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# Quarterly trends and results

Earnings (cumulative)	FY04/25				FY04/26				FY04/26	
(JPYmn)	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	% of Est.	Company forecast
Revenue	13,291	26,623	40,551	55,073	15,178				25.3%	60,000
YoY	-5.3%	-1.7%	1.4%	3.8%	14.2%					8.9%
Cost of revenue	9,342	18,818	28,726	39,360	10,986					
YoY	-5.8%	-2.4%	1.4%	4.5%	17.6%					
Cost ratio	70.3%	70.7%	70.8%	71.5%	72.4%					
Gross profit	3,949	7,805	11,825	15,713	4,192					
YoY	-4.2%	0.2%	1.5%	2.1%	6.1%					
Gross profit margin	29.7%	29.3%	29.2%	28.5%	27.6%					
SG&A expenses	2,486	4,780	7,134	9,830	2,505					
YoY	1.1%	1.3%	2.1%	3.5%	0.7%					
SG&A-to-sales ratio	18.7%	18.0%	17.6%	17.8%	16.5%					
OP	1,463	3,025	4,690	5,884	1,687				27.7%	6,100
YoY	-12.1%	-1.5%	0.4%	-0.1%	15.3%					3.7%
OPM	11.0%	11.4%	11.6%	10.7%	11.1%					10.2%
Recurring profit	1,451	3,077	4,639	5,231	1,650				28.6%	5,770
YoY	-10.6%	2.1%	1.0%	-9.1%	13.7%					10.3%
Recurring profit margin	10.9%	11.6%	11.4%	9.5%	10.9%					9.6%
Net income	814	1,768	2,528	2,749	1,063				30.4%	3,500
YoY	-5.7%	-10.7%	-11.9%	-22.9%	30.6%					27.3%
Net margin	6.1%	6.6%	6.2%	5.0%	7.0%					5.8%
Quarterly (JPYmn)	FY04/25				FY04/26					
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4		
Revenue	13,291	13,332	13,928	14,522	15,178					
YoY	-5.3%	2.3%	7.8%	11.3%	14.2%					
Cost of revenue	9,342	9,476	9,908	10,634	10,986					
YoY	-5.8%	1.2%	9.4%	14.2%	17.6%					
Cost ratio	70.3%	71.1%	71.1%	73.2%	72.4%					
Gross profit	3,949	3,856	4,020	3,889	4,192					
YoY	-4.2%	5.1%	4.1%	4.2%	6.1%					
Gross profit margin	29.7%	28.9%	28.9%	26.8%	27.6%					
SG&A expenses	2,486	2,294	2,354	2,695	2,505					
YoY	1.1%	1.4%	4.0%	7.2%	0.7%					
SG&A-to-sales ratio	18.7%	17.2%	16.9%	18.6%	16.5%					
OP	1,463	1,562	1,665	1,193	1,687					
YoY	-12.1%	11.0%	4.2%	-2.0%	15.3%					
OPM	11.0%	11.7%	12.0%	8.2%	11.1%					
Recurring profit	1,451	1,625	1,562	592	1,650					
YoY	-10.6%	16.9%	-1.0%	-49.2%	13.7%					
Recurring profit margin	10.9%	12.2%	11.2%	4.1%	10.9%					
Net income	814	954	759	221	1,063					
YoY	-5.7%	-14.6%	-14.5%	-68.3%	30.6%					
Net margin	6.1%	7.2%	5.5%	1.5%	7.0%					

Source: Shared Research based on company materials

Notes: Figures may differ from company materials due to differences in rounding methods.

