



## FY2026 1Q Financial Results Briefing Document

February 13, 2026

# Topics

## 1Q Actual

- Sales revenue : 2,276 mil.yen (YoY 117%, +334 mil.yen)
- Operating profit : 533 mil.yen (YoY 109%, +46 mil.yen)

## Progress in FY26

- 1Q progress in FY26 Sales revenue : 23.2% (1Q in FY25 : 22.6%)
- 1Q progress in FY26 Operating profit : 22.7% (1Q in FY25 : 23.5%)

## Group Company

- Az support impact on Consolidated Sales : 311 mil.yen, YoY 161%
- Besides Vermin/Pest genres, Other genres continue to contribute

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FY2026 1Q

Performance reporting

## Consolidated 1Q results (3 months)

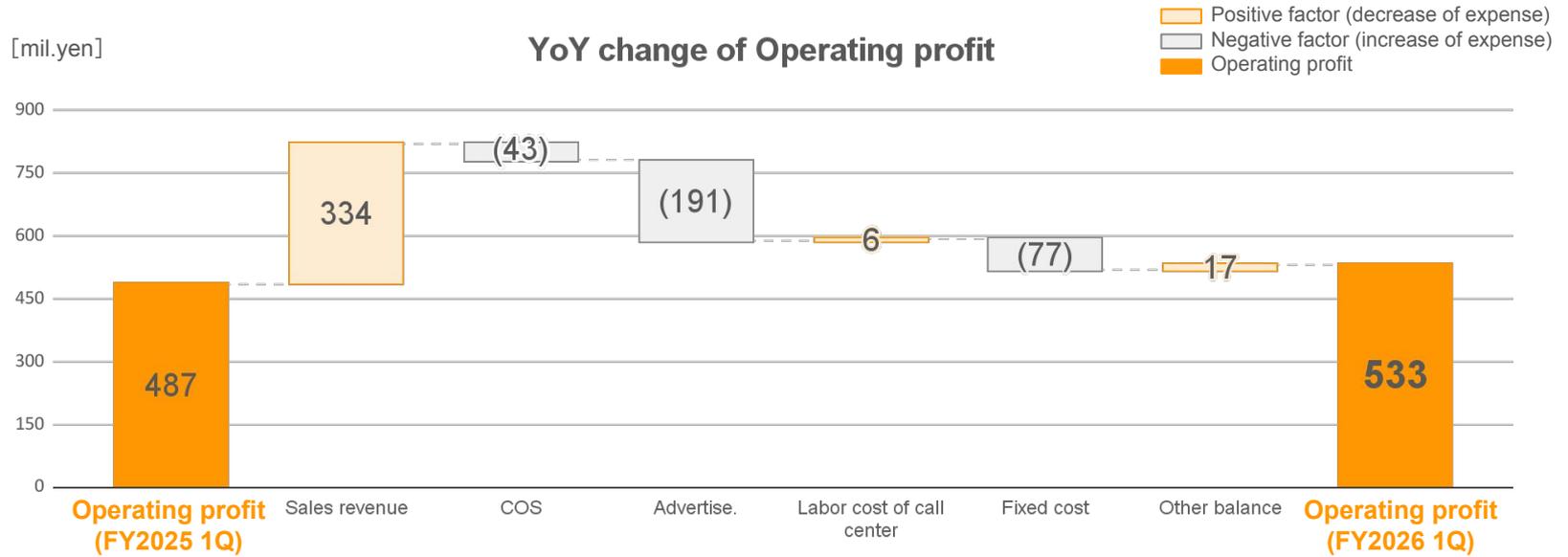
1Q Sales revenue ended in YoY 117%, due to stable sales increase of main genres and expansion of Az support. Operating profit ended in YoY 109%, thanks to sales increase and continuous appropriate control of Advertisement cost ratio, as well as prior investment in Our-own service. Net income also increased (YoY 113%).

	FY2026 1Q	FY2025 1Q	YoY change
Sales revenue	2,276 mil.yen	1,942 mil.yen	+334 mil.yen (117%)
Operating profit	533 mil.yen	487 mil.yen	+46 mil.yen (109%)
Net income <sup>※</sup>	365 mil.yen	324 mil.yen	+41 mil.yen (113%)

