



September 2025 Financial Results Briefing Document

(Disclosure on business plans and matters related to high growth potential)

November 14, 2025

Topics

FY2025 Actual

- Sales 8,579 mil.yen, Operating profit 2,074 mil.yen
- Landed as planned due to expansion of main genres and Our-own service, etc.

Group Company

- Impact on Consolidated Net Sales : 1,033 mil.yen, YoY 226%
- Besides Vermin/Pest genres, Other genres also contributed since FY2025

FY2026 Forecast

- Sales 9,800 mil.yen (YoY 114%), Operating profit 2,350 mil.yen (YoY 113%)
- Dividend forecast 55 yen (increased by 15 yen YoY) with good business result

Topics : Summary of Forecast of Financials and Dividend

	<u>FY2025 Actual</u>	<u>FY2026 Forecast</u>
Sales revenue	8,579 mil.yen	<u>9,800 mil.yen</u> (YoY 114%)
Operating profit	2,074 mil.yen	<u>2,350 mil.yen</u> (YoY 113%)
Net income ^{※1}	1,413 mil.yen	<u>1,600 mil.yen</u> (YoY 113%)
Dividend per share (Total Dividend amount ^{※2})	40.00 yen (957 million yen)	<u>55.00 yen</u> (1,316 million yen)

※1 Profit attributable to owners of the parent company

※2 Calculated based on the number of issued shares at the end of FY2025 (excluding treasury shares)

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FY2025

Performance reporting

Fiscal Year ending Sep. 30, 2025 results

FY2025 Sales revenue ended in YoY 114%, due to continuous sales increase of main genres and expansion of Our-own service such as Az support. Operating profit ended in YoY 116%, due to sales increase and continuous appropriate control of Advertisement cost ratio. Net income decreased due to the effect of tax effect accounting (YoY 96%).

	FY2025 YTD	FY2024 YTD	YoY change
Sales revenue	8,579 mil.yen	7,502 mil.yen	+1,076 mil.yen (114%)
Operating profit	2,074 mil.yen	1,790 mil.yen	+283 mil.yen (116%)
Net income※	1,413 mil.yen	1,467 mil.yen	(54) mil.yen (96%)

※Net income attributable to owners of the parent company

4Q (3 months) Fiscal Year ending Sep. 30, 2025 results

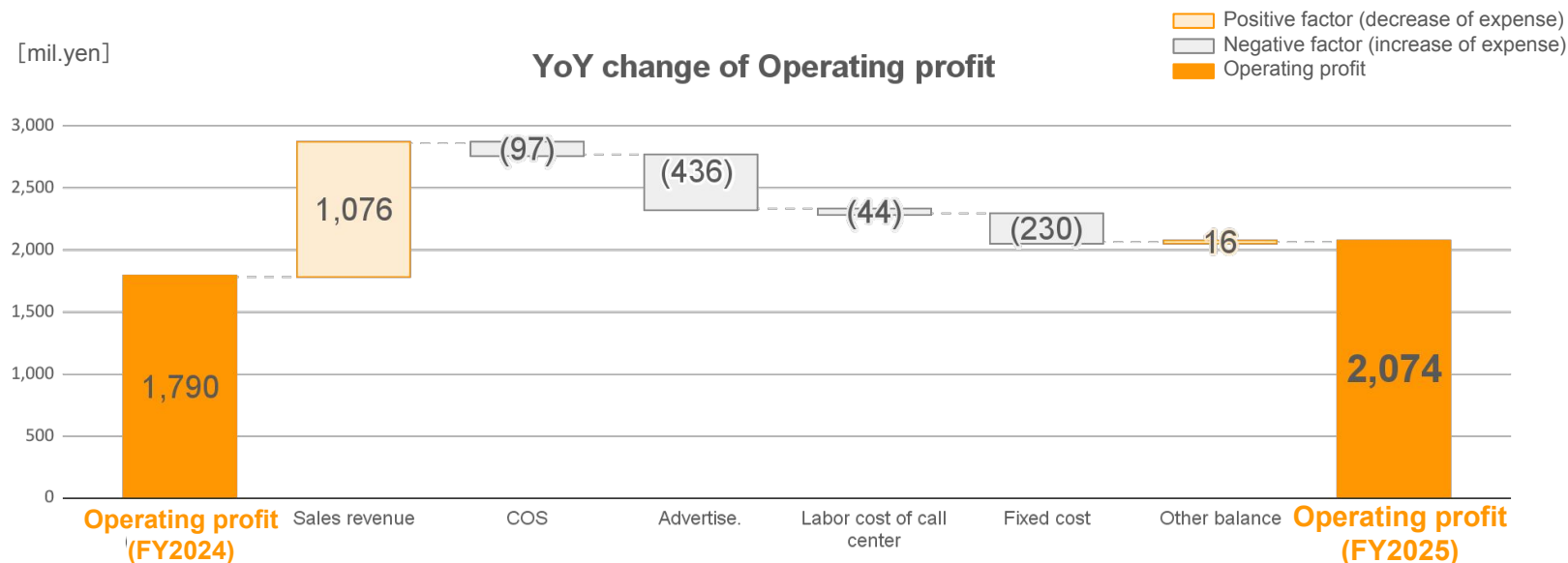
4Q Sales revenue ended in YoY 114%, due to sales increase of main genres and expansion of Az support, etc. Operating profit ended in YoY 110%, due to sales increase and continuous appropriate control of Advertisement cost ratio. Net income decreased due to the effect of tax effect accounting (YoY 98%).

	FY2025 4Q	FY2024 4Q	YoY change
Sales revenue	2,543 mil.yen	2,234 mil.yen	+309 mil.yen (114%)
Operating profit	633 mil.yen	576 mil.yen	+56 mil.yen (110%)
Net income※	456 mil.yen	465 mil.yen	(8) mil.yen (98%)