## Earnings trends by segment

Earnings (cumulative)	FY04/25				FY04/26				FY04/26	
(JPYmn)	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	% of Est.	Company forecast
Revenue	13,291	26,623	40,551	55,073	15,178				25.3%	60,000
YoY	-5.3%	-1.7%	1.4%	3.8%	14.2%					
5G Infrastructure Support	2,547	5,166	7,839	10,568	2,869					
YoY	4.9%	4.9%	5.6%	6.4%	12.7%					
% of revenue	18.3%	18.5%	18.5%	18.4%	18.2%					
5G Lifestyle Support	6,214	12,619	19,177	26,308	6,919					
YoY	-18.2%	-7.6%	-3.7%	-1.1%	11.3%					
% of revenue	44.6%	45.3%	45.2%	45.7%	43.9%					
Enterprise/Creator 5G DX SupportDX Support	5,162	10,076	15,375	20,699	5,974					
YoY	10.6%	2.8%	4.9%	7.4%	15.7%					
% of revenue	37.1%	36.2%	36.3%	36.0%	37.9%					
Other	-	-	-	-	-					
YoY	-	-	-	-	-					
% of revenue	-	-	-	-	-					
Adjustments	-632	-1,238	-1,839	-2,502	-585					
OP	1,463	3,025	4,690	5,884	1,687				27.7%	6,100
YoY	-12.1%	-1.5%	0.4%	-0.1%	15.3%					
OPM	11.0%	11.4%	11.6%	10.7%	11.1%					
5G Infrastructure Support	325	689	1,056	1,405	498					
YoY	-29.7%	-27.4%	-25.7%	-13.0%	53.3%					

OPM	12.8%	13.3%	13.5%	13.3%	17.4%								
				% of OP		22.2%	22.8%	22.5%	23.9%	29.6%			
5G Lifestyle Support						769	1,638	2,671	3,546	918			
				YoY		-23.7%	-3.7%	7.0%	10.6%	19.3%			
				OPM		12.4%	13.0%	13.9%	13.5%	13.3%			
				% of OP		52.6%	54.1%	57.0%	60.3%	54.5%			
Enterprise/Creator 5G DX SupportDX Support						373	709	976	954	272			
				YoY		87.7%	64.5%	26.6%	-14.0%	-27.2%			
				OPM		7.2%	7.0%	6.4%	4.6%	4.6%			
				% of OP		25.5%	23.4%	20.8%	16.2%	16.2%			
Other						-5	-11	-16	-21	-5			
				YoY		-	-	-	-	-			
				OPM		-	-	-	-	-			
				% of OP		-0.4%	-0.4%	-0.3%	-0.4%	-0.3%			
Adjustments						1	-1	3	-1	5			
Quarterly(3-months)						FY04/25				FY04/26			
(JPYmn)						Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Revenue						13,291	13,332	13,928	14,522	15,178			
				YoY		-5.3%	2.3%	7.8%	11.3%	14.2%			
5G Infrastructure Support						2,547	2,619	2,673	2,729	2,869			
				YoY		4.9%	4.9%	6.9%	8.8%	12.7%			
				% of revenue		18.3%	18.8%	18.4%	18.0%	18.2%			
5G Lifestyle Support						6,214	6,405	6,557	7,131	6,919			
				YoY		-18.2%	5.8%	4.9%	6.3%	11.3%			
				% of revenue		44.6%	46.0%	45.1%	47.0%	43.9%			
Enterprise/Creator 5G DX SupportDX Support						5,162	4,914	5,299	5,325	5,974			
				YoY		10.6%	-4.2%	9.1%	15.2%	15.7%			
				% of revenue		37.1%	35.3%	36.5%	35.1%	37.9%			
Other						-	-	-	-	-			
				YoY		-	-	-	-	-			
				% of revenue		-	-	-	-	-			
Adjustments						-632	-606	-601	-662	-585			
OP						1,463	1,562	1,665	1,193	1,687			
				YoY		-12.1%	11.0%	4.2%	-2.0%	15.3%			
				OPM		11.0%	11.7%	12.0%	8.2%	11.1%			
5G Infrastructure Support						325	364	367	349	498			
				YoY		-29.7%	-25.1%	-22.2%	79.0%	53.3%			
				OPM		12.8%	13.9%	13.7%	12.8%	17.4%			
				% of OP		22.2%	23.3%	22.1%	29.2%	29.6%			
5G Lifestyle Support						769	869	1,033	875	918			
				YoY		-23.7%	25.4%	30.0%	23.4%	19.3%			
				OPM		12.4%	13.6%	15.8%	12.3%	13.3%			
				% of OP		52.6%	55.6%	62.1%	73.1%	54.5%			
Enterprise/Creator 5G DX SupportDX Support						373	336	267	-22	272			
				YoY		87.7%	44.6%	-21.4%	-	-27.2%			
				OPM		7.2%	6.8%	5.0%	-	4.6%			
				% of OP		25.5%	21.5%	16.1%	-1.8%	16.2%			
Other						-5	-5	-5	-5	-5			
				YoY		-	-	-	-	-			
				OPM		-	-	-	-	-			
				% of OP		-0.4%	-0.3%	-0.3%	-0.4%	-0.3%			
Adjustments						1	-1	3	-3	5			

