



Financial Results Briefing Material for Q1 FY2026

February 10, 2026

Securities Code : 9438

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- Maternal health record book app + Childcare DX services
- School DX business

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Please visit our website for appendix material.
<https://ir.mti.co.jp/eng/library/presentation/>

- Image of medium- to long-term
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- Overview of healthcare services
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- School DX business

Financial Results Overview for Q1 FY2026

Net sales

¥7,773 million

YoY+6.9%

Operating income

¥835 million

YoY+16.4%

Profit attributable to owners of parent

¥603 million

YoY+2.4%

Content

Number of monthly paying members

3.23 million

QoQ (100) thousand

Cloud-based medication history

4,166

pharmacies introduced
(cumulative)

Full cloud-based school affairs support system

1,067 schools introduced

New contract acquisitions for the next fiscal year are progressing smoothly.

Net sales: Increased

Operating income, ordinary income: increased

(Unit : Mil yen)	FY2025 1Q	FY2026 1Q	YoY		Sales growth in healthcare and school DX businesses
	Amount	Percentage			
Net sales	7,271	7,773	+501	+6.9%	
Cost of sales	1,860	2,064	+203	+10.9%	
ratio	25.6%	26.6%			
Gross profit	5,410	5,708	+297	+5.5%	
ratio	74.4%	73.4%			
SG&A	4,692	4,872	+180	+3.8%	
ratio	64.5%	62.7%			
Operating income	718	835	+117	+16.4%	
ratio	9.9%	10.8%			
Ordinary income	783	923	+140	+18.0%	
ratio	10.8%	11.9%			
Profit attributable to owners of parent	589	603	+14	+2.4%	
ratio	8.1%	7.8%			

Consolidated SG&A

SG&A: Slight increase

Advertising expenses, subcontract expenses and depreciation: Remained flat

(Unit : Mil yen)	FY2025 1Q	FY2026 1Q	YoY	
	Amount	Percentage		
SG&A	4,692	4,872	+180	+3.8%
Advertising expenses	890	868	△21	△2.5%
Personnel expenses	1,814	1,917	+103	+5.7%
Commission fee	737	810	+72	+9.9%
Subcontract expenses	412	453	+41	+10.0%
Depreciation	336	300	△36	△10.7%
Other	501	523	+21	+4.2%

Promotion expenses for AdGuard remain flat.

Performance by segment

Content Business

- Content service
 - Entertainment & Life
 - Security-related
- Original comics service



Healthcare Business

- Healthcare service for women
- Childcare DX service
- Cloud-based medication history service
- Online consultation service, etc.



School DX Business

- School DX service

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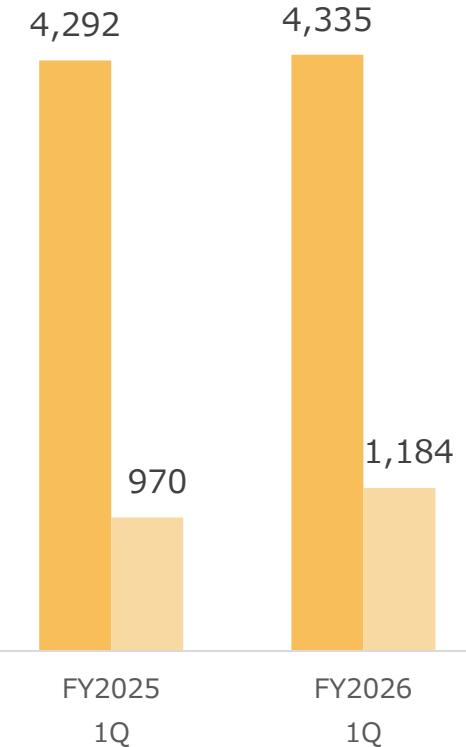
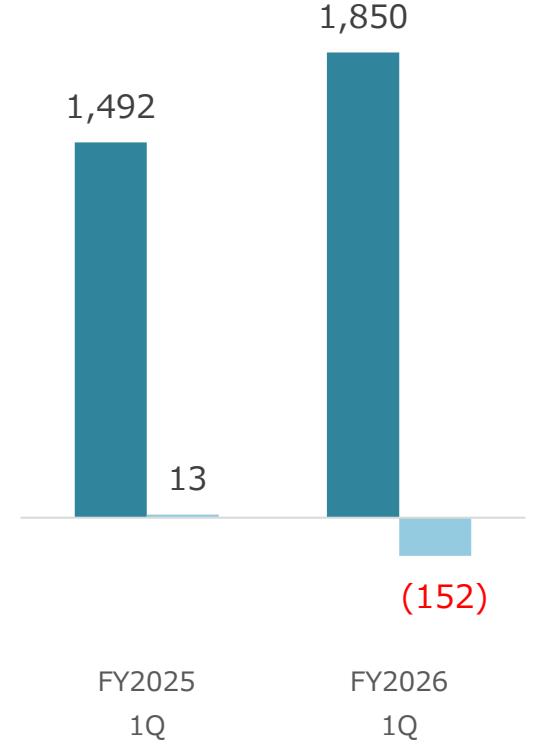
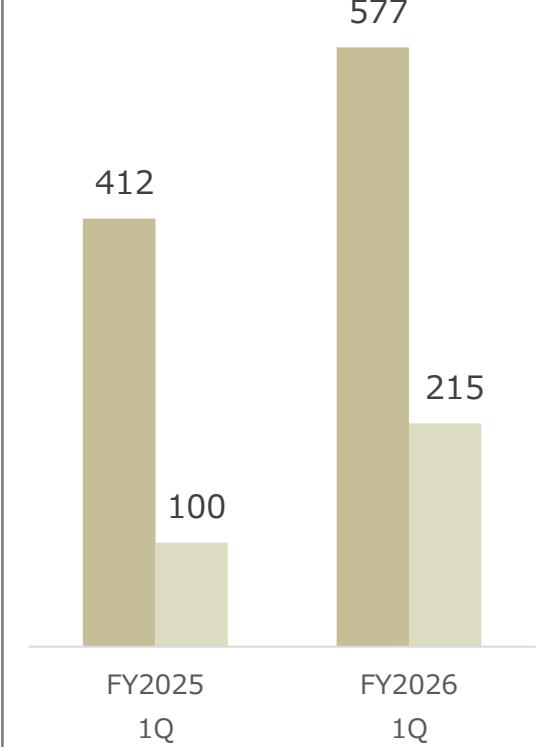
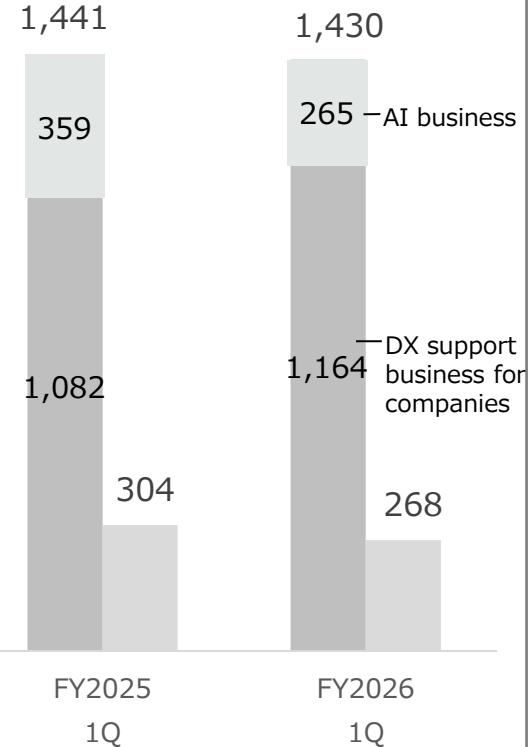
Other Business

- AI business
- DX support business for companies
- Solution service for corporate