※Profit attributable to owners of the parent company

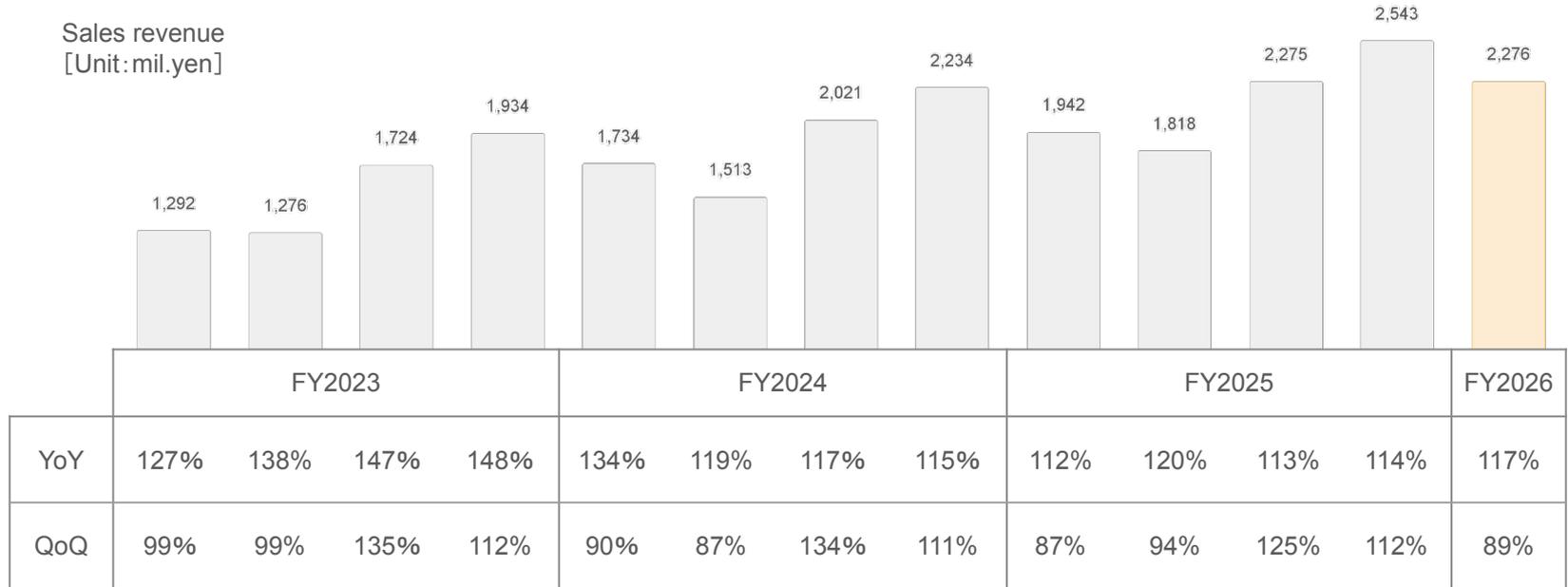
# FY2026 1Q Analysis of YoY change of Operating profit

Starting from 487 mil.yen of Operating profit of FY2025 1Q, 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 FY2026 1Q recorded 533 mil.yen (YoY +46mil.yen).



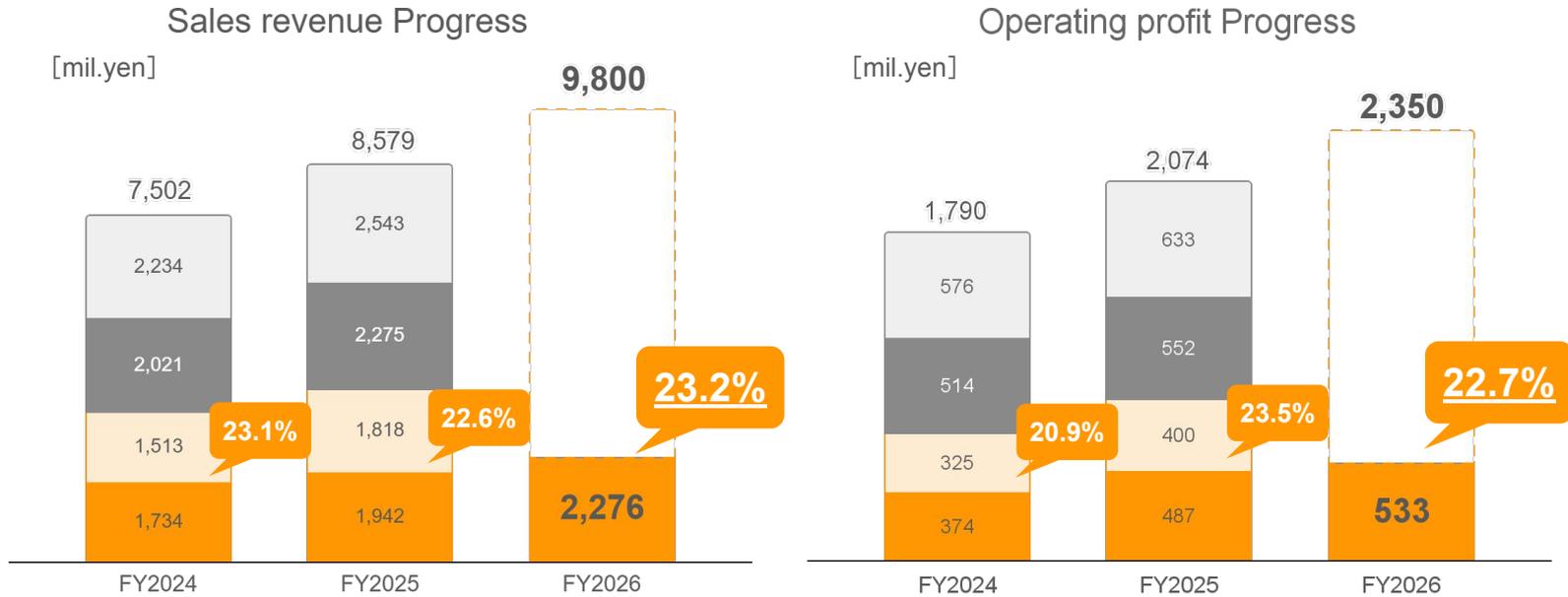
# Sales revenue trend of “Household problems” business

FY2026 1Q Sales revenue ended in YoY 117%, hitting a record high. Since FY2024 3Q, Sales revenue consolidated Az support (acquired in Apr.'23), meanwhile, YoY has maintained stable growth rate.



# Progress toward FY2026 Forecast

1Q Sales revenue progress rate toward FY2026 was at 23.2%. 1Q Operating profit progress rate started at 22.7%. Though 1-2Q progress are usually lower by seasonality, current 1Q progress toward FY2026 is the same level as the past, despite prior investment.



