



April 1, 2025 – December 31, 2025

# Supplementary Briefing on Financial Results

ID Holdings Corporation (TSE Prime Market Code: 4709)  
President, Representative Director and Group CEO  
Masaki Funakoshi

February 6, 2026

**Net Sales**    **¥29,188 million** (+9.7% YoY)



⊕ Application development, IT infrastructure and cybersecurity\* trended firmly.

**Operating Income**    **¥3,018 million** (+7.6% YoY)  
**Operating Income Margin**    **10.3%** (-0.2P YoY)



- ⊖ Returns to employees increased, as did expenses for strategic investment in personnel training and retention.
- ⊕ Net sales rose and gross profit margin improved in application development and other segments.
- ⊕ Decline in amount of amortization of goodwill

\* Beginning in FY2025, the service formerly named “software development” is renamed “application development” and the service formerly named “cybersecurity, consulting and training” is split into two services, “cybersecurity” and “consulting and training.” The changes in service names do not entail any change in operational content of the services.

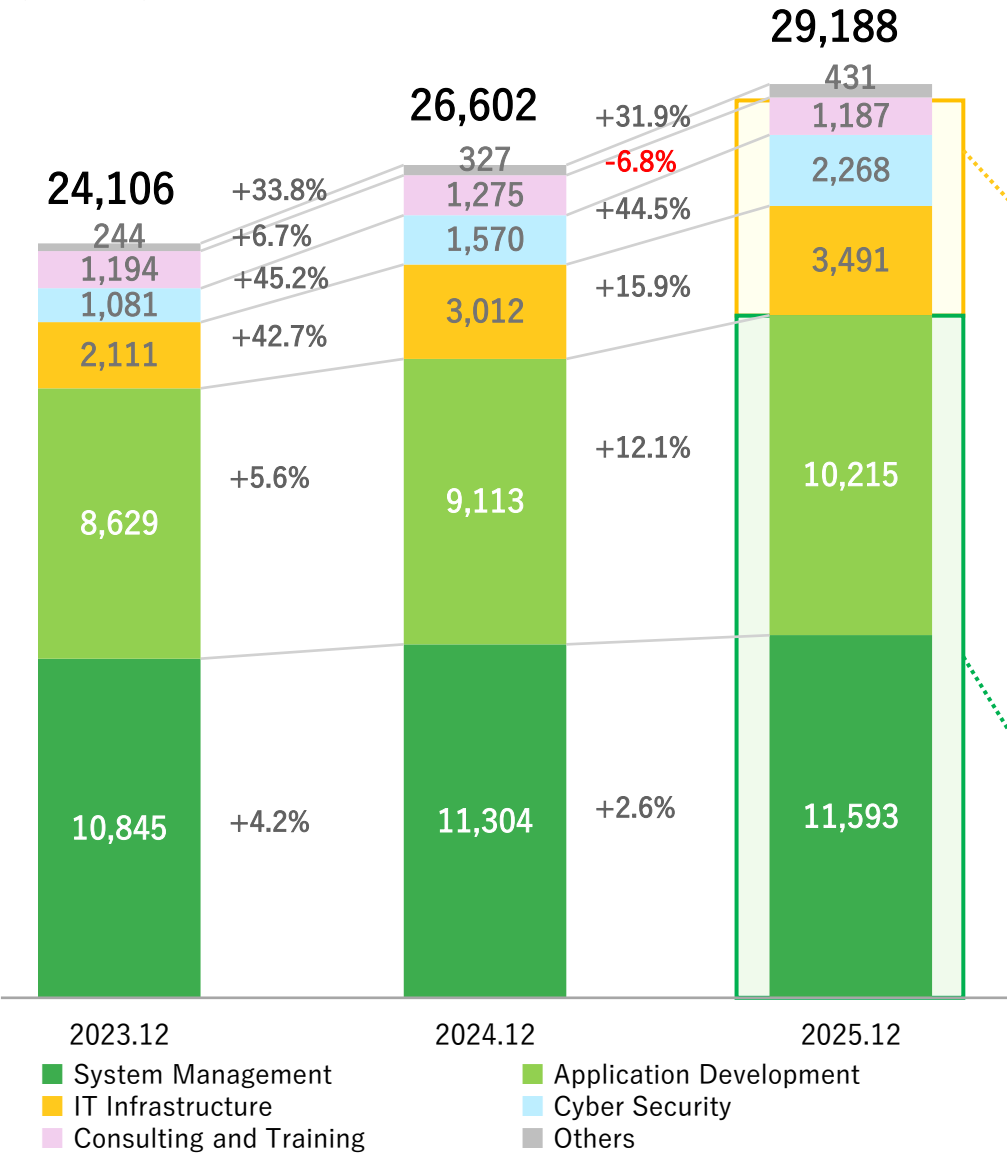
# Financial Results (Consolidated)

