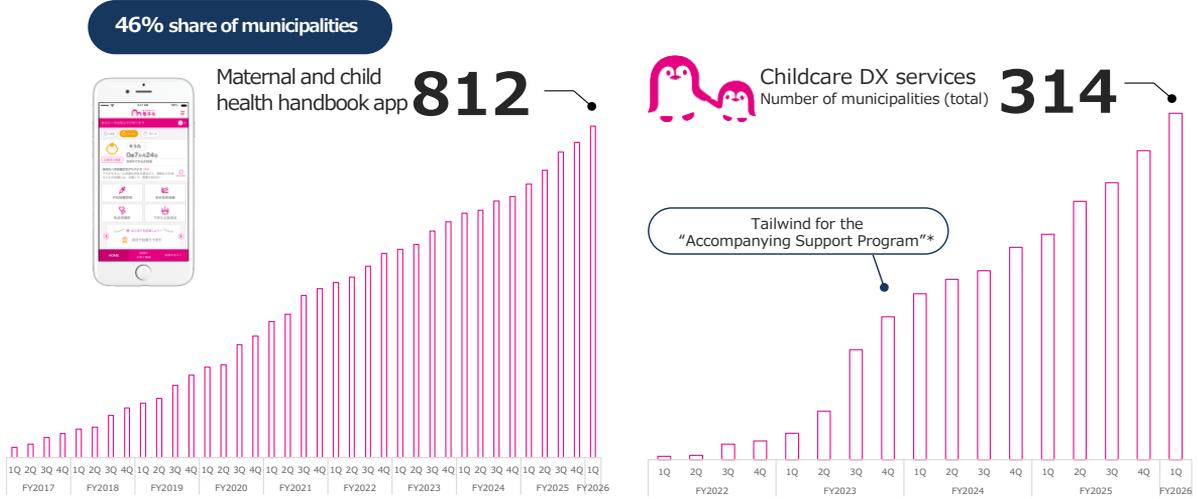
Across the Group, the number of pharmacies that have implemented our solutions has exceeded 15,000, covering 20% of all pharmacies nationwide.

By promoting the adoption of these multiple cloud-based solutions, we aim to shift the pharmacy workflow systems from traditional on-premise environments to cloud-centered operations.

In addition, by supporting pharmacies in building stronger connections with patients through our medication notebook app, we will continue to drive revenue and profit growth in the pharmacy DX business.

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

Childcare DX services steadily adopted by municipalities using *Boshimo*



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

In the childcare business, our maternal and child health record app had been adopted by 812 municipalities as of the end of September, representing a 46% share.

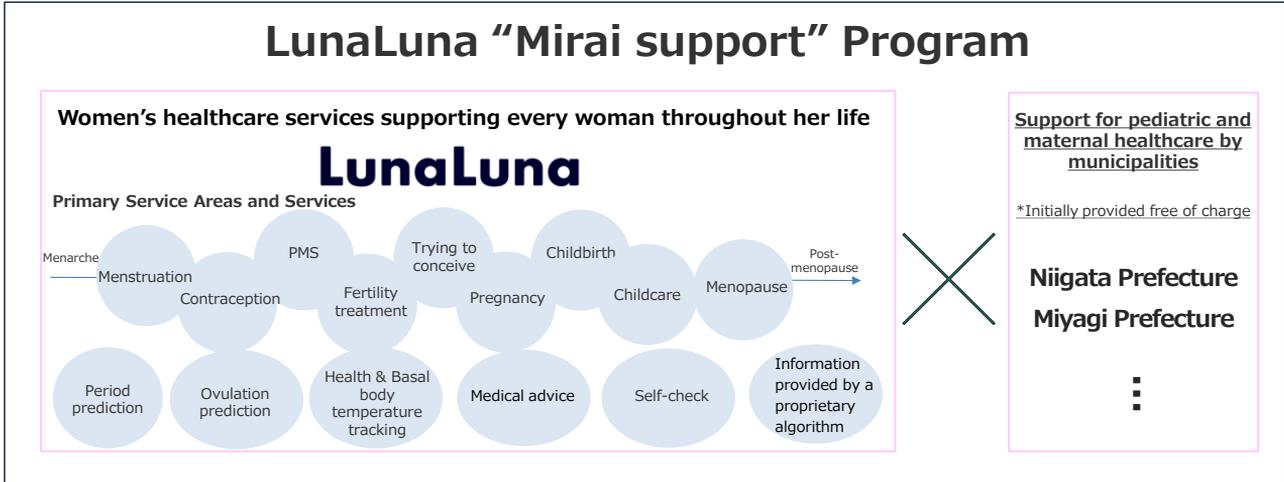
Our high value-added childcare DX services are also performing well, expanding to a cumulative total of 314 municipalities.