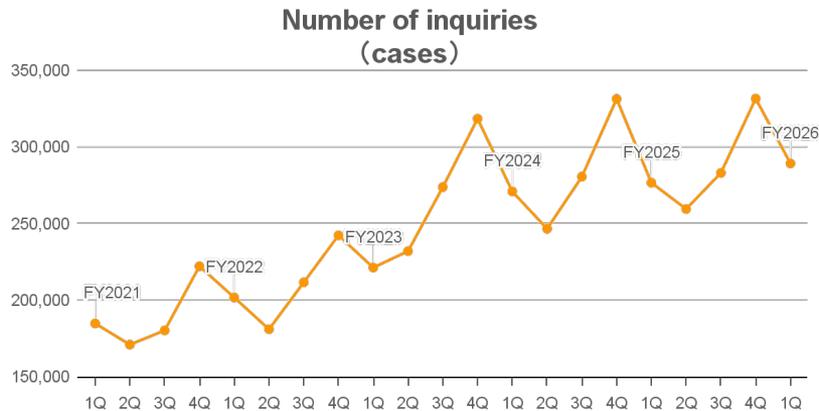
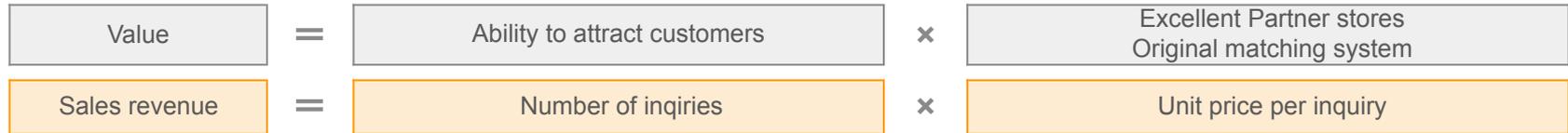
# Transition of KPI of Business

FY2026 1Q Sales revenue increased stably (YoY 117%). Advertisement cost ratio was kept around proper 48% (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 533 mil.yen.

[mil.yen]	FY2024					FY2025					FY2026
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	1Q
Sales revenue	1,734	1,513	2,021	2,234	7,502	1,942	1,818	2,275	2,543	8,579	2,276
Cost of sales (Ratio to sales)	155 (9%)	117 (8%)	175 (9%)	182 (8%)	631 (8%)	153 (8%)	155 (9%)	202 (9%)	217 (9%)	729 (8%)	196 (9%)
SGA (Ratio to GP)	1,216	1,115	1,336	1,492	5,161	1,311	1,309	1,555	1,697	5,873	1,574
Advertisement	755 (48%)	683 (49%)	840 (46%)	926 (45%)	3,205 (47%)	811 (45%)	777 (47%)	977 (47%)	1,076 (46%)	3,642 (46%)	1,002 (48%)
Labor cost of Call center	127 (8%)	109 (8%)	115 (6%)	121 (6%)	473 (7%)	128 (7%)	121 (7%)	135 (7%)	132 (6%)	518 (7%)	121 (6%)
Fixed cost	333 (21%)	322 (23%)	380 (21%)	445 (22%)	1,482 (22%)	372 (21%)	410 (25%)	441 (21%)	488 (21%)	1,713 (22%)	450 (22%)
Other balance	13	45	4	18	80	10	46	35	4	96	28
Operating profit (Ratio to sales)	374 (22%)	325 (21%)	514 (25%)	576 (26%)	1,790 (24%)	487 (25%)	400 (22%)	552 (24%)	633 (25%)	2,074 (24%)	533 (23%)

# 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.



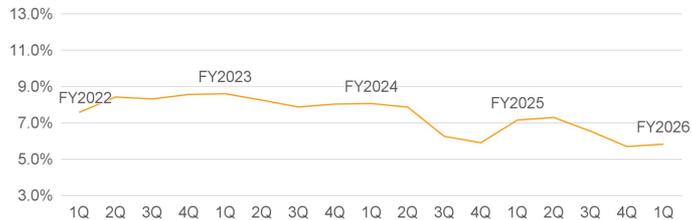
## Advertisement cost (PPC) ratio

Keeping certain level, controlling the ratio to Gross Profit below 50%.



## Labor cost of Call Center ratio

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



## Fixed cost ratio

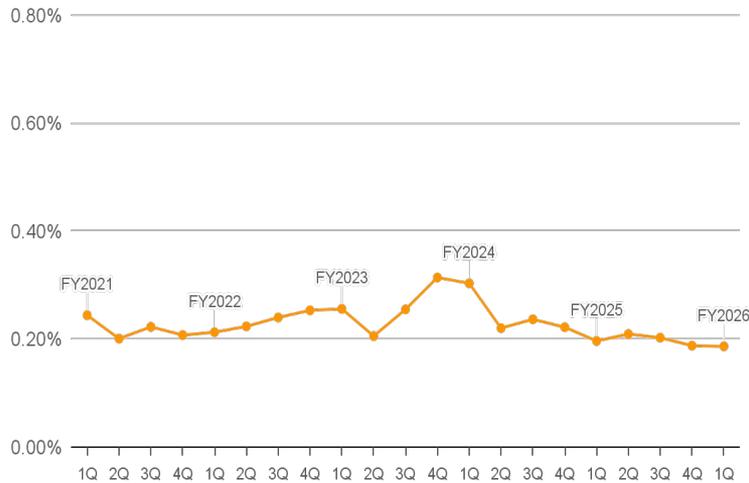
Maintaining Fixed cost (includ. Az support) within the certain range. Ratio to Gross profit is maintained at the certain level.