(¥ million)	2024.12		2025.12			
	Results	(% of net sales)	Results	(% of net sales)	Diff.	YoY
Net sales	26,602	-	29,188	-	2,586	+9.7%
Cost of sales	20,159	75.8%	21,728	74.4%	1,568	+7.8%
Gross profit	6,442	24.2%	7,460	25.6%	1,017	+15.8%
SG&A expenses	3,637	13.7%	4,441	15.2%	804	+22.1%
EBITDA <sup>1</sup>	3,303	12.4%	3,308	11.3%	5	+0.2%
Operating income	2,805	10.5%	3,018	10.3%	213	+7.6%
Ordinary income	2,897	10.9%	3,036	10.4%	139	+4.8%
Net income attributable to owners of parent	1,724	6.5%	1,939	6.6%	214	+12.4%
Earnings per share (EPS) (¥)	102.92	-	114.79	-	11.87	-
EPS before amortization of goodwill <sup>2</sup> (¥)	122.80	-	123.75	-	0.95	-

Notes:  
 1. EBITDA = Operating income + Depreciation + Amortization of goodwill  
 2. EPS before amortization of goodwill = (Net income attributable to owners of parent + Amortization of goodwill) ÷ Interim average number of shares

# Net Sales by Service

(¥ million)



## Focus areas

¥6,948 million  
(+18.6% YoY)

### Consulting and Training (Share of net sales: 4.1%)

- ⊖ Projects with some customers were completed, etc.

### Cybersecurity (Share of net sales: 7.8%)

- ⊕ Expanded orders from multiple customers, including public-sector clients, in line with growing demand for cybersecurity measures

### IT Infrastructure (Share of net sales: 12.0%)

- ⊕ Expansion of order acceptance from customers in the finance, energy and manufacturing sectors
- ⊕ Expanded transactions through partnerships with major IT vendors

### Application Development (Share of net sales: 35.0%)

- ⊕ Acquired new customers through partnerships with major IT vendors
- ⊕ Launch of new projects with existing clients
- ⊕ Expansion of order acceptance from customers in the finance, manufacturing, and energy sectors