※Profit attributable to owners of the parent company

Analysis of YoY change of Operating profit of FY2025

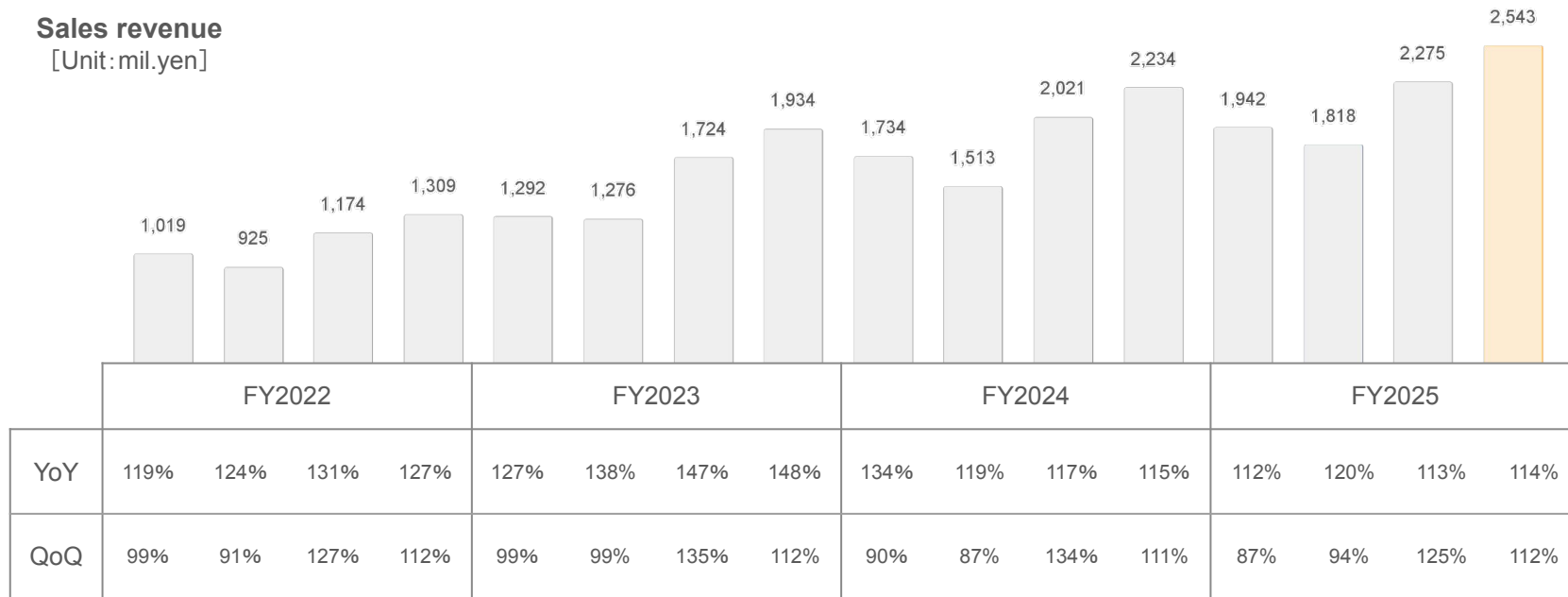
Starting from 1,790 mil.yen of Operating profit of FY2024, Sales revenue increased. COS increased due to Our-own service (includ. Az support). Though Advertisement cost increased, cost ratio to Gross profit is maintained at the certain level. In result, Operating profit of FY2025 recorded 2,074 mil.yen (YoY +283mil.yen).



Sales revenue trend of “Household problems” business

FY2025 4Q Sales revenue ended in YoY 114%, hitting a record high. Since FY2024 3Q, Sales revenue consolidated Az support (M&A in Apr.'23), meanwhile, YoY has maintained stable growth rate.

Sales revenue
[Unit: mil.yen]



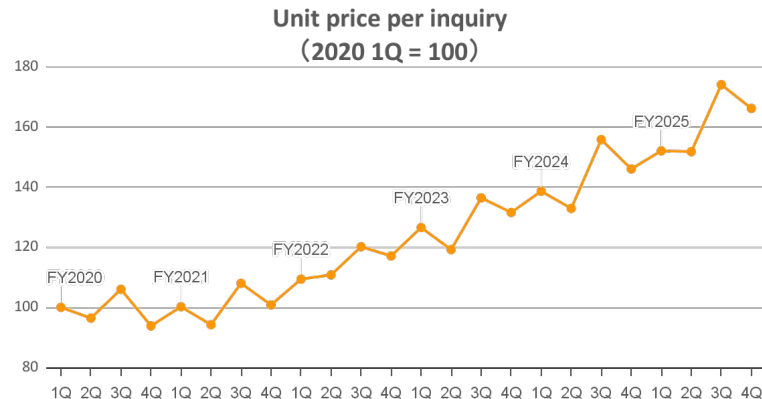
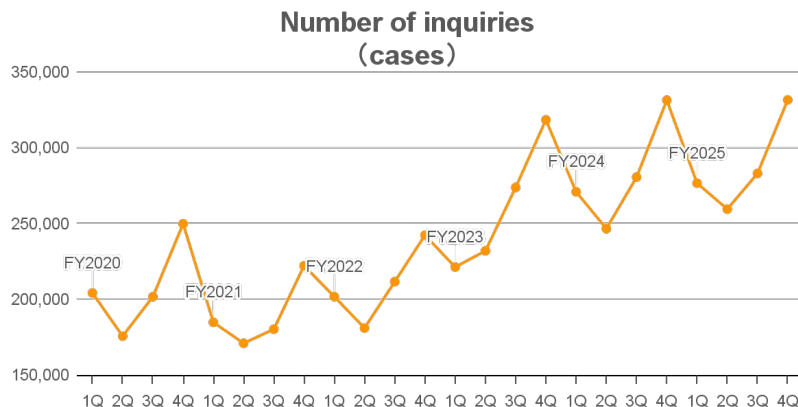
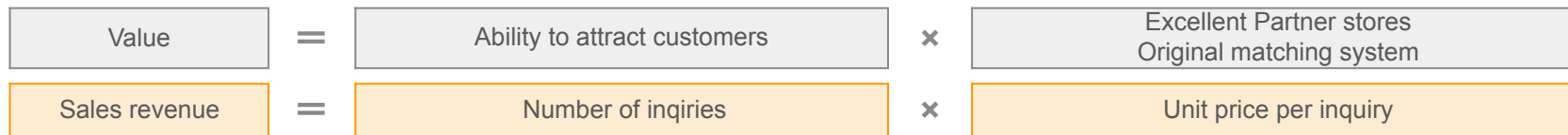
Transition of KPI of Business

FY2025 Sales revenue increased stably (YoY 114%). Advertisement cost ratio was kept around proper 46% (ratio to GP). Ratios of Call Center labor cost and Fixed cost were also appropriately maintained at certain levels. In result, Operating profit ended in 2,074 mil.yen.

[mil.yen]	FY2023					FY2024					FY2025				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Sales revenue	1,292	1,276	1,724	1,934	6,228	1,734	1,513	2,021	2,234	7,502	1,942	1,818	2,275	2,543	8,579
Cost of sales (Ratio to sales)	61 (5%)	77 (6%)	112 (7%)	153 (8%)	405 (7%)	155 (9%)	117 (8%)	175 (9%)	182 (8%)	631 (8%)	153 (8%)	155 (9%)	202 (9%)	217 (9%)	729 (8%)
SGA (Ratio to GP)	1,017	999	1,201	1,359	4,577	1,216	1,115	1,336	1,492	5,161	1,311	1,309	1,555	1,697	5,873
Advertisement	598 (49%)	594 (50%)	741 (46%)	804 (45%)	2,739 (47%)	755 (48%)	683 (49%)	840 (46%)	926 (45%)	3,205 (47%)	811 (45%)	777 (47%)	977 (47%)	1,076 (46%)	3,642 (46%)
Labor cost of Call center	106 (9%)	99 (8%)	127 (8%)	143 (8%)	476 (8%)	127 (8%)	109 (8%)	115 (6%)	121 (6%)	473 (7%)	128 (7%)	121 (7%)	135 (7%)	132 (6%)	518 (7%)
Fixed cost	312 (25%)	305 (25%)	331 (21%)	411 (23%)	1,360 (23%)	333 (21%)	322 (23%)	380 (21%)	445 (22%)	1,482 (22%)	372 (21%)	410 (25%)	441 (21%)	488 (21%)	1,713 (22%)
Other balance	7	4	(13)	(2)	(4)	13	45	4	18	80	10	46	35	4	96
Operating profit (Ratio to sales)	220 (17%)	204 (16%)	397 (23%)	418 (22%)	1,240 (20%)	374 (22%)	325 (21%)	514 (25%)	576 (26%)	1,790 (24%)	487 (25%)	400 (22%)	552 (24%)	633 (25%)	2,074 (24%)