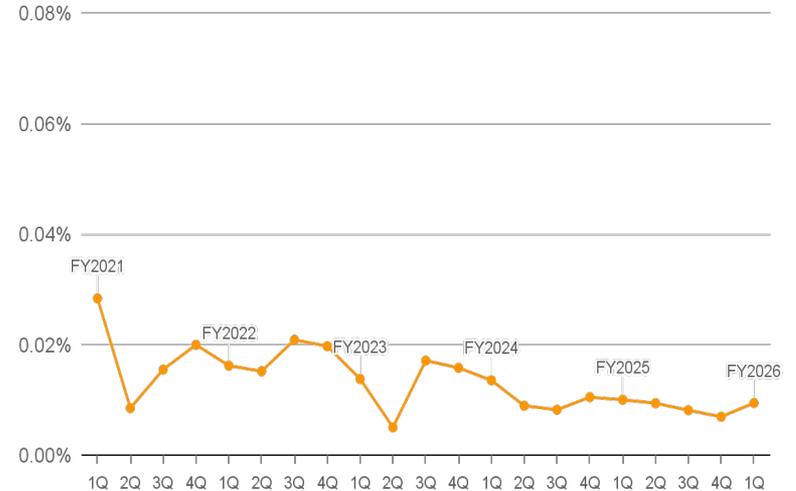
# For Satisfaction of Customers and Partner Stores

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. Since FY2025, the past record and calculation method have been changed retroactively.

Claim ratio from customers



Claim ratio from partner stores



## Progress of Our-own affiliates

## Sales trend of Az support (Service Group Company)

Az support (Main Our-own Service Group Company) achieved stable growth with FY2026 1Q Sales contribution to the Group consolidated net sales (YoY 161%), due to expansion of main genres such as Vermin/Pest, and Other genres such as Key-lost, etc. With continuous prior investment, further growth is expected.

[mil.yen] (YoY)	FY2024					FY2025					FY2026
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	1Q
<b>Impact on Consolidated Net Sales</b>	<b>78</b>	<b>78</b>	<b>157</b>	<b>143</b>	<b>457</b>	<b>193</b> (248%)	<b>228</b> (293%)	<b>353</b> (225%)	<b>258</b> (180%)	<b>1,033</b> (226%)	<b>311</b> (161%)
Sales	119	114	266	261	761	296 (249%)	347 (303%)	669 (251%)	586 (225%)	1,900 (250%)	637 (215%)
Vermin/Pest genres	114	112	260	242	730	256 (223%)	292 (260%)	555 (213%)	442 (182%)	1,546 (212%)	431 (168%)
Other genres	4	2	6	18	31	40 (936%)	55 (2,576%)	114 (1,881%)	144 (778%)	354 (1,139%)	206 (509%)

# Our strength brought by improvement of Service Quality

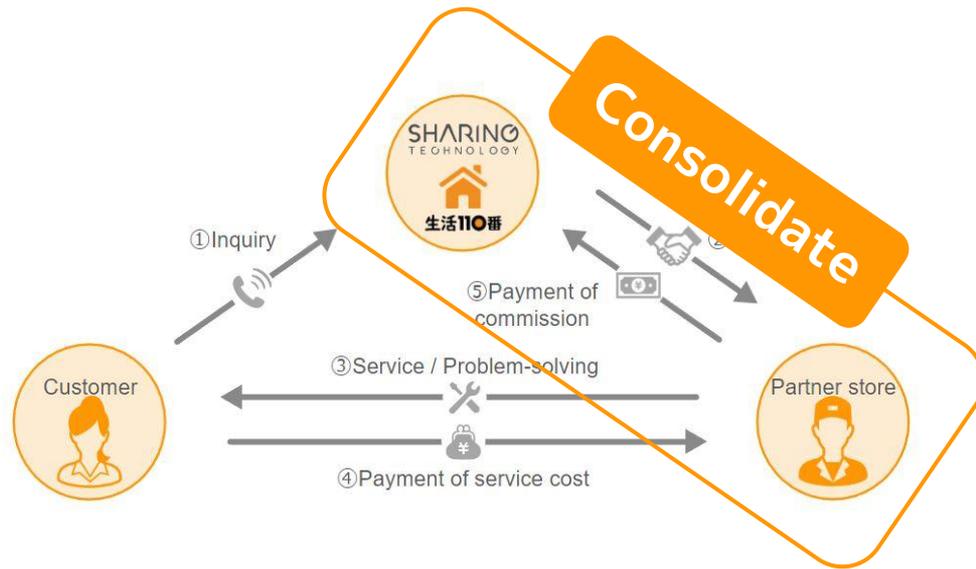
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Since FY2019, we have pursued Service Quality improvement, which started to bring apparent rise of profit from FY2022. SHARETECH will continue this policy, and aim business expansion. Improvement of Service Quality directly leads to rise of Close Rate. 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