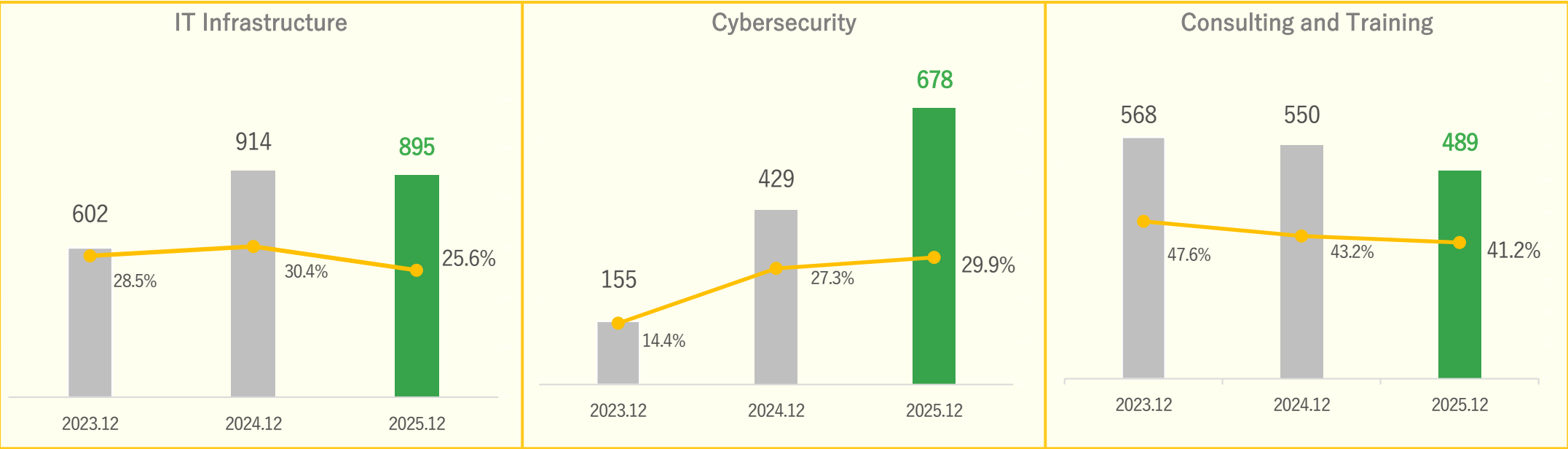
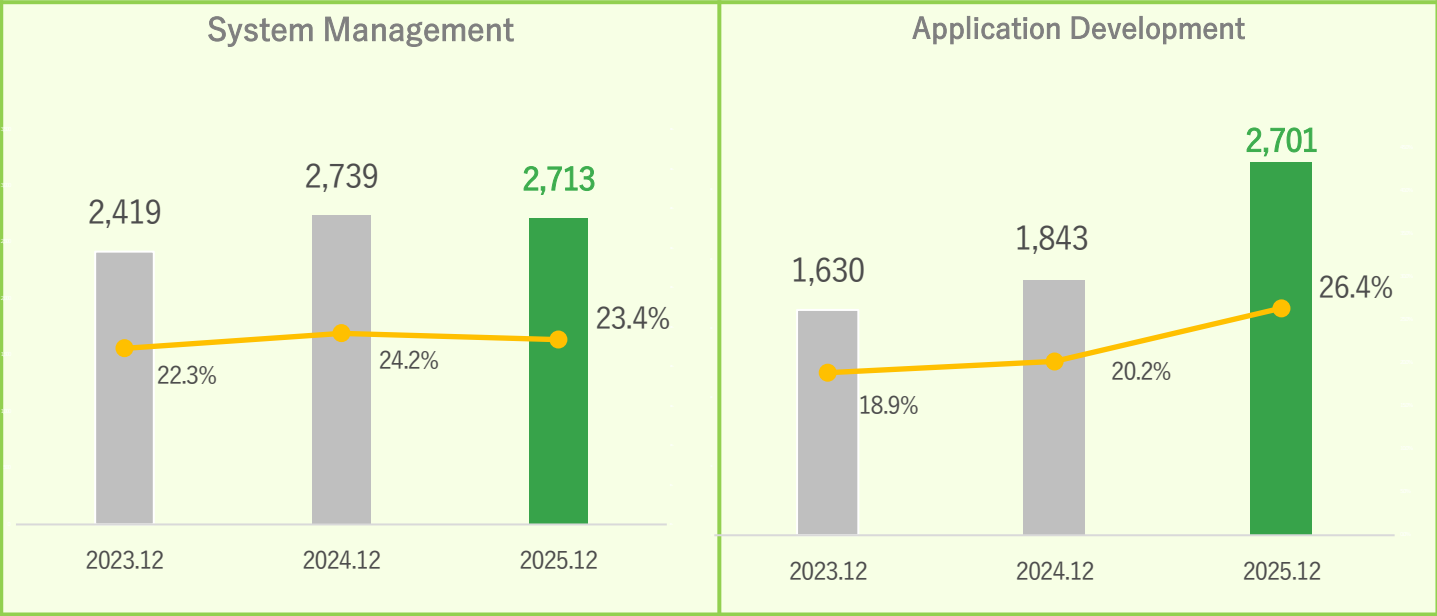
### System Management (Share of net sales: 39.7%)