Transition of KPI of Sales revenue

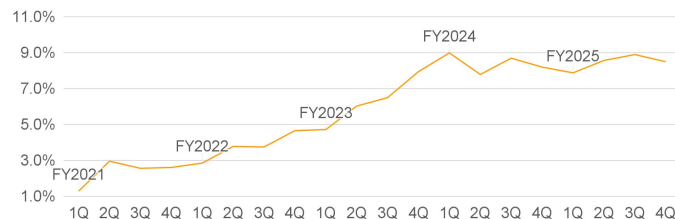
“Number of inquiries” has maintained slightly increasing trend since FY2024. “Unit price per inquiry” is on the upward trend, thanks to optimization of matching methodology and increase of Our-own service (includ. Az support consolidated since FY2023 3Q).



Transition of KPI of Expense

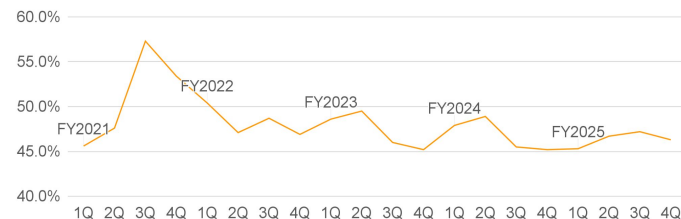
Cost of Sales ratio

Cost (service) ratio is stable, after offsetting increasing Our-own service (includ. Az support) and decreasing BtoB business.



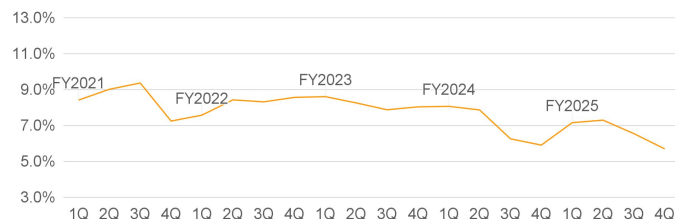
Advertisement cost (PPC) ratio

Improving from FY2021 in the rapid worsening competition. Since FY2022, keeping certain level.



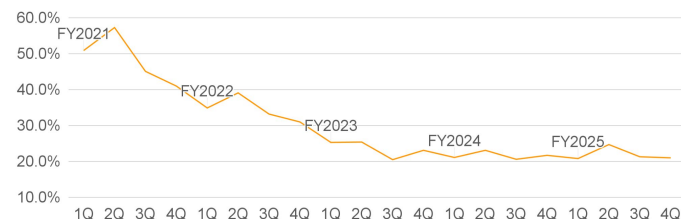
Labor cost of Call Center ratio

Maintaining the certain level. Although labor cost per headcount increases, maintained the low level by efficiency and optimization.



Fixed cost ratio

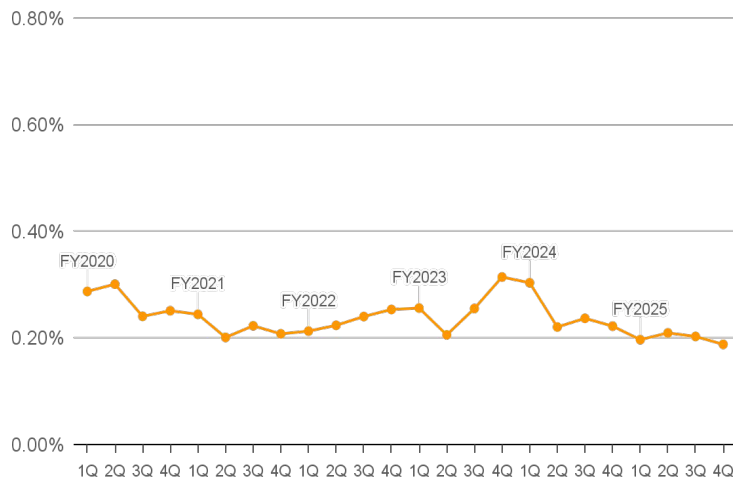
Maintaining Fixed cost (includ. Az support) within the certain range. Ratio to Gross profit is maintained at the certain level.



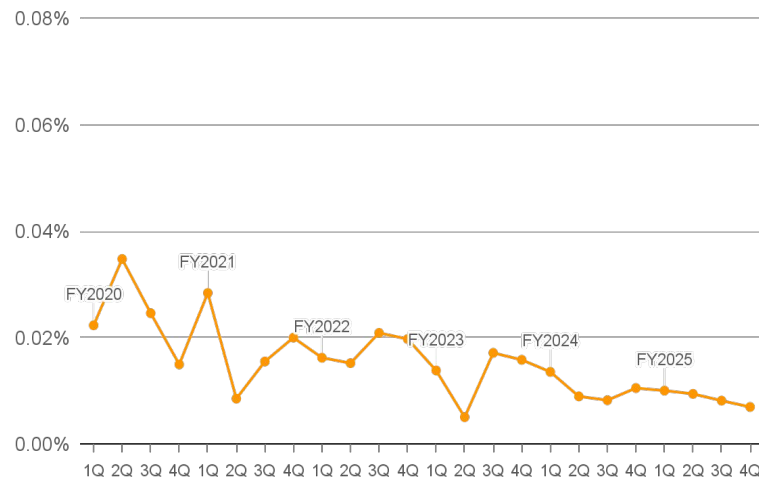
For Satisfaction of Customers and Partner Stores

Both Claim ratios from Customers and Partner stores are continuously low level. For further satisfaction, we will make the best effort to implement friendly platform both for Customers and Partner stores. From FY2025, the past record and calculation method have been changed.

Claim ratio from customers



Claim ratio from partner stores



Progress of Our-own service affiliates & Growth Strategy

Sales trend of Az support (Service Group Company)

Our-own Service Group Companies (Az support, etc.) achieved amazing business growth with FY2025 Sales contribution to the Group consolidated net sales (YoY 226%), due to expansion of main genres such as Vermin/Pest. In addition, Other genres such as Key-lost started contribution from FY2025.