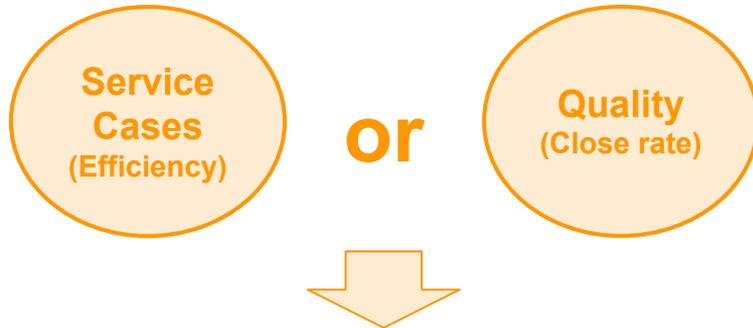
### ■ Criterion of M&A

- 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)

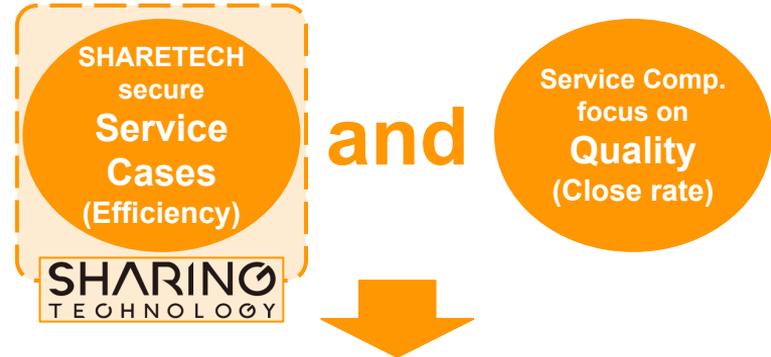
In our industry, Service cases are indispensable for business expansion. Ordinary service providers have to make a trade-off between “Service cases (Attracting customers)” and “Quality” due to resource constraints. Meanwhile, SHARETECH service provider acquired becomes able to focus on quality improvement, 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 <sup>※</sup>	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	<b><u>9,800 mil.yen (YoY 114%)</u></b>	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	<b><u>2,350 mil.yen (YoY 113%)</u></b>	2,074 mil.yen (YoY 116%)
Net income*	<b><u>1,600 mil.yen (YoY 113%)</u></b>	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 increased to 55 yen (40 yen for FY2025), considering the progress of M&A and cash liquidity. Payout ratio will also increase to 82.3%.

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

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**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**

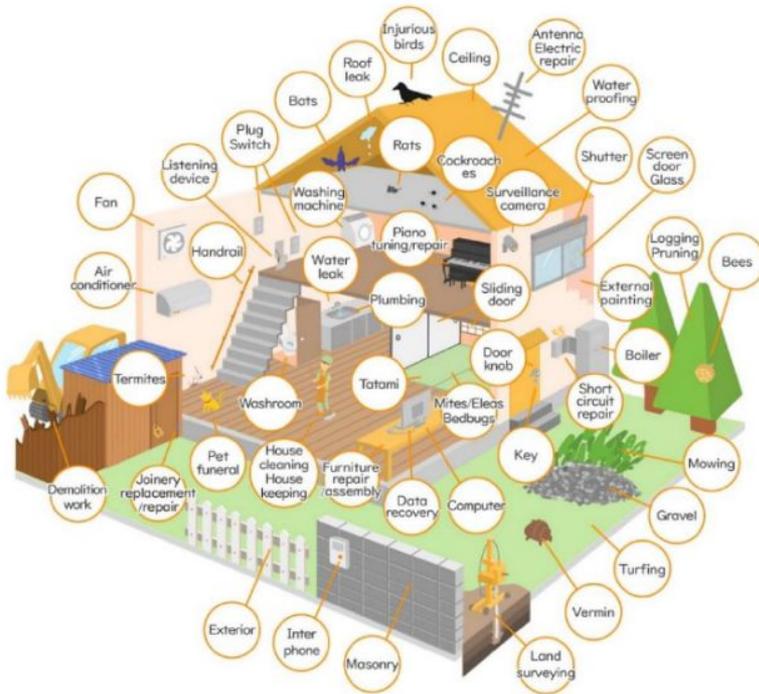
Keep challenging and growing in ever-changing world of service, technology, and sensibility.

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 7,300 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 7,300 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