- ⊕ Expansion in order acceptance and the start of new projects from finance-related customers and major IT vendors
- ⊕ Revising unit prices for price optimization
- ⊖ Downsizing of some projects and changes in service categories

## Base areas

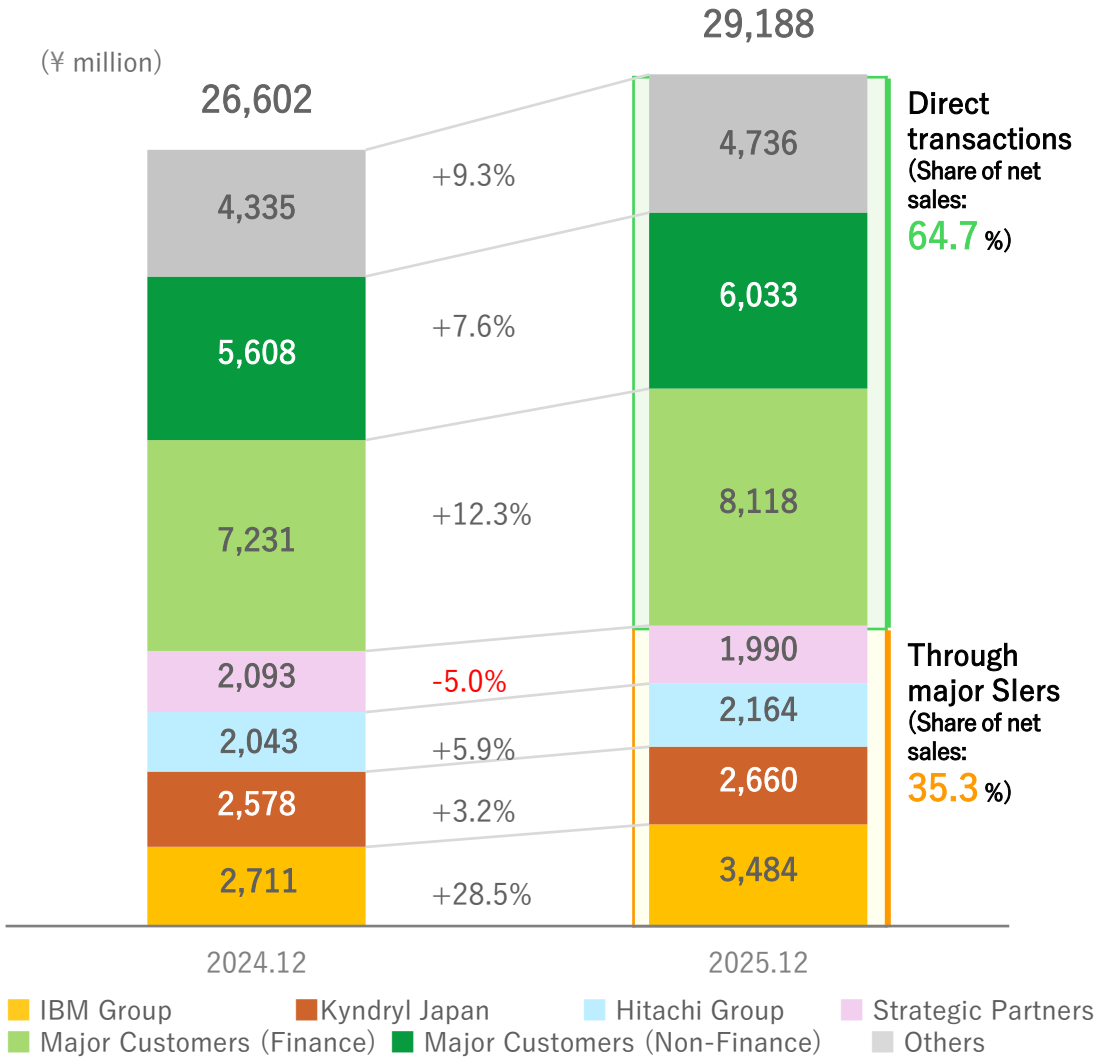
¥21,809 million  
(+6.8% YoY)