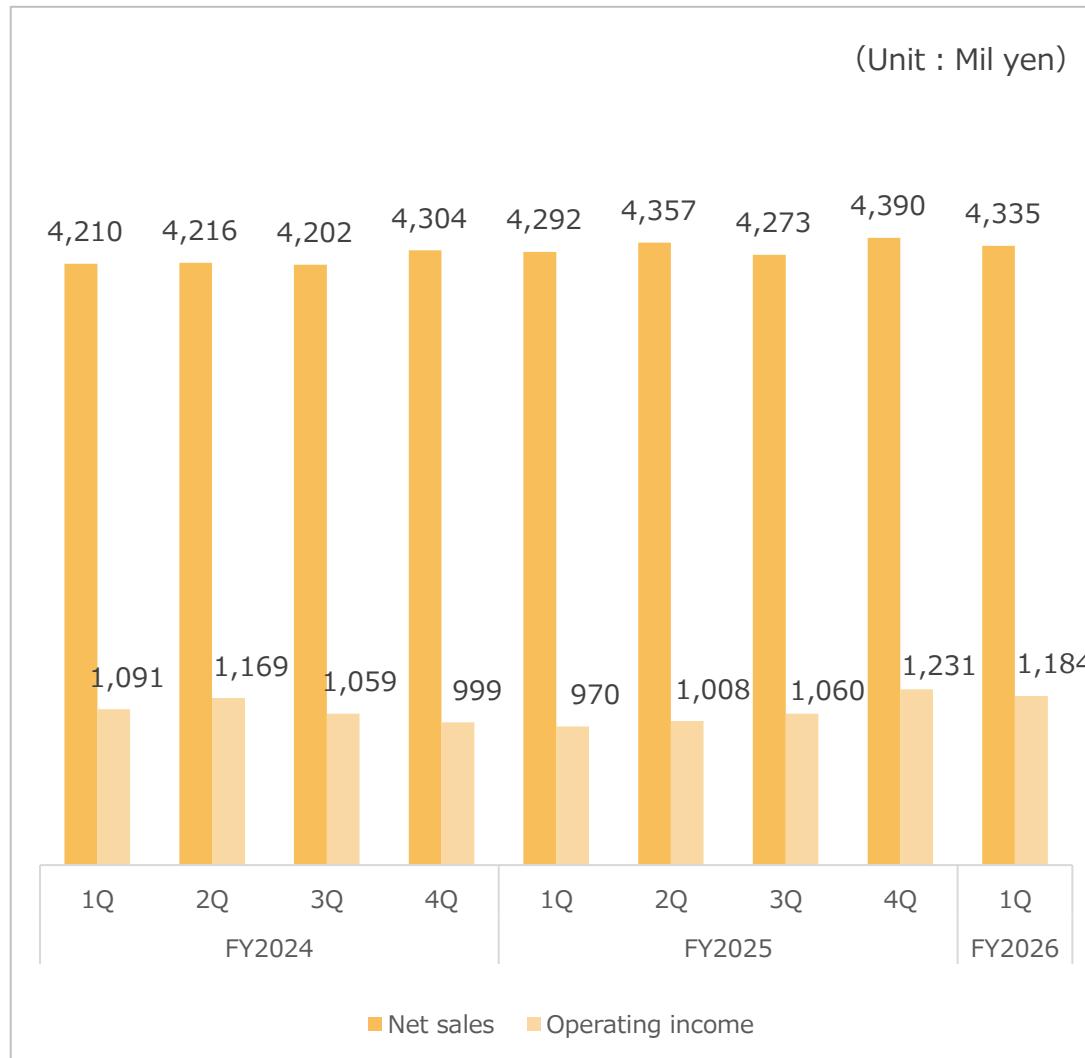


Performance by segment (YoY)

(Left axis : Net sales, Right axis : Operating income, Unit : Mil yen)