We will continue to promote app adoption among municipalities that have not yet introduced it, and for municipalities already using the app, we will encourage broader use of our childcare DX services—such as pediatric vaccination management and infant health checkup services—so that these initiatives contribute to future profit growth.

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



In the *LunaLuna* women’s healthcare service, we signed a partnership agreement with Miyagi Prefecture in January, following Niigata Prefecture in October last year.

This initiative serves as a stepping stone toward future business growth, as well as a challenge aimed at shifting our model from an end-user business to a government-oriented model.

LunaLuna’s premium service is a women’s healthcare service that supports all stages of a woman’s life.

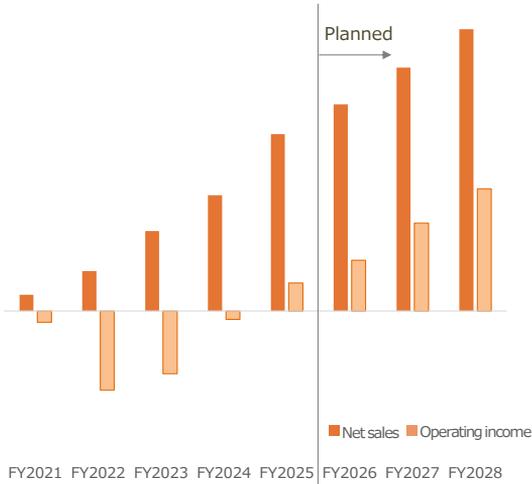
Through *LunaLuna Mirai Support*, local residents can use *LunaLuna* for approximately two years free of charge.

After that period, we receive service fees from the municipalities. This municipality-oriented service is most commonly used for fertility support.

In municipalities that launched the service ahead of others in the summer of 2024, we are already seeing improvements in natural pregnancy rates.

As the service is well received as a community-wide health initiative, we plan to continue expanding partnerships with other municipalities.

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

The school DX business continues to perform strongly.

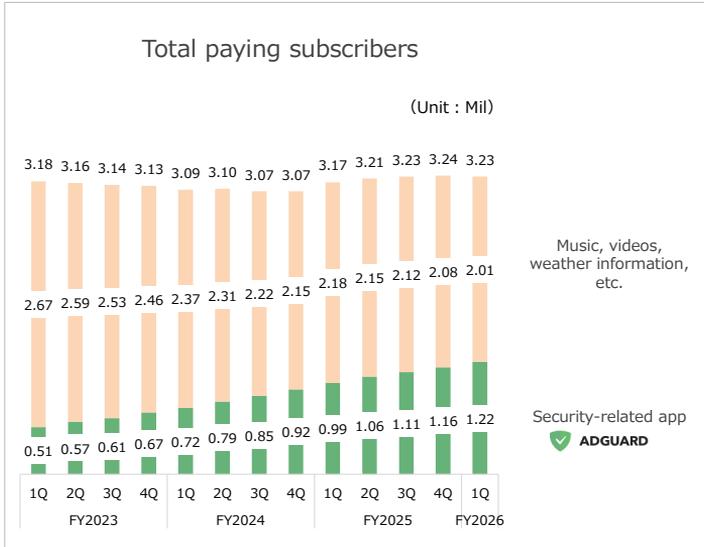
In the private school segment, new contracts for introduction next fiscal year are steadily accumulating.

In the public school segment as well, the rollout to elementary and junior high schools in Yamanashi Prefecture is scheduled for April.

With this, all elementary, junior high, and high schools in the prefecture will have adopted *BLEND*.

Leveraging this track record, we will continue actively pursuing adoption in other prefectures.

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

In the content business, we will continue to strategically invest in advertising and promotion for content that can sustain growth, such as our security-related apps.

We also sold our video streaming business, which had approximately 70,000 paying subscribers; however, the impact on the content business’s operating profit is minimal.



〈Contact us〉
Investor Relations Office
e-mail: ir@mti.co.jp
<https://ir.mti.co.jp/eng/>

Copyrights (c) 2026 MTI Ltd. All Right Reserved

This concludes the explanation.
Thank you for your time.