■ Gross profit (¥million)  
— Gross profit margin (%)



# Net Sales by Strategic Alliances

The ID Group secures a stable earnings base by maintaining a balance between direct contracts (about 60%) and projects through major Slers (about 40%).



Note: Beginning in the fiscal year under review, accounting categories are changed for some customers. Net sales in the previous fiscal year are calculated based on categories after the change.

## Major Customers (Non-Finance)

(Share of net sales: 20.7%)

- ⊕ Receipt of orders for new major projects in application development from customers related to energy and transportation, and expansion of orders from customers related to manufacturing
- ⊕ Expansion of orders received for security projects with multiple customers
- ⊕ Receipt of new major IT infrastructure projects from customers related to energy, etc.

## Major Customers (Finance)

(Share of net sales: 27.8%)

- ⊕ Expansion of orders received for cloud platform migration and configuration, and vulnerability response projects
- ⊕ Receipt of orders for new major projects in application development from customers related to insurance
- ⊕ Expansion of projects through strengthened sales activities

## Strategic Partners

(Share of net sales: 6.8%)

- ⊖ Exit from projects in system management, etc.

## Hitachi Group

(Share of net sales: 7.4%)

- ⊕ Expansion of orders received for security projects from customers related to public office

## Kyndryl Japan

(Share of net sales: 9.1%)

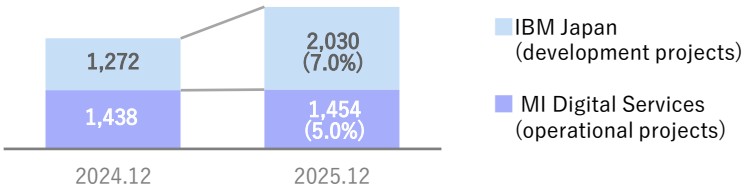
- ⊕ Expansion of orders received for security projects from customers related to manufacturing

## IBM Group

(Share of net sales: 11.9%)

\*The figures in parentheses in the graph indicate the share of net sales.

- ⊕ Expansion of orders for application development projects from customers related to energy and broadcasting, and receipt of new major projects from customers related to transportation, etc.
- ⊕ Expansion of orders for IT infrastructure and cybersecurity projects from customers related to public-sector