Content Business**Healthcare Business****School DX Business****Other Business**

Content business : Net sales and operating income



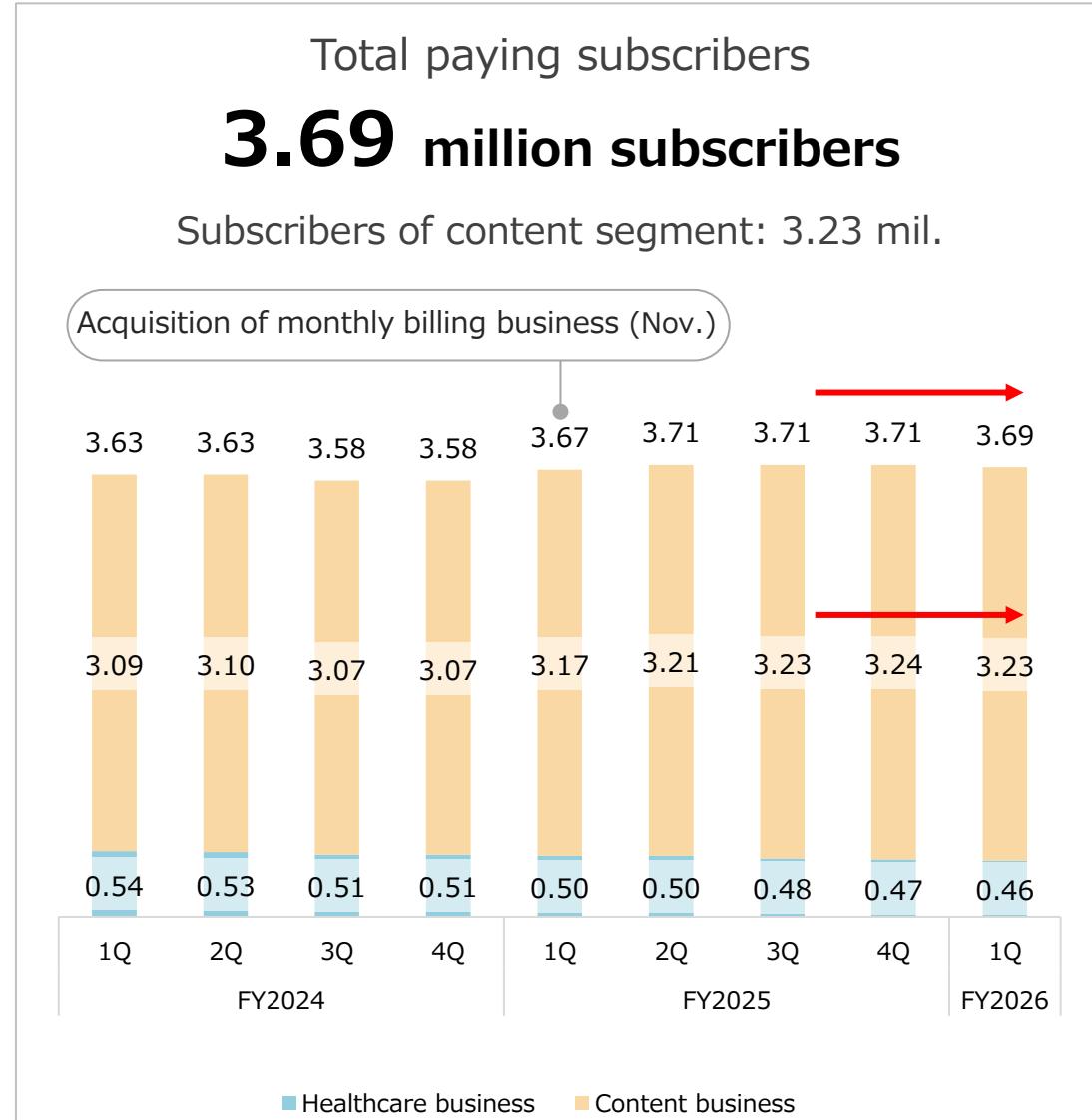
QoQ

Net sales: Flat

- Paid subscribers remain flat

Operating income: Flat

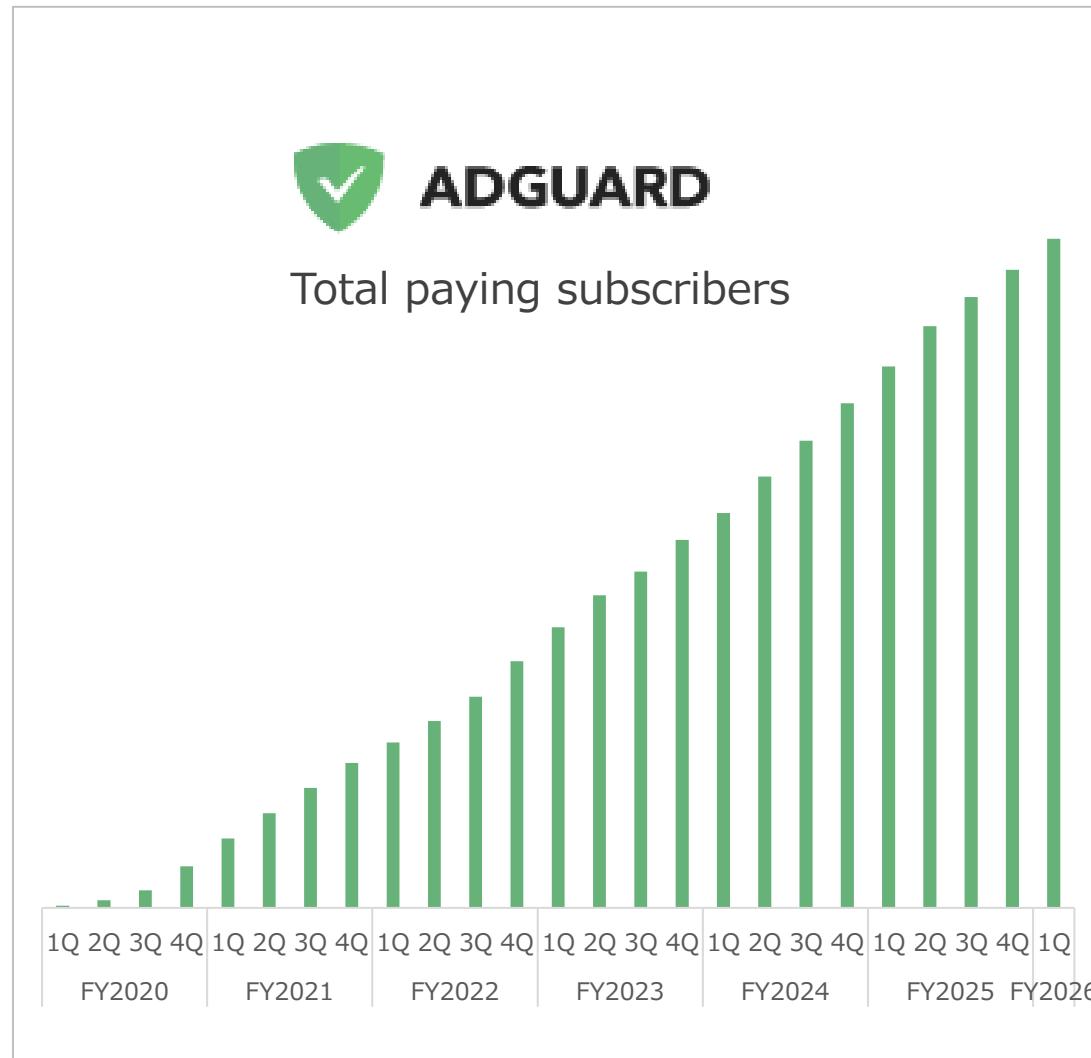
Content business : The number of paying subscribers



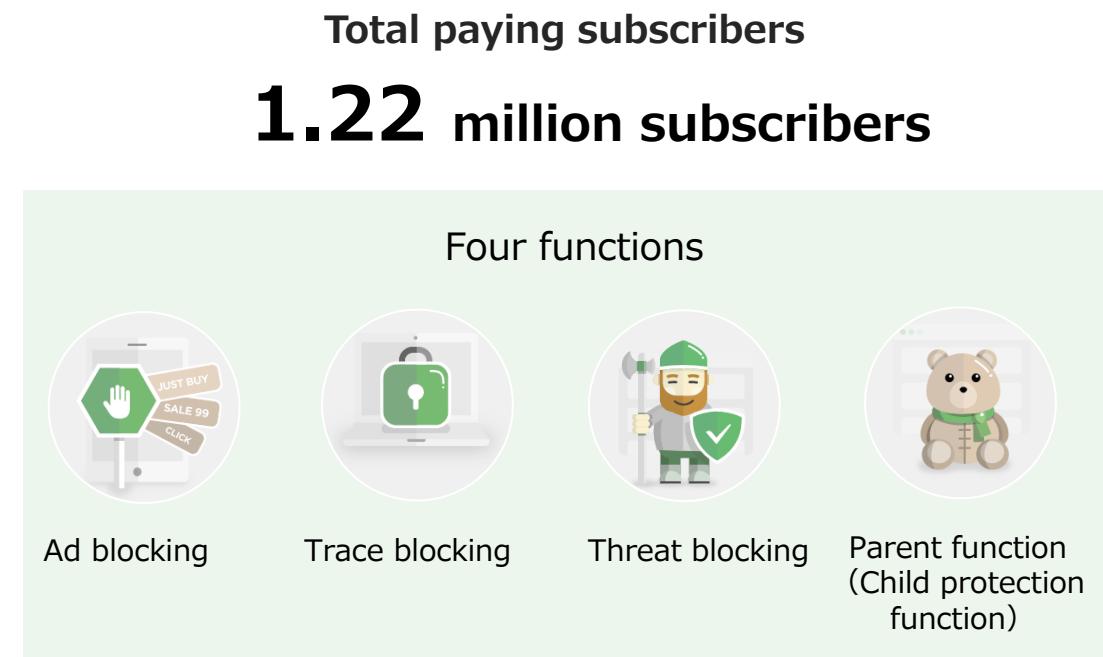
Number of paying subscribers remained flat