[mil.yen] (YoY)	FY2024					FY2025				
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total
Impact on Consolidated Net Sales	78	78	157	143	457	193 (248%)	228 (293%)	353 (225%)	258 (180%)	1,033 (226%)
Sales	119	114	266	261	761	296 (249%)	347 (303%)	669 (251%)	586 (225%)	1,900 (250%)
Vermin/Pest genres	114	112	260	242	730	256 (223%)	292 (260%)	555 (213%)	442 (182%)	1,546 (212%)
Others(Key,etc) genres	4	2	6	18	31	40 (936%)	55 (2,576%)	114 (1,881%)	144 (778%)	354 (1,139%)

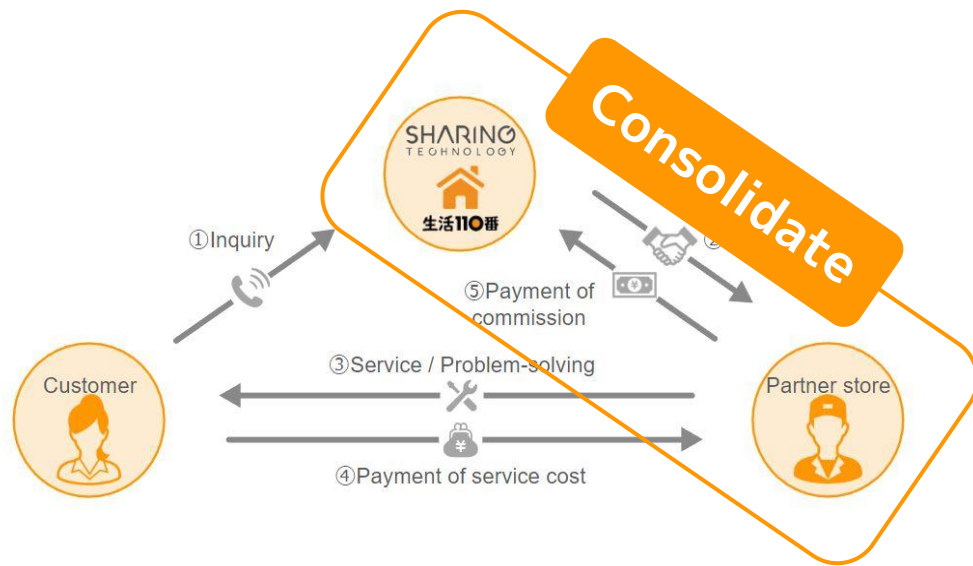
Our strength brought by improvement of Service Quality

Since FY2019, we have pursued Service Quality improvement, which started to bring apparent rise of profit from FY2022. SHARETECH will continue this policy, and aim business expansion. Improvement of Service Quality directly leads to rise of Close Rate. Subsequently, rise of Close Rate raises profitability. In the end, more profitability enables Aggressive advertisement. Thus, this virtuous circle shall be our strength.



Rationale of M&A of Service provider

SHARETECH carried out its first M&A of a Service provider (Az support) in Apr. '23. Az support after M&A has consistently achieved good performance. With expanding Az support, SHARETECH will seek for M&A opportunity, examining closely. In FY2025, SHARETECH acquired a Service provider of “key-lost” genre.



Rationale of M&A

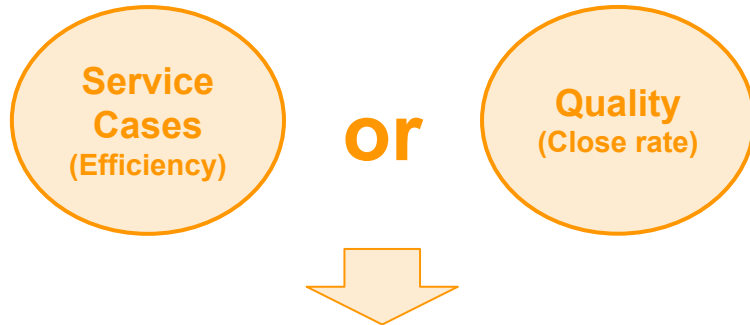
■ Criterion of M&A

- Quality service
(Confirm quality of past service)
- Match of Management
(Share long-term growth vision)
- Synergy of genre and area
(Synergy with SHARETECH)
- Payback period
(Payback period after M&A)

KFS of Rapid Expansion of Az support (Service Group Company)

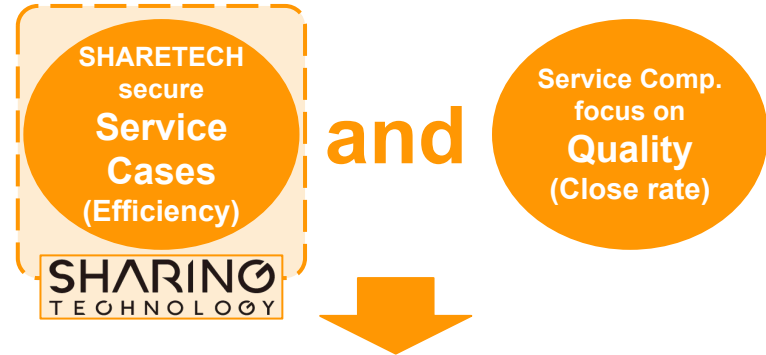
In our industry, Service cases are indispensable for business expansion. Ordinary service providers have to make a trade-off between “Service cases (Attracting customers)” and “Quality” due to resource constraints. Meanwhile, SHARETECH service provider acquired becomes able to focus on quality improvement, which leads to further business expansion and higher quality.

Ordinary Service Provider



Frequent trade-off between Service Cases (Efficiency) and Quality (Close rate)

Service Company of SHARETECH Group



Rapid expansion by synergy between “Efficiency” and “Close rate”

Forecast of FY2026 & Shareholder returns

Forecast of FY2026

For forecast of FY2026, Sales revenue, Operating profit, and Net income will increase to 9,800 mil.yen (YoY 114%), 2,350 mil.yen (YoY 113%), and 1,600 mil.yen (YoY 113%), respectively.

	FY2026 Forecast	FY2025 Actual
Sales revenue	9,800 mil.yen (YoY 114%)	8,579 mil.yen
Operating profit	2,350 mil.yen (YoY 113%)	2,074 mil.yen
Net income [※]	1,600 mil.yen (YoY 113%)	1,413 mil.yen

※Profit attributable to owners of the parent company

Rationale of Forecast of FY2026

Earnings Forecast is based upon FY2025 Actual. COS ratio and Fixed cost will rise along with increase of Our-own service (includ. Az support), etc. Meanwhile, ratios of Advertisement cost and Call Center labor cost are expected at the same levels. Consequently, Operating profit ratio will be kept at the same level, and Operating profit is expected 2,350 million yen.