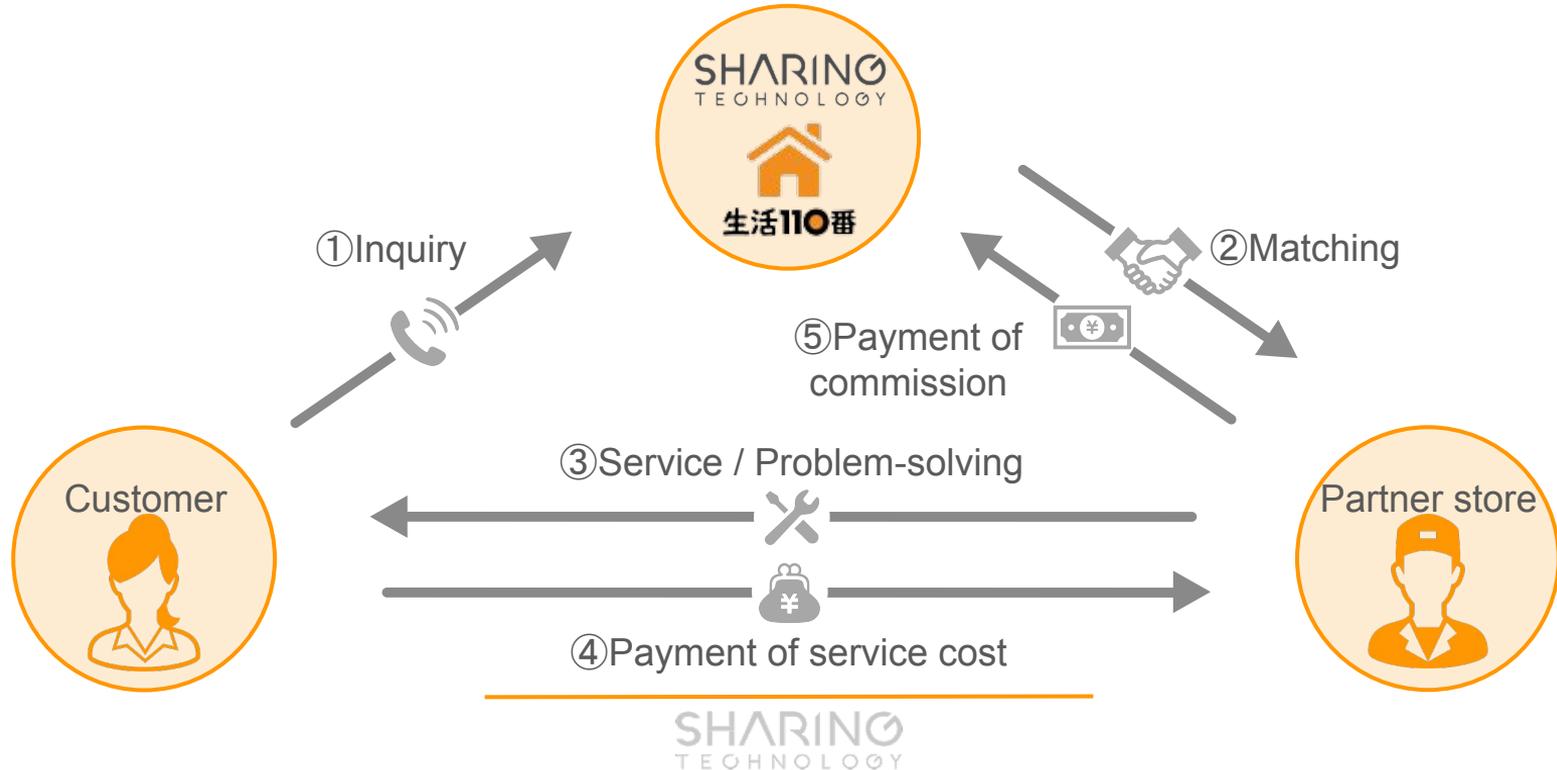
One genre per site



Mainly listing inflow

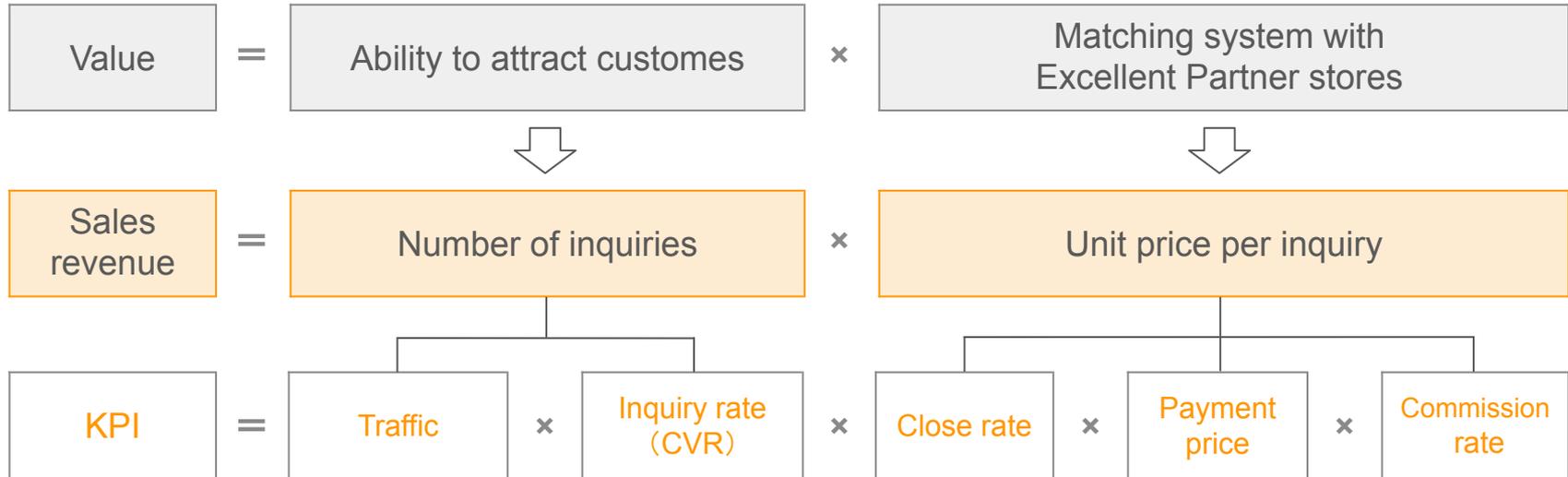
# Business Flow

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.