- Brisk security-related app

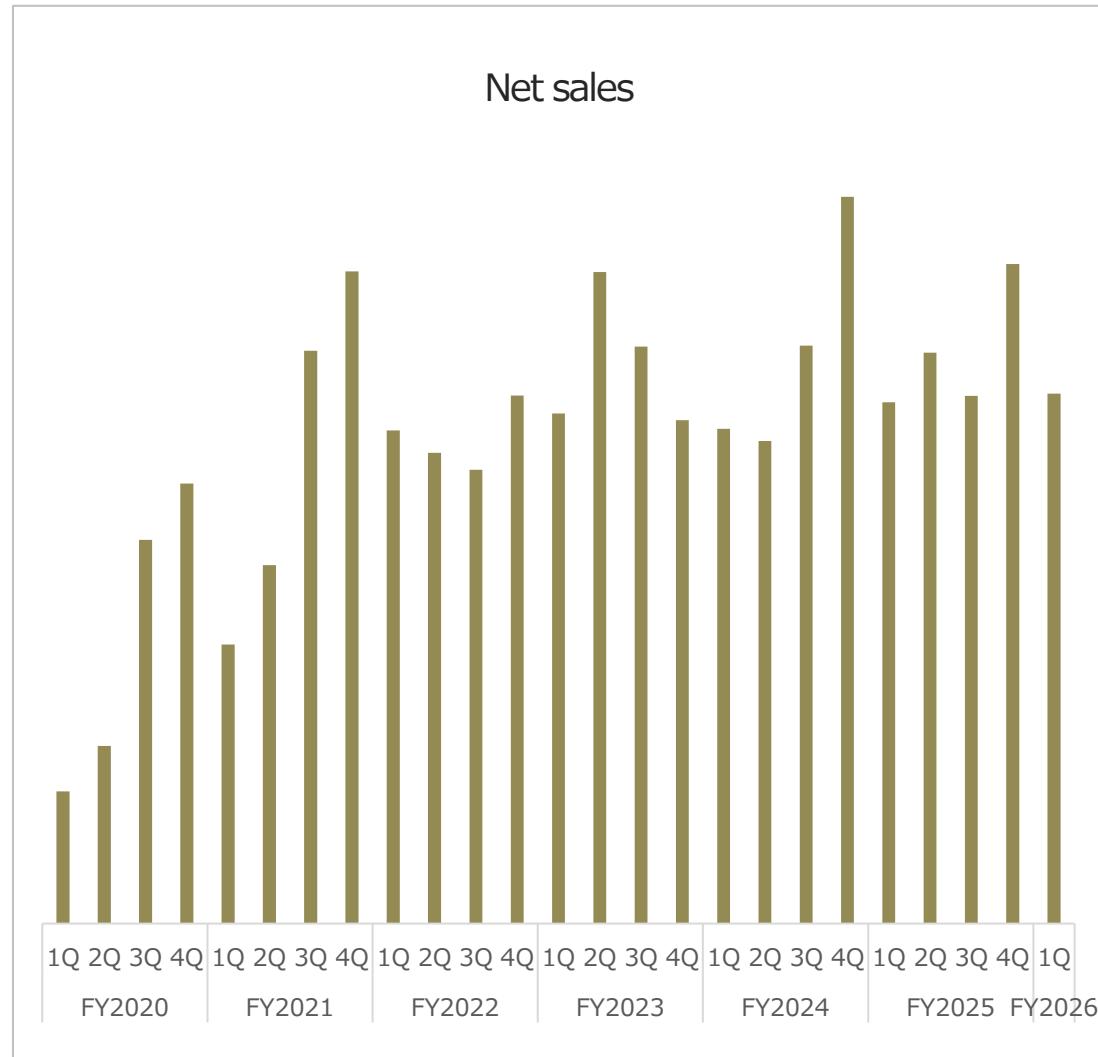
Content business: Security-related app



The security-related app continues to perform well



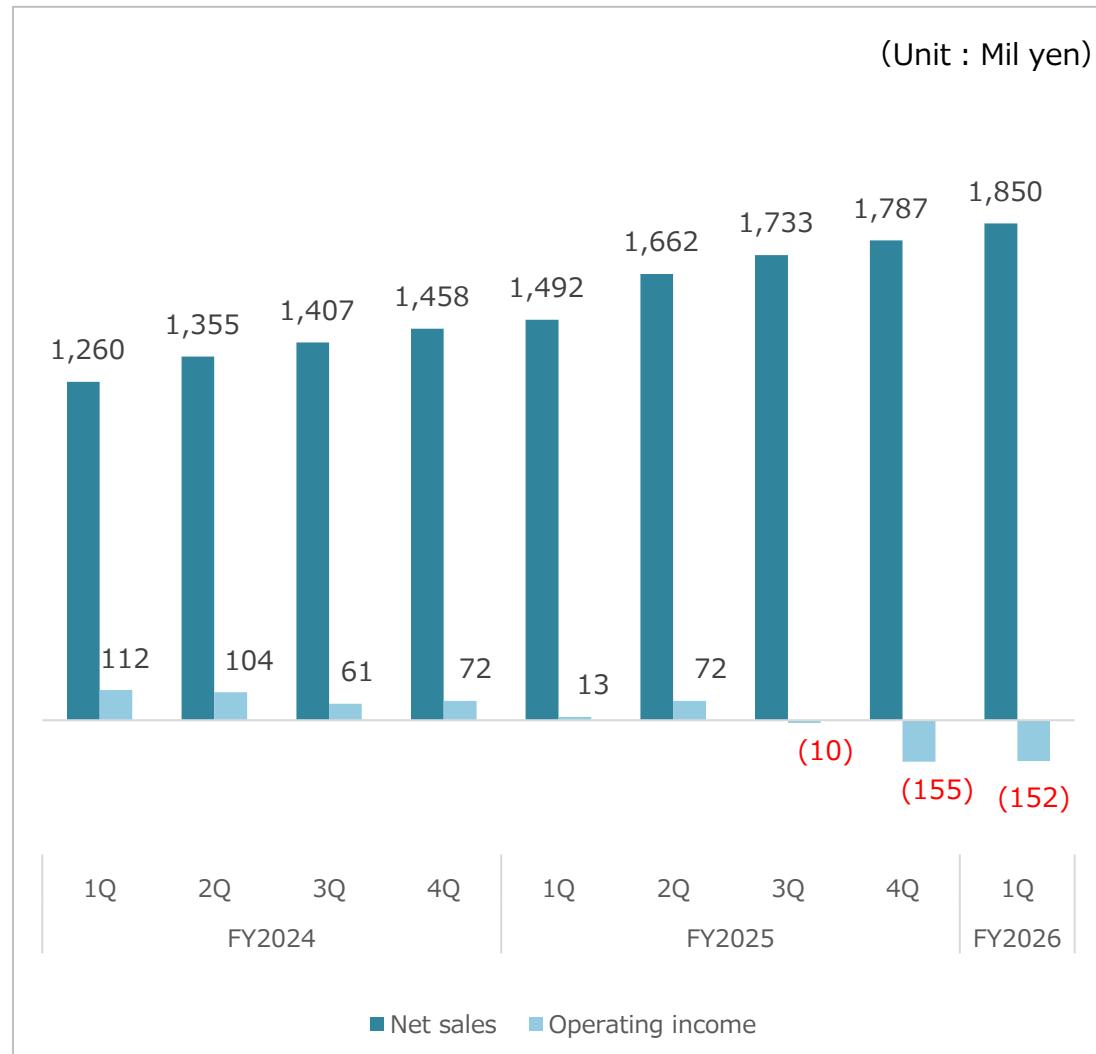
Content business: Original comics content business



Original comics content business **Stable transition**

- Keep in comic titles introduced
- Stable growth in the number of TV dramas of popular works

Healthcare business: Net sales and operating income



QoQ

Sales growth

- Cloud-based medication history service is progressing smoothly

QoQ

Operating loss: Flat

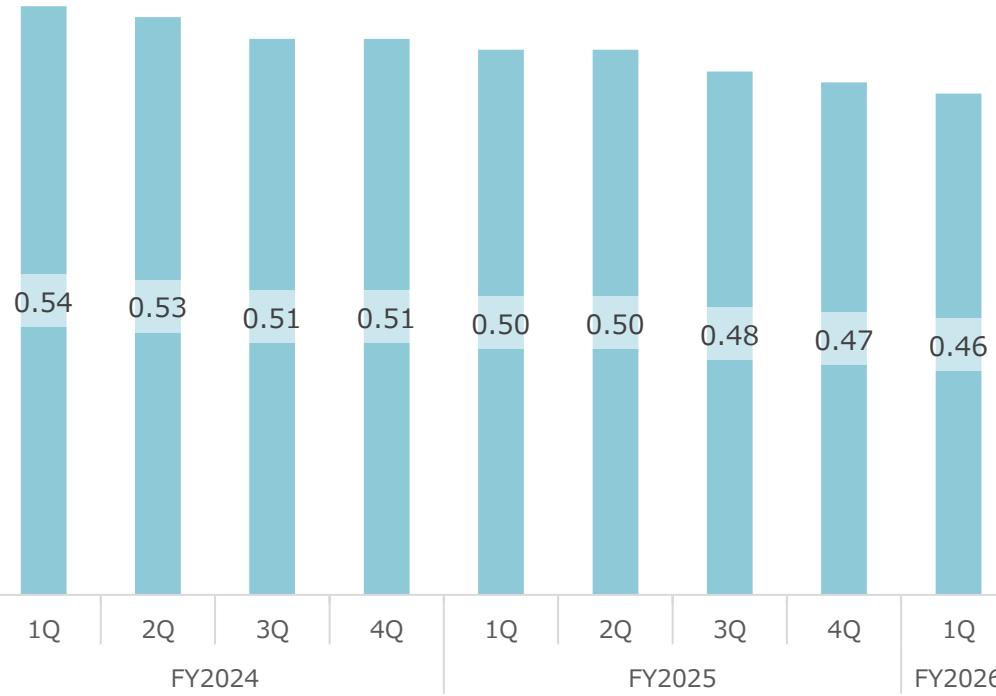
- Increase in system development costs for pharmacy DX and childcare DX
- LunaLuna Mirai support cost burden

Healthcare business: Monthly content service

Total paying subscribers

(LunaLuna, CARADA medica)