	FY2026 Forecast	FY2025 Actual
Sales revenue	<u>9,800 mil.yen (YoY 114%)</u>	8,579 mil.yen (YoY 114%)
COS (Cost of sales) ratio	Rise w/ Our-own service	8% (to Sales)
Advertisement cost ratio	Same Level	46% (to Gross profit)
Call Center labor cost ratio	Same Level	7% (to Gross profit)
Fixed cost	Rise w/ Our-own service	1,713 mil.yen
Other balance	Same Level Amount	96 mil.yen
Operating profit	<u>2,350 mil.yen (YoY 113%)</u>	2,074 mil.yen (YoY 116%)
Net income※	<u>1,600 mil.yen (YoY 113%)</u>	1,413 mil.yen (YoY 96%)

※Profit attributable to owners of the parent company

Forecast of FY2026 Shareholder returns

Dividend per share for FY2026 will be 55 yen (40 yen for FY2025), considering the progress of M&A and cash liquidity. Payout ratio will also increase to 82.3%.

	FY2026	FY2025
Net income ^{※1}	1,600 mil.yen	1,413 mil.yen
Earnings per share ^{※2}	66.85 yen	59.05 yen
Dividend per share (Interim + Year-end)	<u>55.00 yen</u> (Interim 27.50+Year-end 27.50)	40.00 yen (Year-end 40.00)
Total Dividend amount ^{※2}	<u>1,316 mil.yen</u>	957 million yen
Payout ratio	<u>82.3%</u>	67.7%

※1 Profit attributable to owners of the parent company

※2 Calculated based on the number of issued shares at the end of FY2025 (excluding treasury shares)

Supplementary materials

Contributing to a safe life by creating a new mechanism

We will provide peace of mind for customers with “Household problems” at the earliest possible moment. We hope that existence of our service will improve the sense of ease of customers with respect to future "Household problems". We have always improved and will always improve our service in response to the needs of society.

VALUE

Speed × Flexibility

Meet the needs of customers, service provider stores, associates, the times, at the earliest time possible.

We will run to the clear and present goal at top speed.

Besides that, we will keep running at real top speed by coping with changes of needs flexibly.

Diversity × Togetherness

Solve any "Household problems" of any category throughout Japan, in cooperation with our specialists in all fields.
We believe that respecting diversity of age, gender, value systems, exchanging opinions, creating services together, will inspire to all stakeholders. With this firm belief, our team will surely produce the best result.

Challenge × Growth

Keep challenging and growing in ever-changing world of service, technology, and sensibility.

Any failure shall be a stepping stone to the next challenge.

We will appreciate associate's challenge and growth with one another.

Solving “Household problems”

We have contracts with about 7,200 partner stores nationwide that can provide support for various “Household problems”. We accept customers who visit our website or call us, and introduce them to our partner stores.



Over 150 genres
From light work to renovations

Accepted 24 hours a day,
365 days a year
In-house call center

Corresponding throughout Japan
About 7,200 partner stores

Type of our Websites

We operate 2 types of websites relating to “Household problems” business. One is “Seikatsu 110”, a portal site that posts multiple genres onto a single site. Another is vertical media websites that specialize in specific genres. The portal site mainly receives inflow from organic SEO, while vertical media sites have high inflow ratio from listings.



生活  110番



Portal site



Over 150 genres



Mainly organic inflow



ペット葬儀  110番
電気工事  110番 etc.