Source: Shared Research based on company materials

Notes: Figures may differ from company materials due to differences in rounding methods.

Effective from the fiscal year ending April 2025, some expenses related to basic research, which had been classified in the 5G Infrastructure Support Business, 5G Lifestyle Support Business, and Enterprise/Creator 5G DX Support Business, were reclassified into the 5G Lifestyle Support Business since they have reached the social implementation stage. Accordingly, Q1, Q2, and Q3 FY04/24 results have also been revised, with Q4 FY4/24 (three months) results for each segment being the difference between full-year FY04/24 results (former classification) and cumulative Q3 FY04/24 results (new classification).

## Q1 FY04/26 results

- Revenue: JPY15.2bn (+14.2% YoY)
- Operating profit: JPY1.7bn (+15.3% YoY)
- Recurring profit: JPY1.7bn (+13.7% YoY)
- Net income attributable to owners of the parent: JPY1.1bn (+30.6% YoY)

In Q1 FY04/26, the company reported revenue of JPY15.2bn (+14.2% YoY), operating profit of JPY1.7bn (+15.3% YoY), recurring profit of JPY1.7bn (+13.7% YoY), and net income attributable to owners of the parent of JPY1.1bn (+30.6% YoY).

Against the company's full-year forecast, Q1 revenue reached 25.3% of the target (vs. 24.1% in Q1 FY04/25), operating profit 27.7% (24.9%), recurring profit 28.6% (27.7%), and net income attributable to owners of the parent 30.4% (29.6%). The company maintained its full-year forecast.

### 5G Infrastructure Support

- Revenue: JPY2.9bn (+12.7% YoY)
- Operating profit: JPY498mn (+53.3% YoY)

As business support services for MVNOs expanded steadily, revenue grew 12.7% YoY to JPY2.9bn, and operating profit rose 53.3% YoY to JPY498mn.

## 5G Lifestyle Support

- Revenue: JPY6.9bn (+11.3% YoY)
- Operating profit: JPY918mn (+19.3% YoY)

The company steadily increased the number of households for its 5G Homestyle service (an internet service for housing complexes). As a result, revenue increased 11.3% YoY to JPY6.9bn, and operating profit rose 19.3% YoY to JPY918mn. As of end-Q1 FY04/26, Giga Prize provided ISP services to roughly 1.38mn homes, up by about 34 thousand YoY.

## Enterprise/Creator 5G DX Support

- Revenue: JPY6.0bn (+15.7% YoY)
- Operating profit: JPY272mn (-27.2% YoY)

Revenue expanded driven mainly by strong demand in the affiliate and e-commerce related businesses. However, higher costs in the affiliate business, upfront investments aimed at future growth, and increased expenses such as provisions for doubtful accounts weighed on profit. As a result, revenue came to JPY6.0bn (+15.7% YoY), while operating profit declined to JPY272mn (-27.2% YoY).

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