0.46 million subscribers

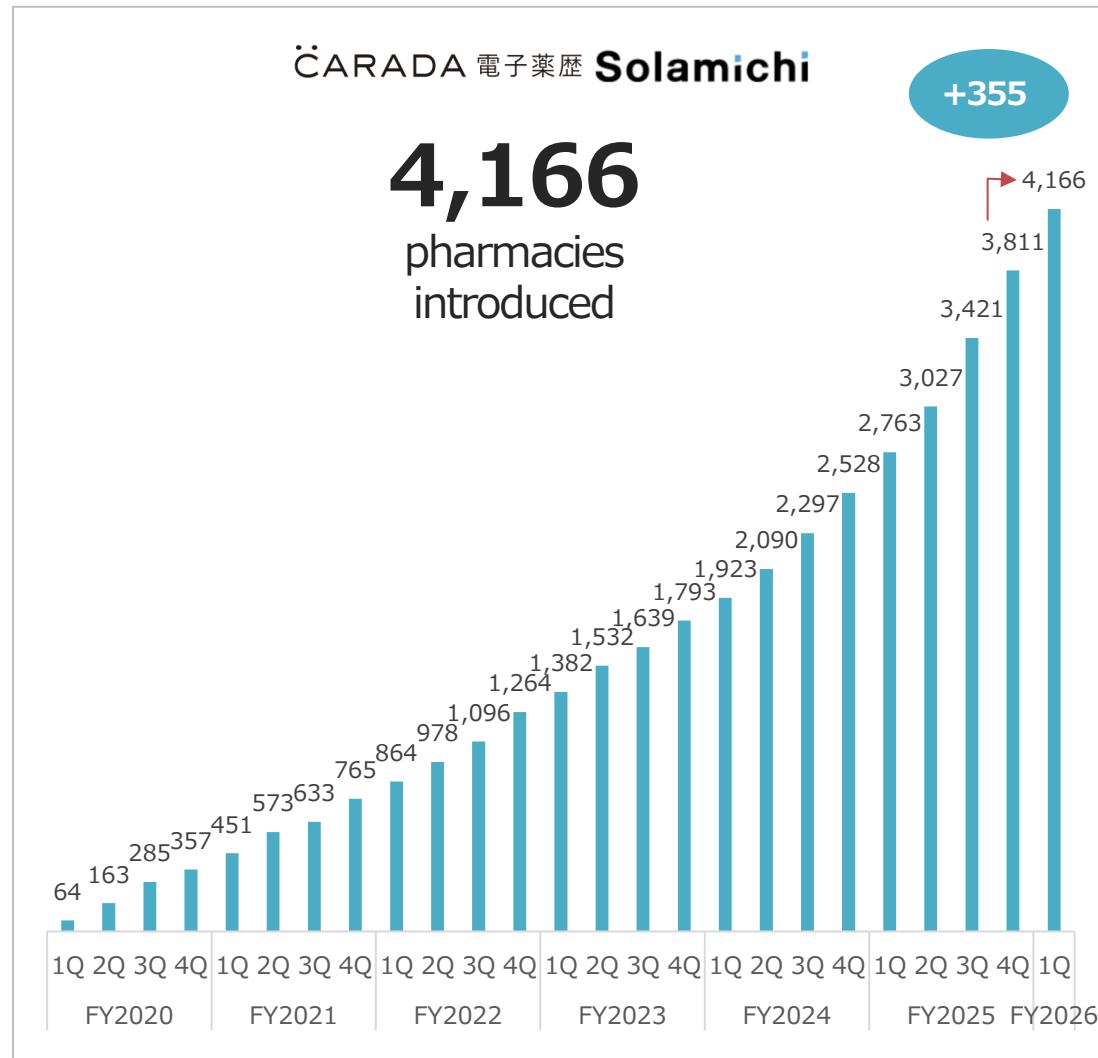


Monthly subscription content service

Total paying subscribers

QoQ: Levelled off

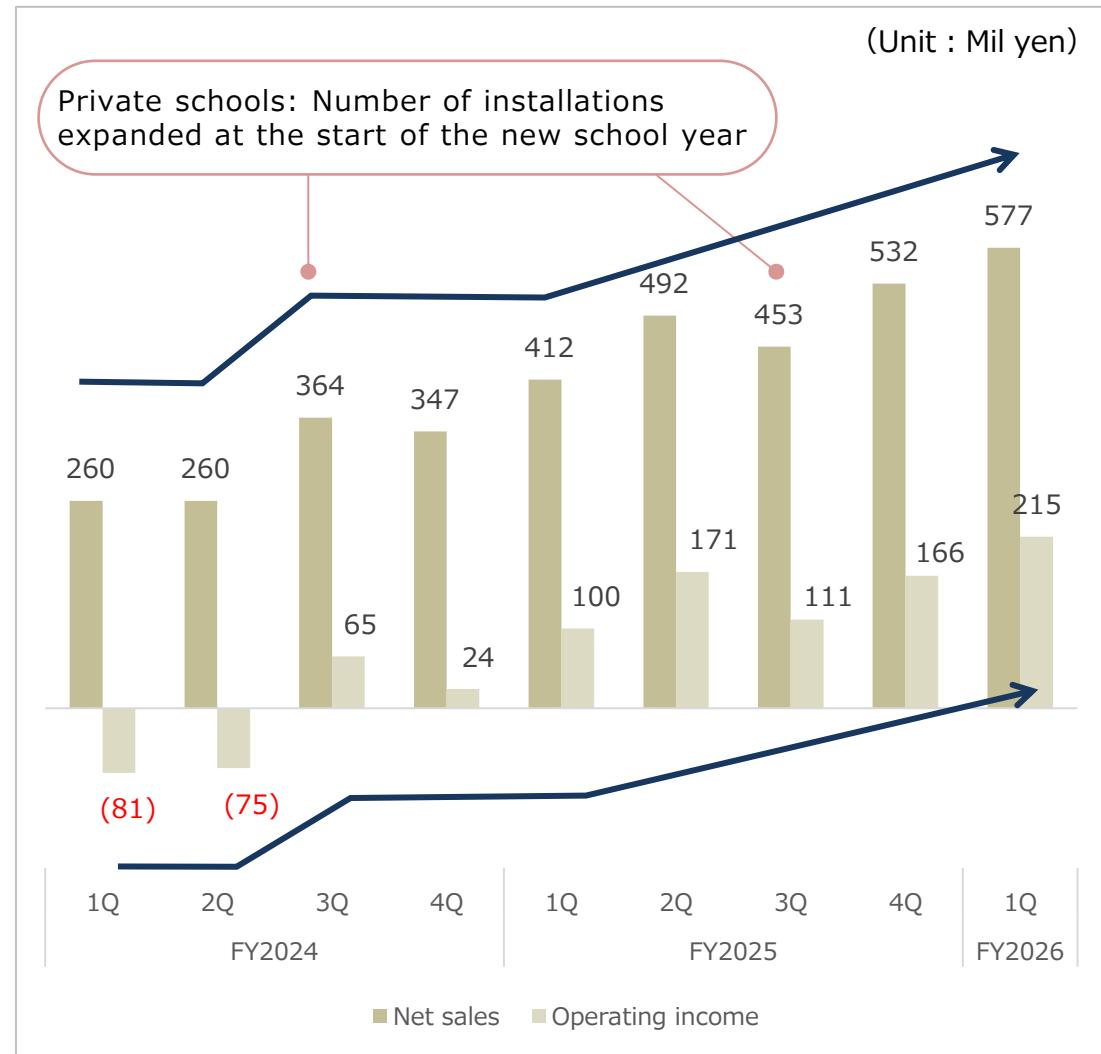
Healthcare business: Cloud-based medication history service



Cloud-based medication history service

Contributed to the introduction of pharmacies and drugstores of medium size and above

School DX business: Net sales and operating income



QoQ

Sales growth
Operating income expansion

+ Public Schools: Initial implementation sales

Expansion of school implementations

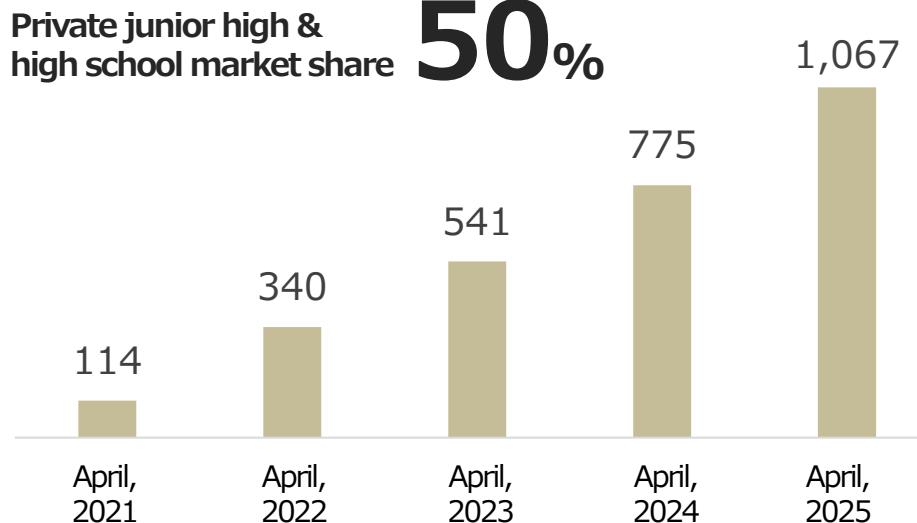
Private schools

(Junior high / High schools)

300 schools scheduled for implementation in April 2025

Private junior high & high school market share

50%



Number of Schools Introduced: Figures reflect contract cancellations due to school corporation mergers and account consolidations between junior and senior high schools.