Vertical media site



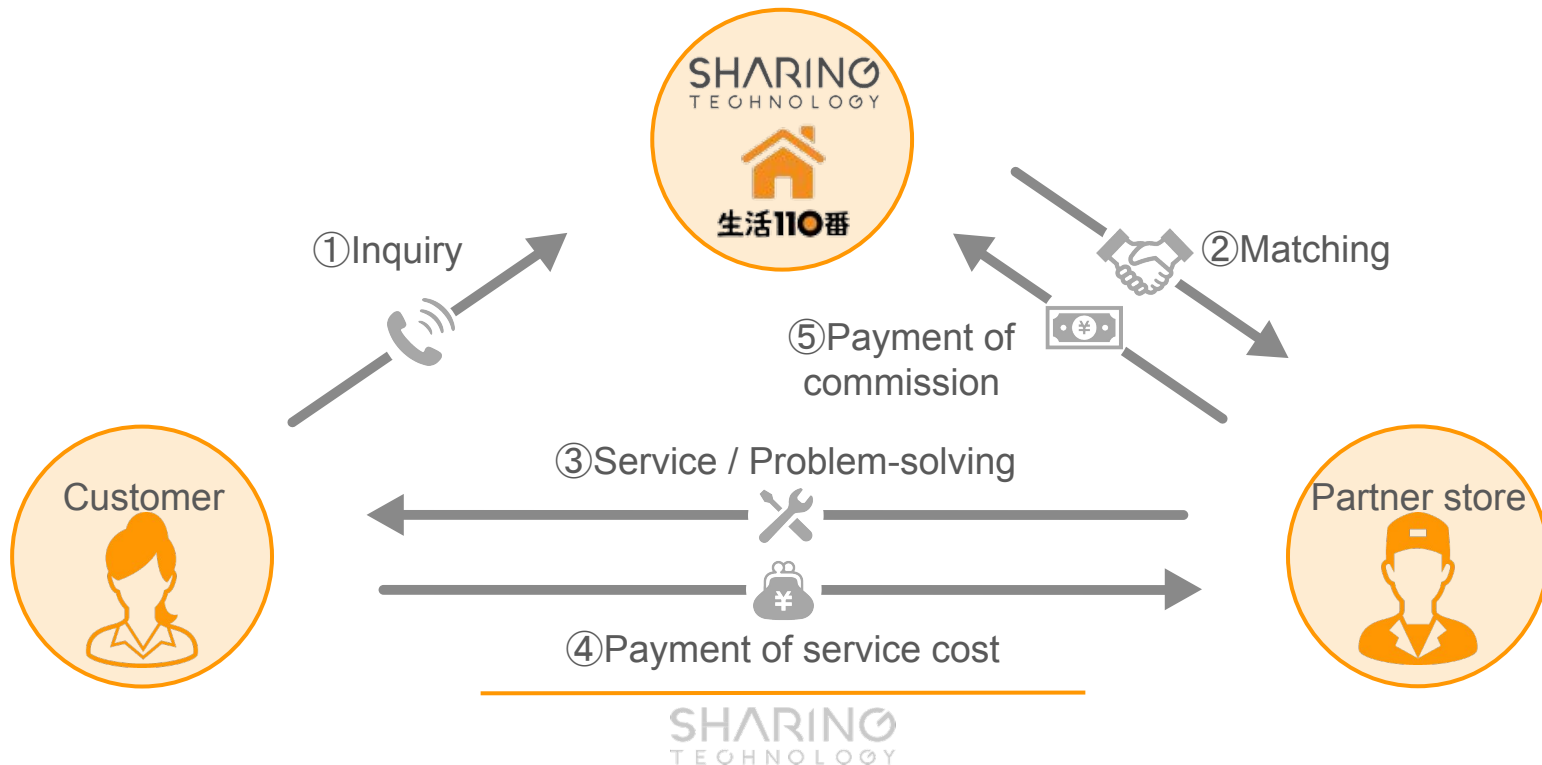
One genre per site



Mainly listing inflow

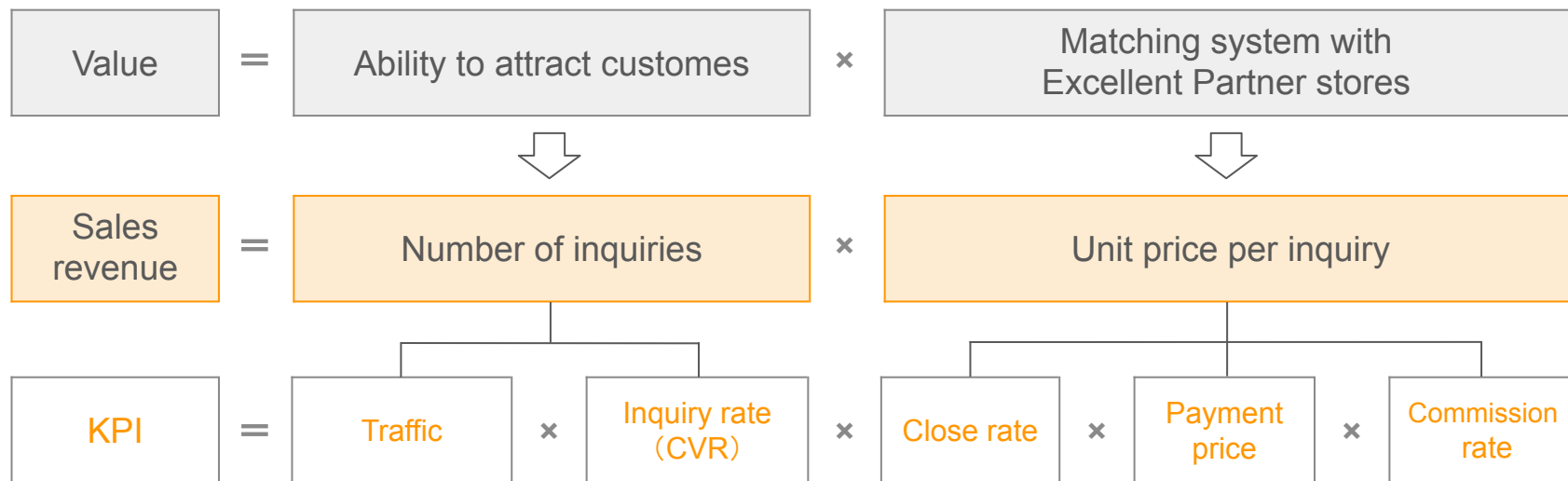
Business Flow

Customers with “Household problems” contact us through our website. Then, we match the most appropriate Partner store judging (1) Genre (2) Location (3) Preferred service date and time. We receive Commission either after service completion, or after introducing.



Profit Model

Our value source (Value) is defined as our ability to attract customers, our matching system to solve customers' problems, and excellent partner stores network. Each "Number of inquiries" and "Unit price per inquiry" is represented as numeric value. "Number of inquiries" is broken down into "Traffic", "Inquiry rate(CVR)", meanwhile, "Unit price per inquiry" is broken down into "Close rate", "Payment price", "Commission rate".



Issues at the Market and Our Promise of Value

The issues of “Household problems” business are recognized as “Unkown service provider” “Unkown reasonable price” “Unkown service quality”, until now. we have been aiming at normalization of the industry by “Effective matching” “Reasonable price” “High quality”. In addition to current countermeasures, we will provide more reliable One-stop service.

Issues at the Market

Unkown service provider



Our Promise of Value

Matching

×

Unkown reasonable price



Reasonable price

×

Unkown service quality



High quality

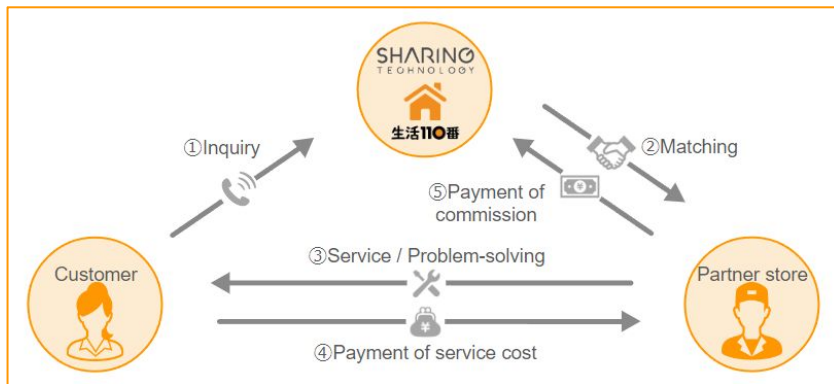
Our Promise of Value ~ Matching ~

To optimize “Matching”, the prerequisite of “Household problems” business, we have developed our original system based on the network with Service Providers. We will continue to optimize “Matching” by feedback from Customers and Service Providers, and accumulated historical service data.

Our Promise of Value



Enhance Original Matching System



Our Promise of Value ~ Reasonable price ~

To attain “Reasonable price”, the issue of “Household problems” business, we have been eliminating unfair overcharging based on historical data and feedback from Customers. The recent problem consciousness of the market also supports our effort to “Reasonable price”.

Our Promise of Value

Matching

×

Reasonable price

×

High quality



Our Measures and Market Moves

Our measures



Customer questionnaire

Historical data

Market moves



Public Institution's caution

Advertiser's severe check

Our Promise of Value ~ High quality ~

To achieve “High quality” of “Household problems” business, we have been improving Partner Stores network based on feedback from Customers. For further understanding of the industry and clarification of ideal standard, we will enhance our own service provision by our staff and our Group entities.