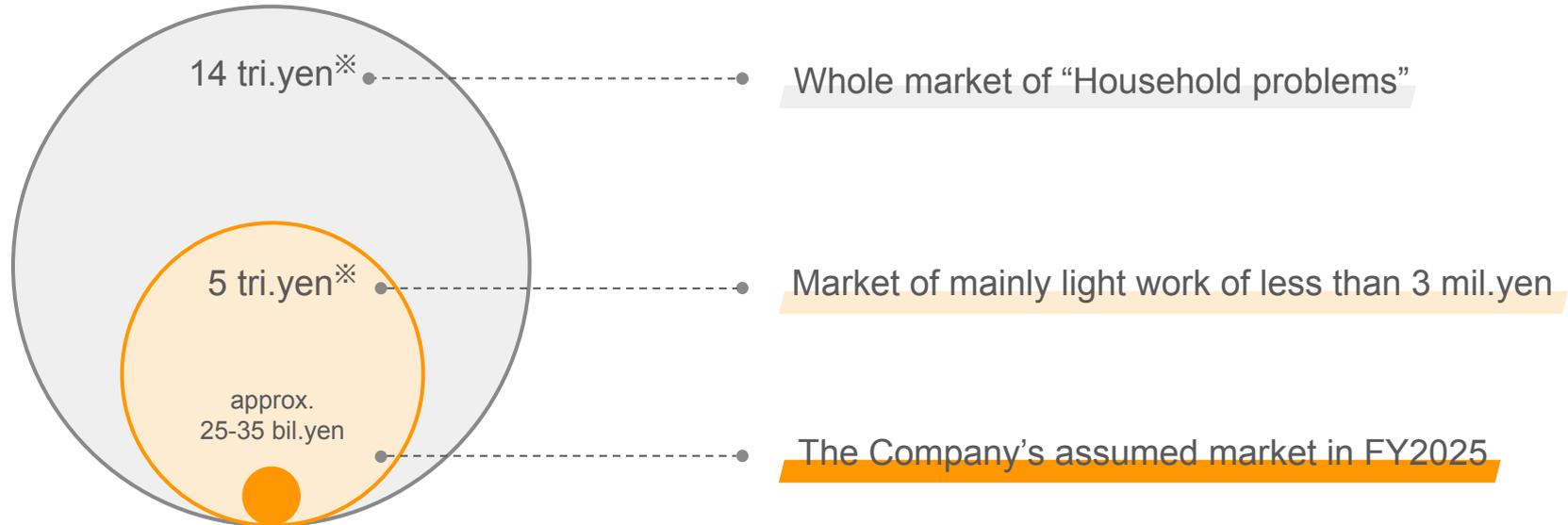
# Profit Model

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".



# Market of “Household problems” business

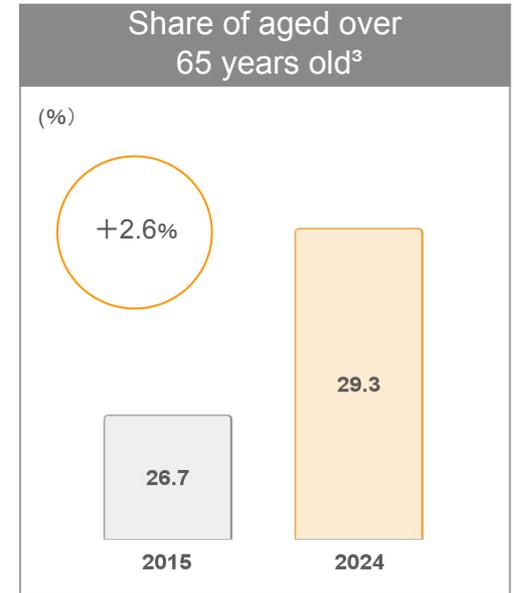
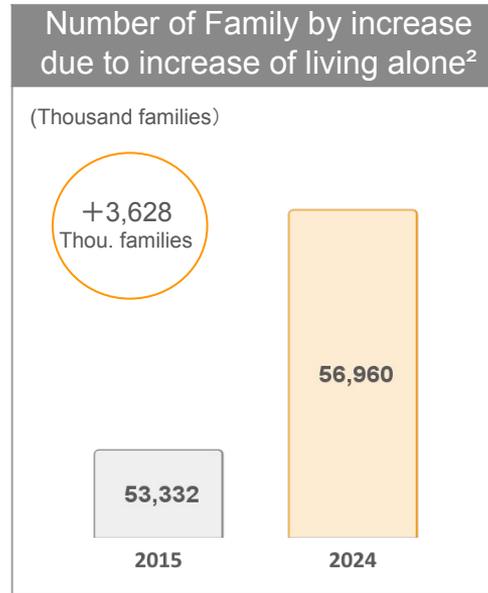
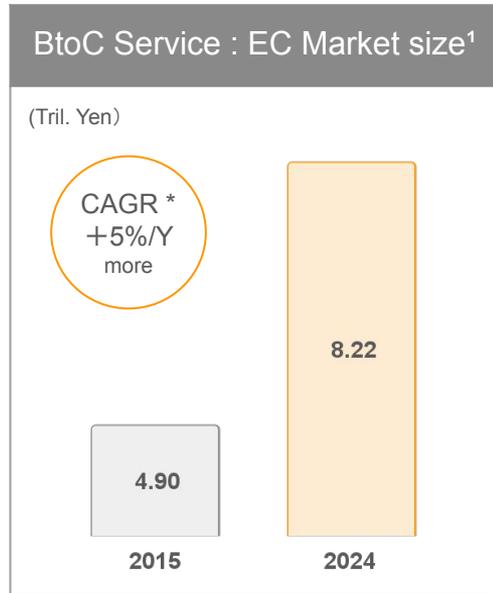
Domestic market of “Household problems” business is approx. 14 tri.yen, and of that, the market of low-price light work is estimated 5 tri.yen. With increase of the aged and people living alone, this market is expected to grow further. In addition, with an ongoing shift from current phone book to online,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