Share in Private Schools: Calculated by the Company based on the FY2024 School Basic Survey published by the Ministry of Education, Culture, Sports, Science and Technology (MEXT) on December 18, 2024.

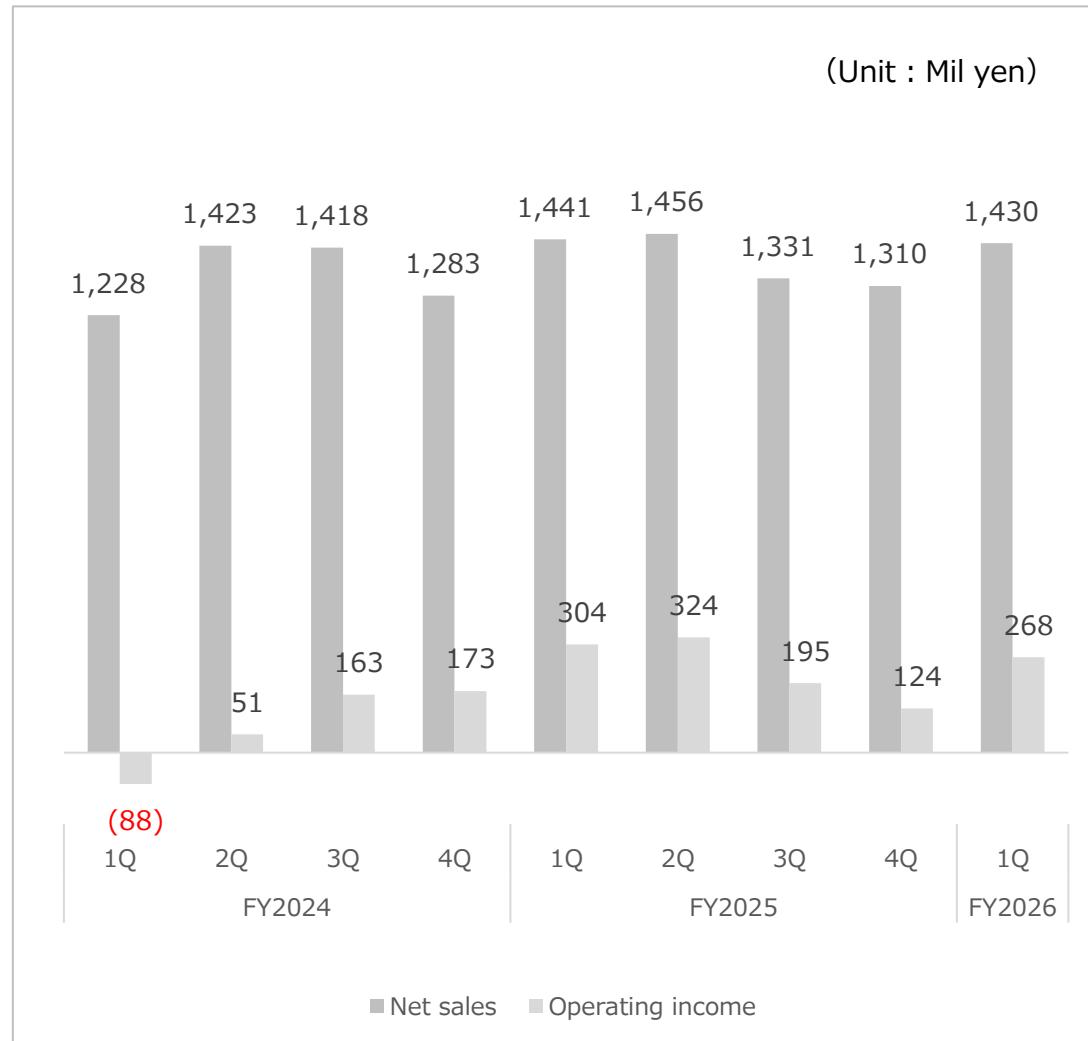
Public schools

(Elementary / Junior High / High Schools)

- April 2025:
Yamanashi Prefectural high school implementation
- April 2026:
Planned implementation in Yamanashi Prefectural elementary and junior high schools



Other business (Includes DX support business for companies, AI): Net sales and operating income



QoQ

Sales growth Operating income: Increased

- Corporate DX support business steady

Future approach

Basic policies and priority issues for FY2026

Healthcare business

Sales and profit growth

- For Pharmacies:
Growth of the cloud-based medication history service
- For Municipalities:
Promotion of the platform strategy of the childcare DX

School DX business

Sales and profit growth

- Expanding the number of private schools adopting our services
- Expanding the number of public schools adopting our services

Content business

Securing profit

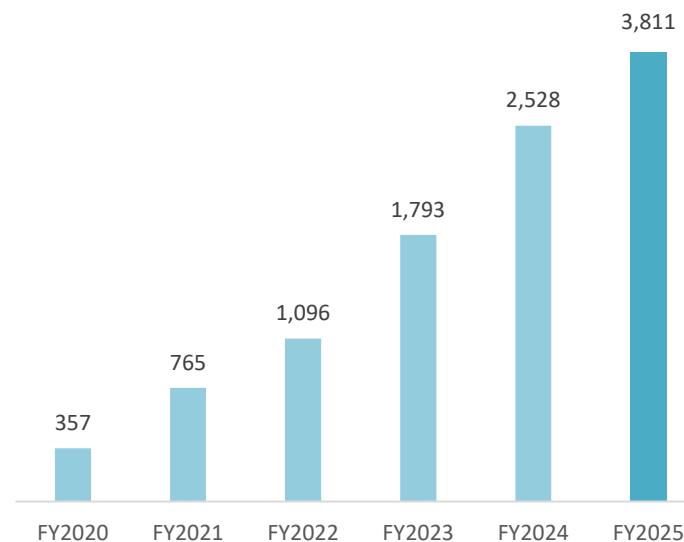
- Original comics content business growth
- Security-related app growth

Healthcare business: Cloud-based medication history service

CARADA 電子薬歴 **Solamichi**



Number of implementations



Further expansion of the number of implementations.

Strong installation in mid-size and larger pharmacies and drugstores.

- Achieving a user-friendly UI/UX for pharmacists
- Equipped with AI automatic summarization function

Healthcare business: Promotion of pharmacy DX

Enhancing the lineup of cloud services for dispensing pharmacies

Solamichi System Inc.

(Consolidated subsidiary)

- **Cloud-based medication history**

(Medication guidance support)



More than 3,800 pharmacies have adopted the system

Implemented across all stores

Yakuju

Done

Kirindo

Done

Tomod's

Done

Corte Inc.

(Affiliated company)*

- **AI automatic summarization feature**



Contributed to the expansion of the implementation of new features in cloud-based medication history systems

Implemented at all Nihon Chouzai Co., Ltd. pharmacies Done

*Ownership stake of 41% in Solamichi System Inc.
(as of September 2025)

PHARUMO, Inc.