Our Promise of Value

Matching

×

Reasonable price

×

High quality



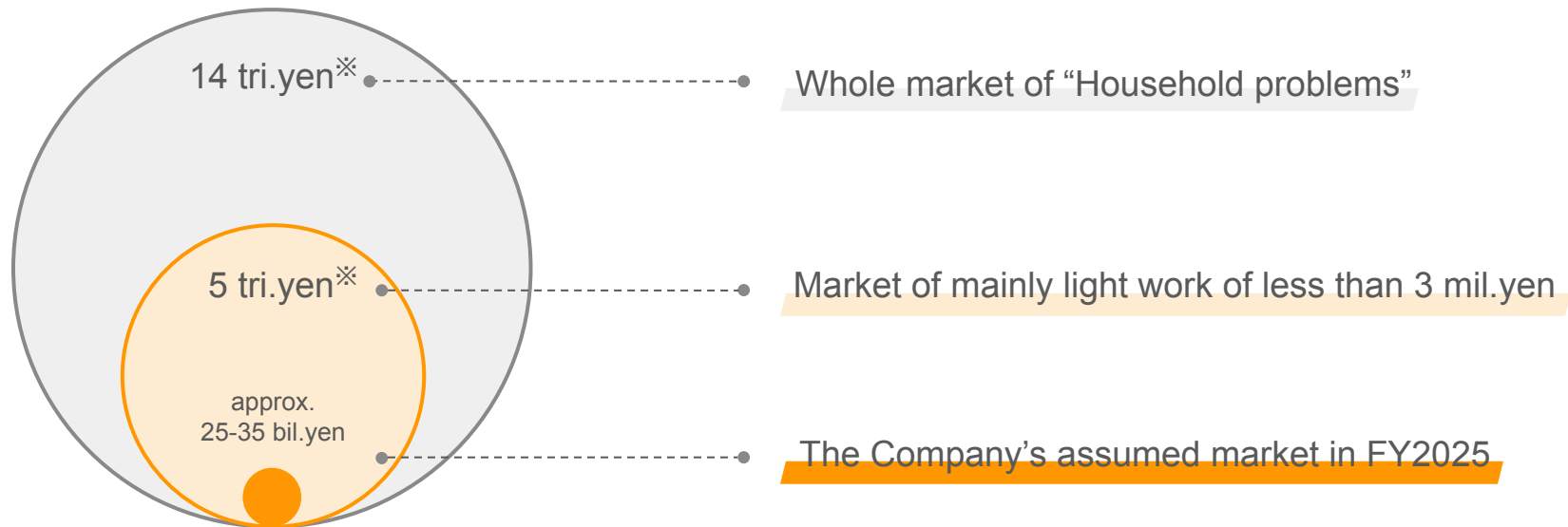
Full Swing Own Service

To realize High quality

- Clearly understand service on site
- Realize quality of best practice
- Try out new service

Market of “Household problems” business

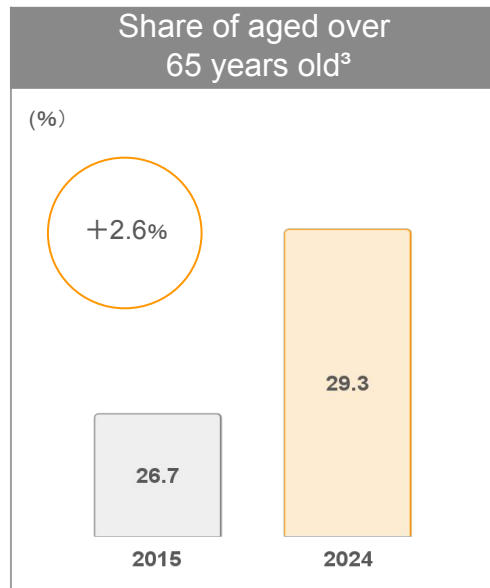
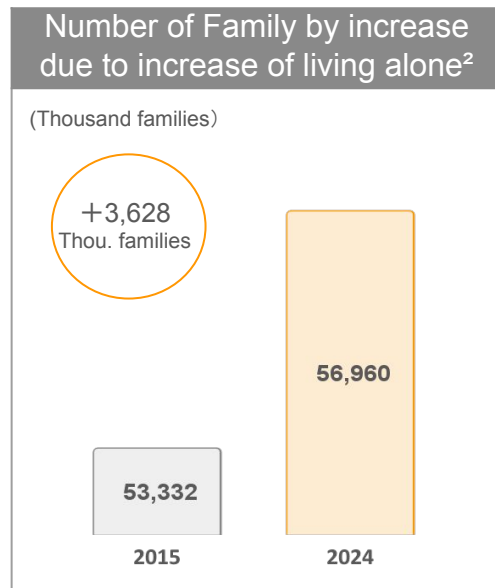
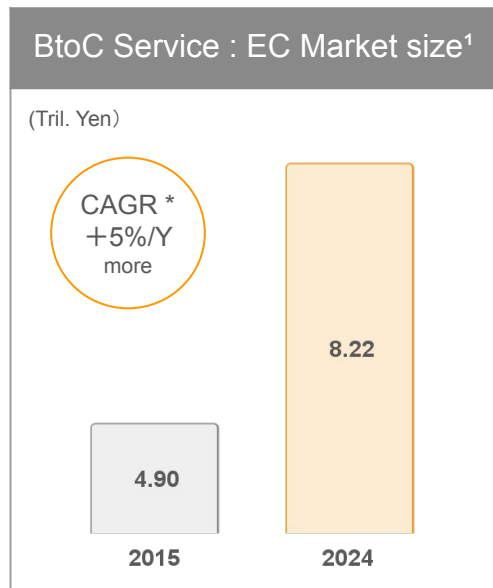
Domestic market of “Household problems” business is approx. 14 tri.yen, and of that, the market of low-price light work is estimated 5 tri.yen. With increase of the aged and people living alone, this market is expected to grow further. In addition, with an ongoing shift from current phone book to online, we assume further expansion of our business opportunities.



※ estimated based on a survey of frequency and price of “Household problems” services that targeted 20,000 respondents conducted by an external specialized agency

Follow wind of Market opportunity

The increase of single and aged families, and spread of EC service will enlarge the market of our “Household problem” business.



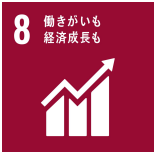
1 Ministry of Economy, Trade and Industry “Infrastructure of Data Driven Society (EC Market Research)” *Due to COVID-19, growth ratio temporarily decrease in 2020-2022

2 National Institute of Population and Security Research “Future estimation of national households number” (2024 Estimation)

3 Statistic Bureau, Ministry of Internal Affairs and Communications “Statistics Topics No. 142 Japanese aged society”

SHARETECH'S ESG/SDGs

As a member of society, we, a business entity, recognize the importance ESG(Environment, Society, Governance) and SDGs(Sustainable Development Goal), along with improvement of Corporate Value. We will manage our Company to fulfill social responsibility and contribute to sustainable future, through business activity and business entity.

Relevant SDGs items	Contents of Activities (※ as of Sep. 30, '25)
 	Contribution by “Household problems” business “Household problems” business extend the life of buildings by repair/maintenance of houses and facilities, reduce new construction. This will contribute to heighten sustainability of cities, promote efficient use of resources, and diminish disposals. Thus, we aim to reduce the environmental impact, realize economical efficiency, and contribute to sustainable future.
  	Contribution by Gender Equality organization Our organization respects equal opportunity including gender equality. Concretely, <u>female ratio of leader and above position in our Call Center is 95.2%(female ratio in Call Center is 87.6%)</u>. Excluding Call Center, female ratio of managerial position is 27.8%(female ratio in all company is 55.4%).Although our female managerial position ratio is above the average, we will continue to raise the ratio, and contribute to sustainable future.