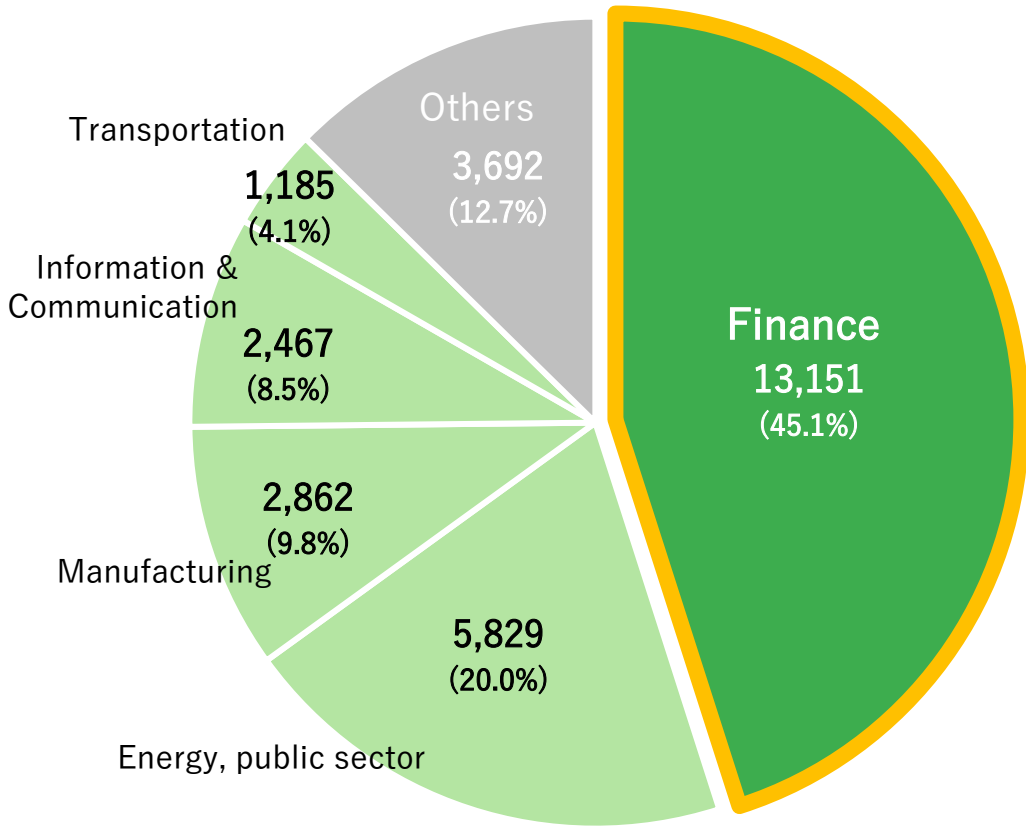


# Net Sales Composition by End-user Industry

Transactions with the financial sector account for about **50%** of net sales.

(¥ million)	2025.12	(% of net sales)	YoY	
Finance	13,151	45.1%	+952	+7.8%
Energy, public sector	5,829	20.0%	+918	+18.7%
Manufacturing	2,862	9.8%	+312	+12.3%
Information & Communication	2,467	8.5%	+305	+14.1%
Transportation	1,185	4.1%	+20	+1.8%
Others*	3,692	12.7%	+75	+2.1%
Total	29,188	100.0%	+2,586	+9.7%