(Consolidated subsidiary)

- **Medication notebook app**
- **Cloud-based medication picking***



EveryPick

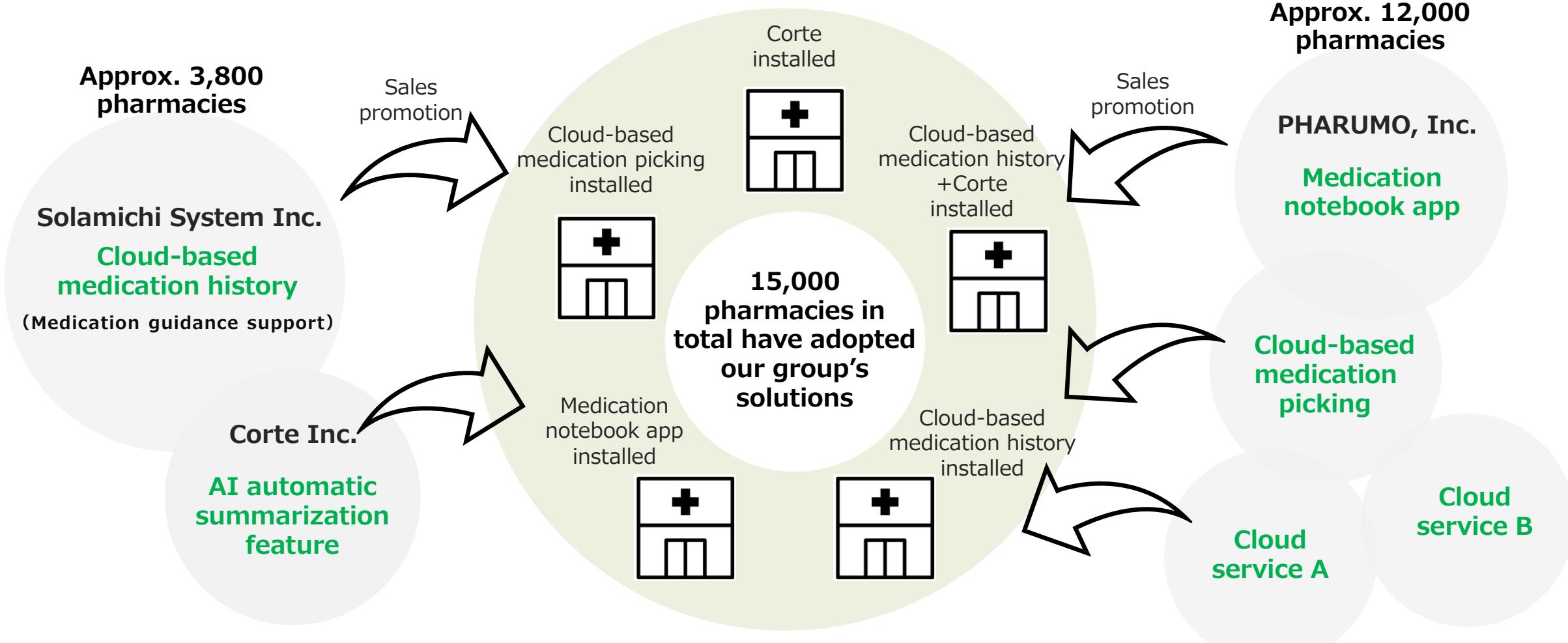
A dispensing data platform used by 12,000 pharmacies

* Cloud-based medication picking
A picking-based audit system to prevent medication dispensing errors

Healthcare business: Promotion of pharmacy DX

Group-wide deployment in 20% of pharmacies

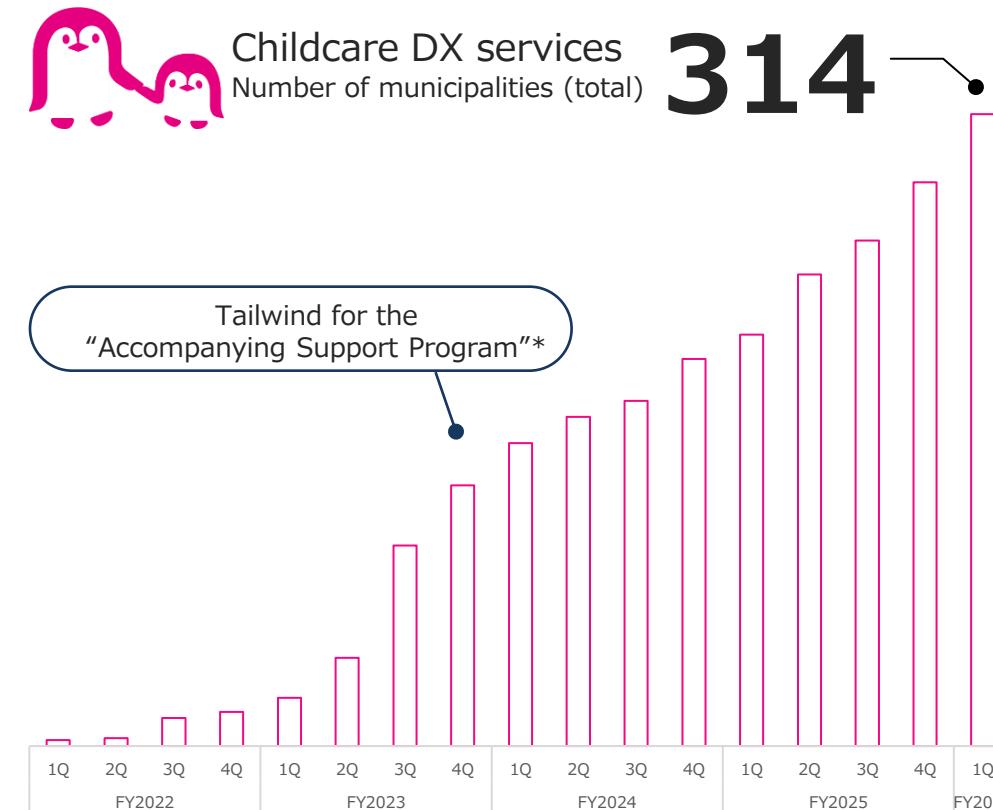
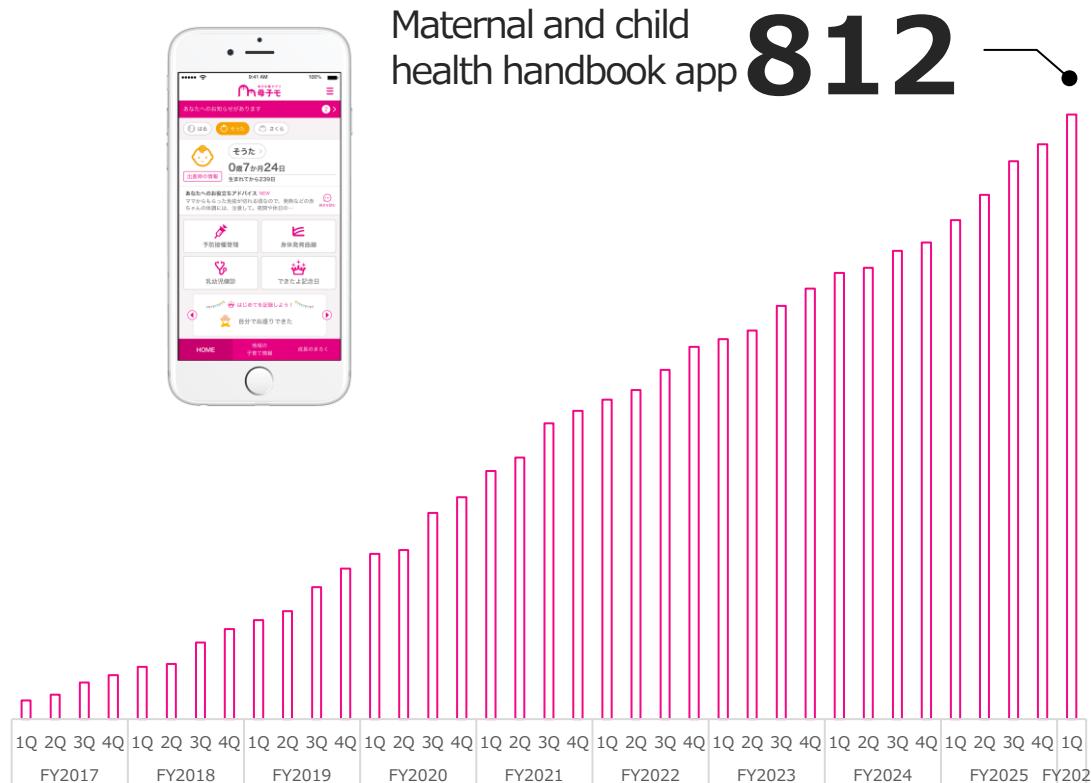
Transactions with over 15,000 pharmacies nationwide



Healthcare business: Maternal and child health handbook app + Childcare DX services

Childcare DX services steadily adopted by municipalities using *Boshimo*

46% share of municipalities



* Transferred to “Children and Families Agency” from April 1, 2023 .

