

**Online Financial Results Briefing: Summary of Q&A**  
**(Q2 FY2026 Financial Results Briefing (Held on May 13, 2026))**

**Q1:** For private schools, the number of school installations scheduled for April 2026 exceeded the previous year.

Could you tell us about the future outlook for both private schools and public schools?

**A1:** For private schools, our sales efforts have mainly focused on junior high schools and high schools.

Going forward, we plan to broaden our target to include elementary schools and vocational schools to further expand the number of installations.

Because we have developed functionality in response to various requests from private schools, the system already has capabilities that adequately meet the requirements of public schools as well.

Thanks to this, in addition to Yamanashi Prefecture, we have secured orders in Fukushima Prefecture, Shimane Prefecture, and Tagajo City.

We intend to continue expanding orders for public schools.

**Q2:** Could you explain the AI business within the other business segment and the outlook for the next fiscal year?

**A2:** Our AI business is primarily led by our subsidiary, Automagi.

This business is steadily expanding, including AI-related projects involving our shareholder, Tokyo Electric Power Company.

Looking ahead, we expect orders to grow not only based on our track record but also in additional areas such as the transportation sector.

**Q3:** On page 19 of the presentation materials, the growth image for the school DX business shows relatively small profit growth next fiscal year. Is this due to any upfront investments or similar factors?

**A3:** We do not foresee any specific factors that would limit profit growth next fiscal year.

Regarding the school DX business, we have already secured orders for elementary, junior high, and high schools in Shimane Prefecture and for high schools in Fukushima Prefecture, with implementation planned for April 2027.

As a result, we expect to record initial installation revenue in the first half of next fiscal year, and from the second half onward, revenue from monthly usage fees will begin to be recorded.

We will therefore continue to pursue profit expansion in the School DX Business through further order growth, particularly in the public school segment.