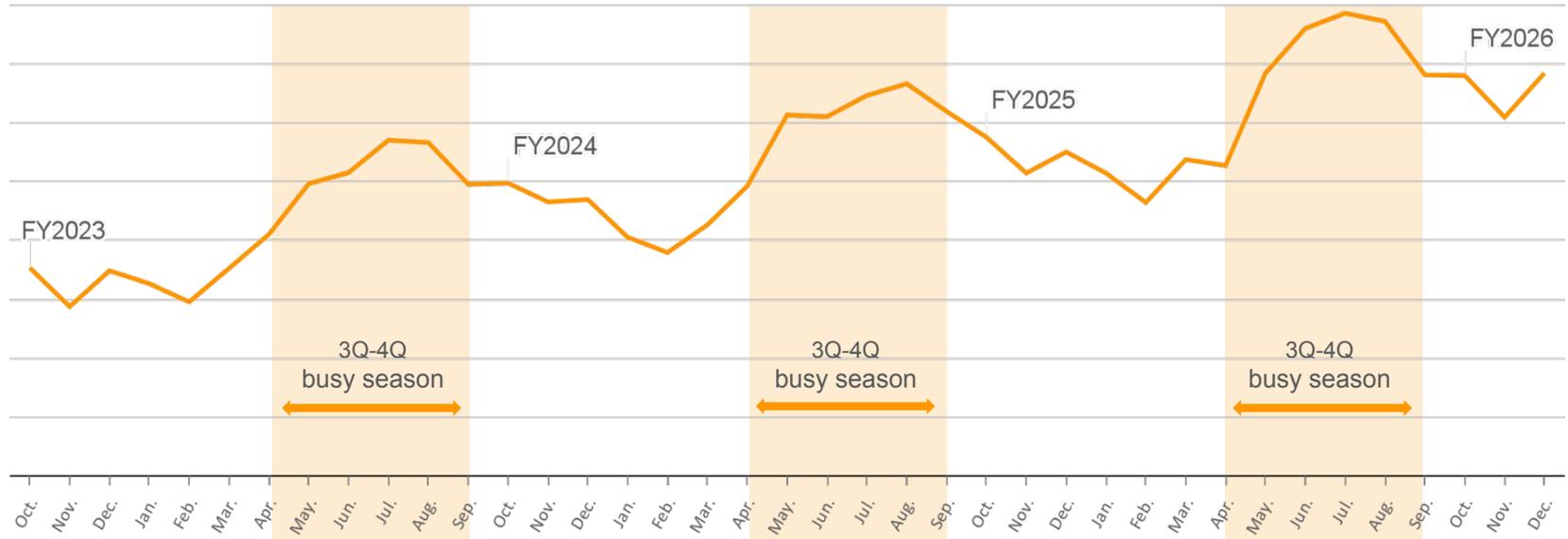
As a member of society, we, a business entity, recognize the importance ESG(Environment, Society, Governance) and SDGs(Sustainable Development Goal), along with improvement of Corporate Value. We will manage our Company to fulfill social responsibility and contribute to sustainable future, through business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

Relevant SDGs items	Contents of Activities (※ as of Sep. 30, '25)
<div style="display: flex; justify-content: space-around;"> <div data-bbox="272 472 426 625"> <p>11 住み続けられるまちづくりを</p>  </div> <div data-bbox="498 472 653 625"> <p>12 つくる責任つかう責任</p>  </div> </div>	<p><b>Contribution by “Household problems” business</b></p> <p>“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.</p>
<div style="display: flex; justify-content: space-around;"> <div data-bbox="218 718 372 871"> <p>5 ジェンダー平等を実現しよう</p>  </div> <div data-bbox="386 718 540 871"> <p>8 働きがいも経済成長も</p>  </div> <div data-bbox="554 718 709 871"> <p>10 人や国の不平等をなくそう</p>  </div> </div>	<p><b>Contribution by Gender Equality organization</b></p> <p>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.</p>

# 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



# FY2026 1Q Balance sheet

[mil.yen]

	FY2026 1Q (As of Dec. 31,2025)	FY2025 (As of Sep. 30,2025)	Change from Previous year-end
Current assets	5,537	6,397	(859)
Fixed assets	1,096	1,040	+55
Total assets	6,634	7,437	(803)
Current liabilities	1,783	2,024	(241)
Fixed liabilities	236	212	+24
Total equity	4,613	5,200	(586)
Capital ratio	68.5%	69.0%	(0.6)pt

# FY2026 1Q P/L statement

[mil.yen]

	FY2026 1Q (From Oct. 1, 2025 to Dec. 31,2025)	FY2025 1Q (From Oct. 1, 2024 to Dec. 31,2024)	YoY change
Sales revenue	2,276	1,942	+334
Cost of sales	196	153	+43
Gross profit	2,079	1,789	+290
SGA expense	1,574	1,311	+262
Operating profit	533	487	+46
Pre-tax profit	532	487	+45
Net income*	365	324	+41

※Profit attributable to owners of the parent company

# Company profile

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- **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	Yoshitaka Katayama
Director, Chairman	Nobuhiro Moriyoshi
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 Dec.,2025
- **Number of Employees** 191 (including 27 temporary and part-time workers) \*As of the end of Dec.,2025
- **Accounting Period** End of September
- **Market** Securities Code: 3989 (Tokyo Stock Exchange, Growth)

# Precautions relating to future forecasts

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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.