(¥ million)  
Figures in parentheses  
indicate % of net sales



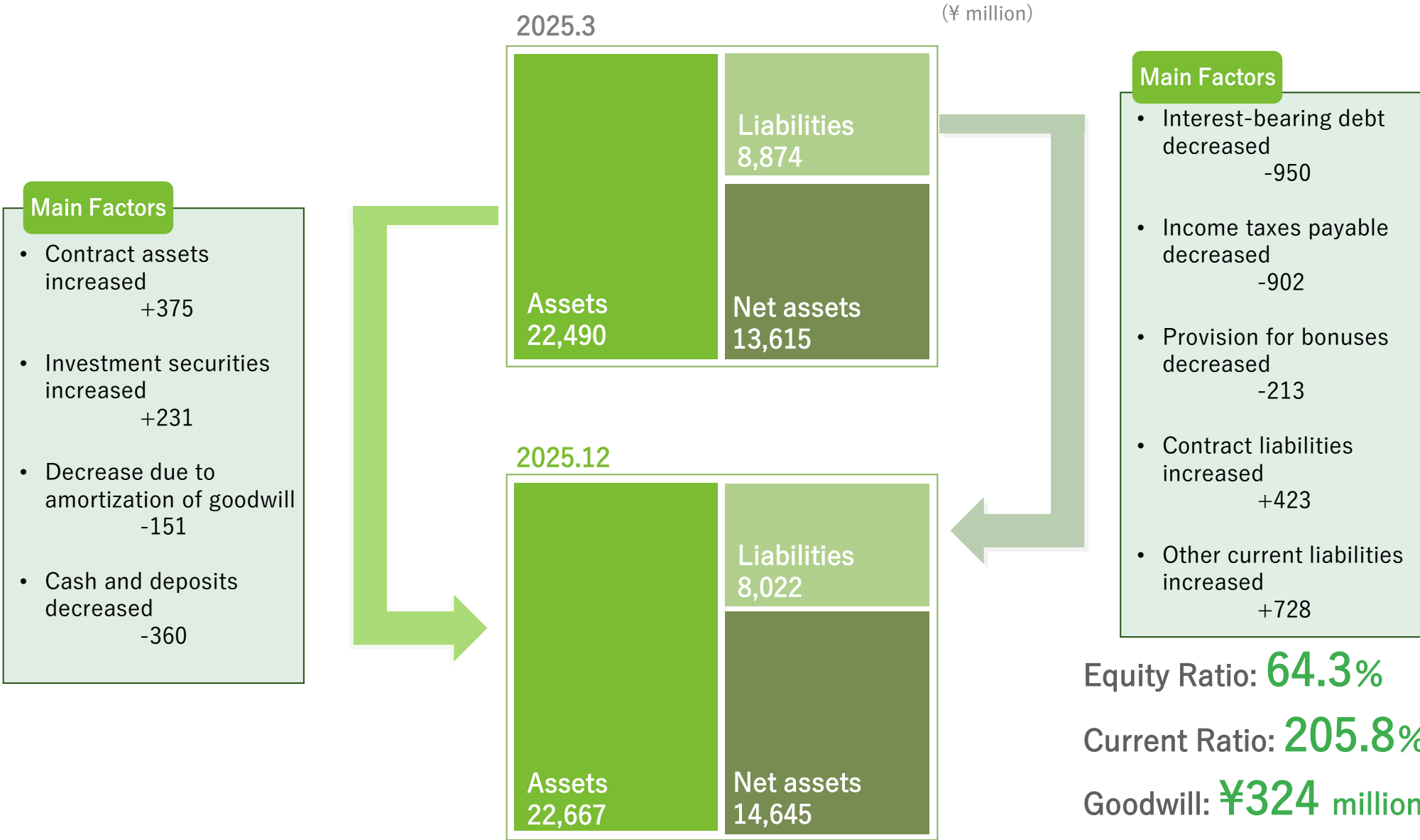
\*“Media”, “Healthcare”, “Construction, Real estate”, “Wholesale, Retail, Restaurants”, etc.

Note: Accounting categories may be changed according to status of corporate clients. (Net sales in the previous fiscal year are calculated based on categories after the change.)

Operating Income Analysis (YoY)

	2024.12	2025.12		Main Reasons in Changes
(¥ million)	Results	Results	Diff.	
Gross profit	6,442	7,460	+1,017	<div>• Increase in net sales +2,586</div> <div>• Increase in cost of sales +1,568</div> <div>-Subcontract expenses +1,031</div> <div>-Labor cost +336</div> <div>-Purchases +162</div>
SG&A expenses	3,637	4,441	+804	<div>• Increase in personnel cost +694</div> <div>-Advancing returns to employees</div> <div>• Increase/decrease in other expenses +109</div> <div>-Increase in strategic investment to train and secure personnel</div> <div>-Decrease in amortization of goodwill</div> <div>etc.</div>
Operating income	2,805	3,018	+213	