Recognized Risk and Countermeasures

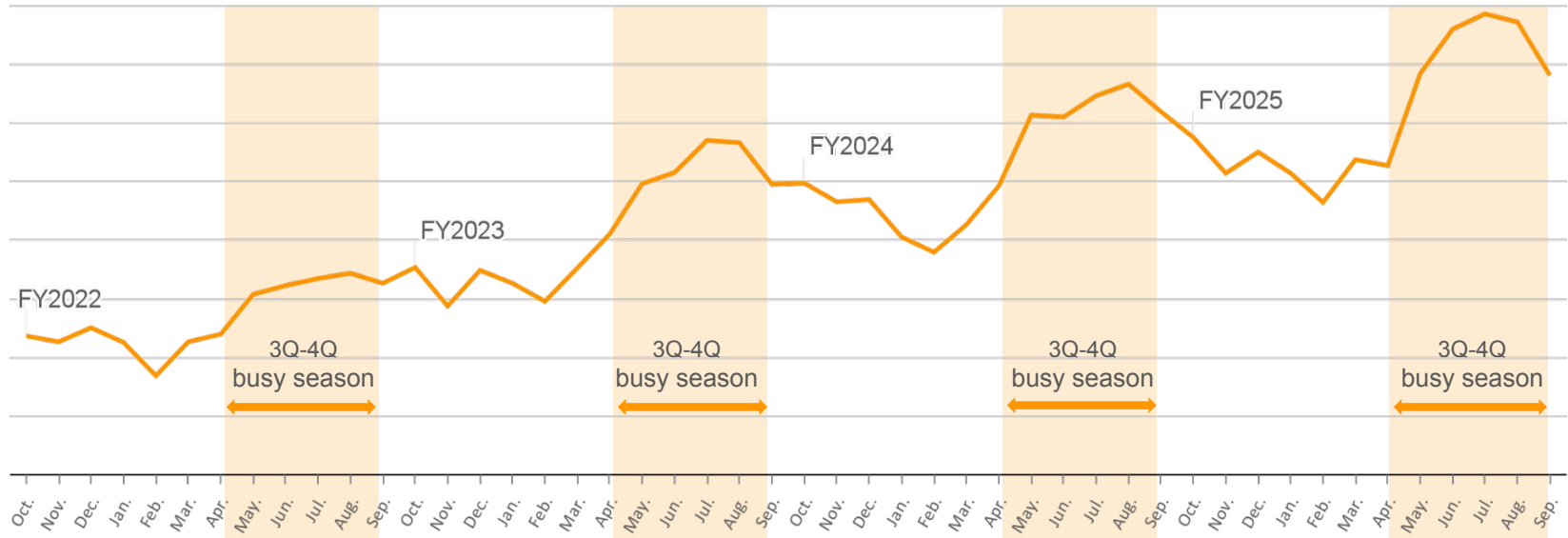
Area	Major Risk	Frequency/ Time/Impact	Countermeasure
Business Environment: Internet industry	Due to delay of securing engineers, etc., failure to respond to change of market environment may adversely effect on the Company's operating results.	Low/ Mid.& Long-term/ Medium	Always collect industry information, hire engineers timely, or utilize proper outsourcing
Business Content: Search engine	Due to change of priority display, etc., downward effectiveness of SEO may decrease effectiveness of customer inflow in sites.	Medium/ Mid.& Long-term/ Large	Continuously enhance SEO for further customer inflow through search engine, and strive to have our site displayed at the upper prioritized listing position
Business Content: Partner store	Due to some reasons, deterioration of partner stores' service quality may incur shortage of qualified partner stores.	Low/ Mid.& Long-term/ Medium	Recruit new partner stores continuously, and establish organization robust for sudden leaving of partner stores
Business Content: Seasonality	High seasonality genres affected by unsettled/abnormal weather may reduce the number of customer inquiries.	Medium/ Mid.& Long-term/ Large	Increase sales revenue of low seasonality genres, and try to not heavily count on seasonality
Business Content: System	Due to sudden surge of access, human error, disaster, system failure may adversely effect on the Company's operation.	Low/ Mid.& Long-term/ Medium	Decentralize servers, back up periodically, monitor operation status, and prevent/avoid system failure

※Quoted partially from "Business Operation Risk" of the latest Securities Report regarding major risks for business growth and operation
For other risks, refer to "Business Operation Risk" of the latest Securities Report

Monthly Sales revenue

“Household problems” business has seasonality (e.g. Summer with pest control and mowing/gardening, early autumn with typhoon damages on residential houses). Such a seasonality continues, and Sales revenue are expected to grow in the future.

Sales trend fluctuating with Seasonality



Fiscal Year ending Sep. 30, 2025 Balance sheet

[million.yen]

	Current year-end (As of Sep. 30,2025)	Previous year-end (As of Sep. 30,2024)	Change from Previous year-end
Current assets	6,397	5,273	+ 1,123
Fixed assets	1,040	1,045	(4)
Total assets	7,437	6,319	+ 1,118
Current liabilities	2,024	2,063	(38)
Fixed liabilities	212	347	(134)
Total equity	5,200	3,908	+ 1,292
Capital ratio	69.0%	61.3%	+ 7.7pt

Fiscal Year ending Sep. 30, 2025 P/L statement

[million.yen]

	Current Fiscal Year (From Oct. 1, 2024 to Sep. 30,2025)	Previous Fiscal Year (From Oct. 1, 2023 to Sep. 30,2024)	YoY change
Sales revenue	8,579	7,502	+ 1,076
Cost of sales	729	631	+ 97
Gross profit	7,850	6,871	+ 979
SGA expense	5,873	5,161	+ 712
Operating profit	2,074	1,790	+ 283
Pre-tax profit	2,072	1,791	+ 280
Net income※	1,413	1,467	(54)

※Profit attributable to owners of the parent company

Company profile

● Company name	SHARINGTECHNOLOGY INC.	
● Head Office	JP Tower Nagoya 19F, 1-1-1 Meieki, Nakamura-ku, Nagoya-shi, Aichi 450-6319	
● TEL	TEL : +81-52-414-5919	
● Executive officers	Representative Director, CEO	Nobuhiro Moriyoshi
	Director, COO	Yoshitaka Katayama
	Director	Eisaku Ueda
	Director Audit and Supervisory Committee Member	Chiaki Harada
	Outside Director Audit and Supervisory Committee Member	Hiroo Asai
	Outside Director Audit and Supervisory Committee Member	Yuichi Zenri
● Capital	716.41 million yen *As of the end of Sep.,2025	
● Number of Employees	190 (including 27 temporary and part-time workers) *As of the end of Sep.,2025	
● Accounting Period	End of September	
● Market	Securities Code: 3989 (Tokyo Stock Exchange, Growth)	

Precautions relating to future forecasts

The disclosed documents include matters relating to the future outlook of forecasts, perspectives, goals and plans relating to SHARINGTECHNOLOGY Group, and have been generated on the basis of forecasts at the time of disclosure based on the information that could be obtained at the time of disclosure.

Certain assumptions have been utilized for these matters, and they include risks and uncertainties that are merely decisions made by SHARINGTECHNOLOGY Group's management and subjective predictions.

As a result, please note that due to various factors, the performances, operating results and financial situations may yield different results compared to the current forecasts, perspectives, goals.

The disclosed documents are intended for providing information about the Company, and are not intended for soliciting to purchase or disposal of the Company's stock. We ask that all investors make your own judgments relating to investments.

The disclosed documents include “Documents of business plans and matters related to high growth potential” . Update of “Documents of business plans and matters related to high growth potential” will be disclosed around November after fiscal year-end close.