Healthcare business:

Municipal collaboration for women's healthcare services (Mirai support)

LunaLuna service: Following Niigata Prefecture, a cooperation agreement signed with Miyagi Prefecture

- Free for LunaLuna women's health information service (by Prefecture)
- A stepping stone toward future sales growth

LunaLuna “Mirai support” Program

Women's healthcare services supporting every woman throughout her life

LunaLuna

Primary Service Areas and Services



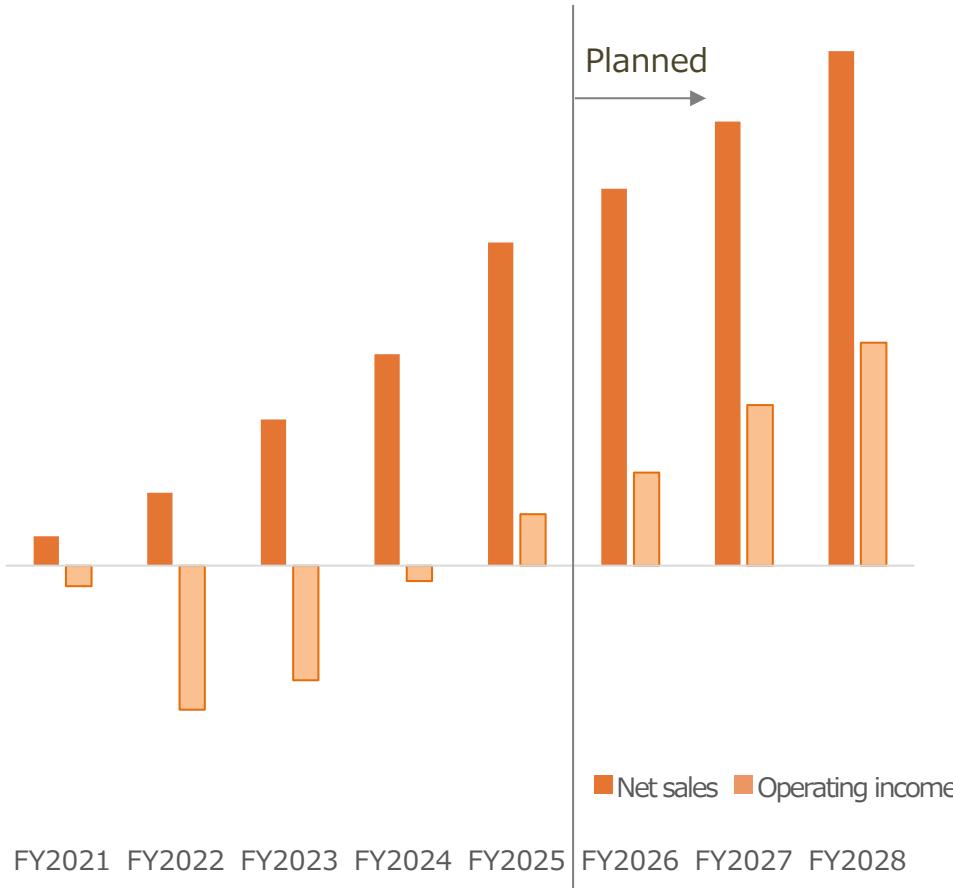
Support for pediatric and
maternal healthcare by
municipalities

*Initially provided free of charge

Niigata Prefecture
Miyagi Prefecture

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Continuing increase in the number of schools introducing our service

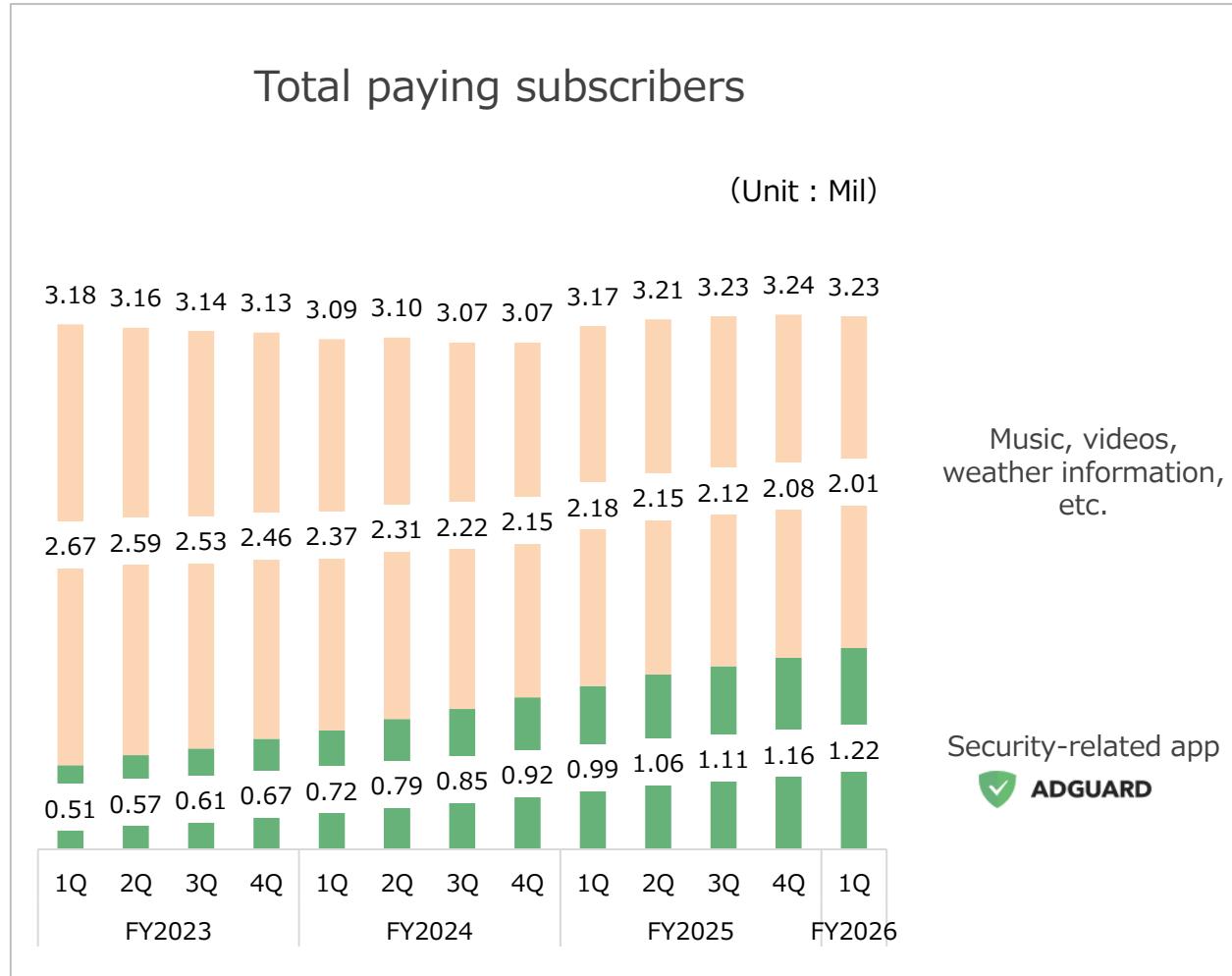
Growth opportunities

- Private schools: New contracts introduced in April 2026 are progressing smoothly
- Public schools: Promotion of DX for school administration led by prefectural and municipal governments
- Implementation in elementary, junior high, and high schools in Yamanashi prefecture

Differentiation

Cloud-based batch services

Content business:



- **Systematically plan advertising and promotional activities in areas with expected future growth.**
- **Sale of the video streaming business**
 - └ Paid membership count of 70,000



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