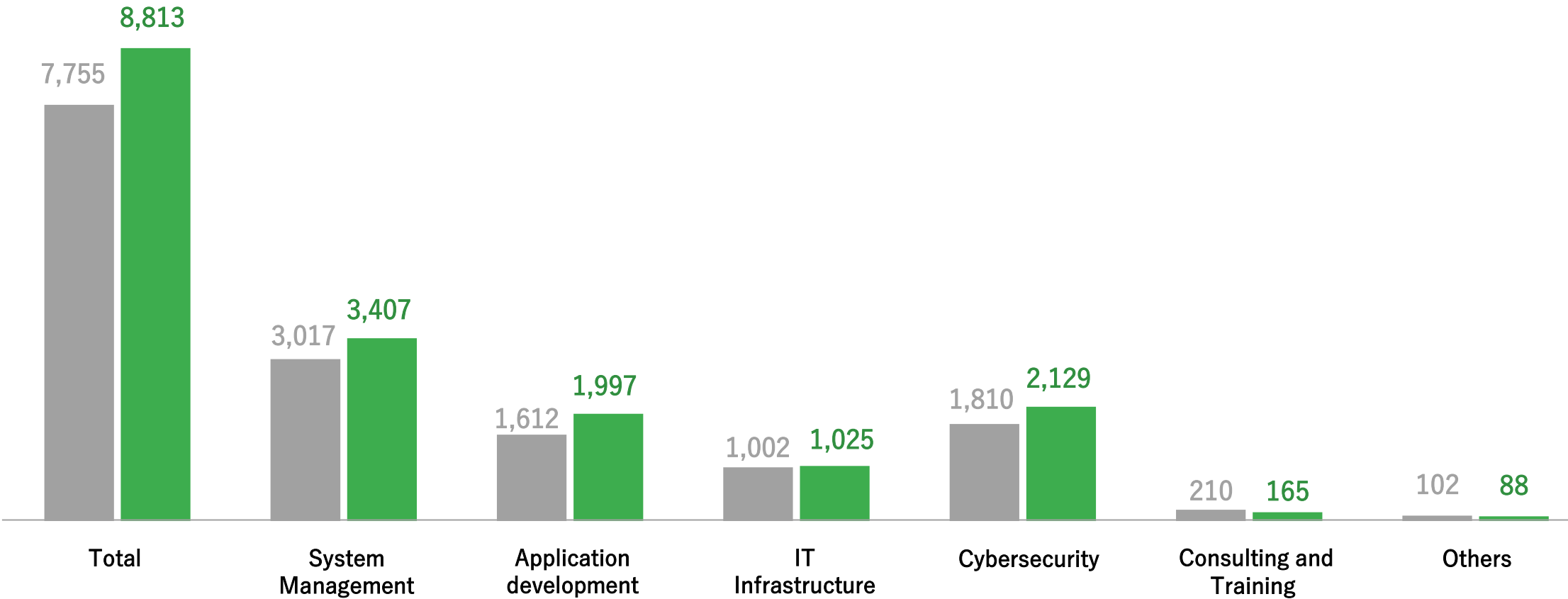
Change or Die !



Order Backlog by Service (Cumulative)

(¥ million)

■ 2024.12 ■ 2025.12



Forecast of Consolidated Financial Results for FY2025 (YoY)

	2025.3		2026.3 (Announced October 31, 2025)			
(¥ million)	Results	(% of net sales)	Plan	(% of net sales)	Diff.	YoY
Net sales	36,274	-	39,000	-	+2,725	+7.5%
EBITDA	4,390	12.1%	4,540	11.6%	+149	+3.4%
Operating income	3,780	10.4%	4,100	10.5%	+319	+8.4%
Ordinary income	3,862	10.6%	4,080	10.5%	+217	+5.6%
Net income attributable to owners of parent	2,389	6.6%	2,500	6.4%	+110	+4.6%
Earnings per Share(EPS)(¥)	142.54	-	147.77	-	+5.23	-
EPS before Amortization of Goodwill(¥)	165.43	-	159.70	-	-5.73	-
Cash flows from operating activities	3,557	-	3,355	-	-202	-

## Disclaimer

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