



# 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  
Cloud-based medication history service  
Maternal health record book app + Childcare DX services  
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		
			Amount	Percentage	
Net sales	7,271	<b>7,773</b>	+501	+6.9%	Sales growth in healthcare and school DX businesses
Cost of sales	1,860	<b>2,064</b>	+203	+10.9%	
ratio	25.6%	<b>26.6%</b>			
Gross profit	5,410	<b>5,708</b>	+297	+5.5%	
ratio	74.4%	<b>73.4%</b>			
SG&A	4,692	<b>4,872</b>	+180	+3.8%	
ratio	64.5%	<b>62.7%</b>			
Operating income	718	<b>835</b>	+117	+16.4%	
ratio	9.9%	<b>10.8%</b>			
Ordinary income	783	<b>923</b>	+140	+18.0%	
ratio	10.8%	<b>11.9%</b>			
Profit attributable to owners of parent	589	<b>603</b>	+14	+2.4%	
ratio	8.1%	<b>7.8%</b>			

# 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	<b>4,872</b>	+180	+3.8%
Advertising expenses	890	<b>868</b>	△21	△2.5%
Personnel expenses	1,814	<b>1,917</b>	+103	+5.7%
Commission fee	737	<b>810</b>	+72	+9.9%
Subcontract expenses	412	<b>453</b>	+41	+10.0%
Depreciation	336	<b>300</b>	△36	△10.7%
Other	501	<b>523</b>	+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.

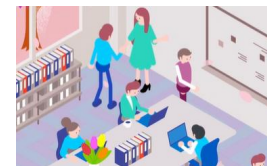


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Solamichi

## School DX Business

- School DX service

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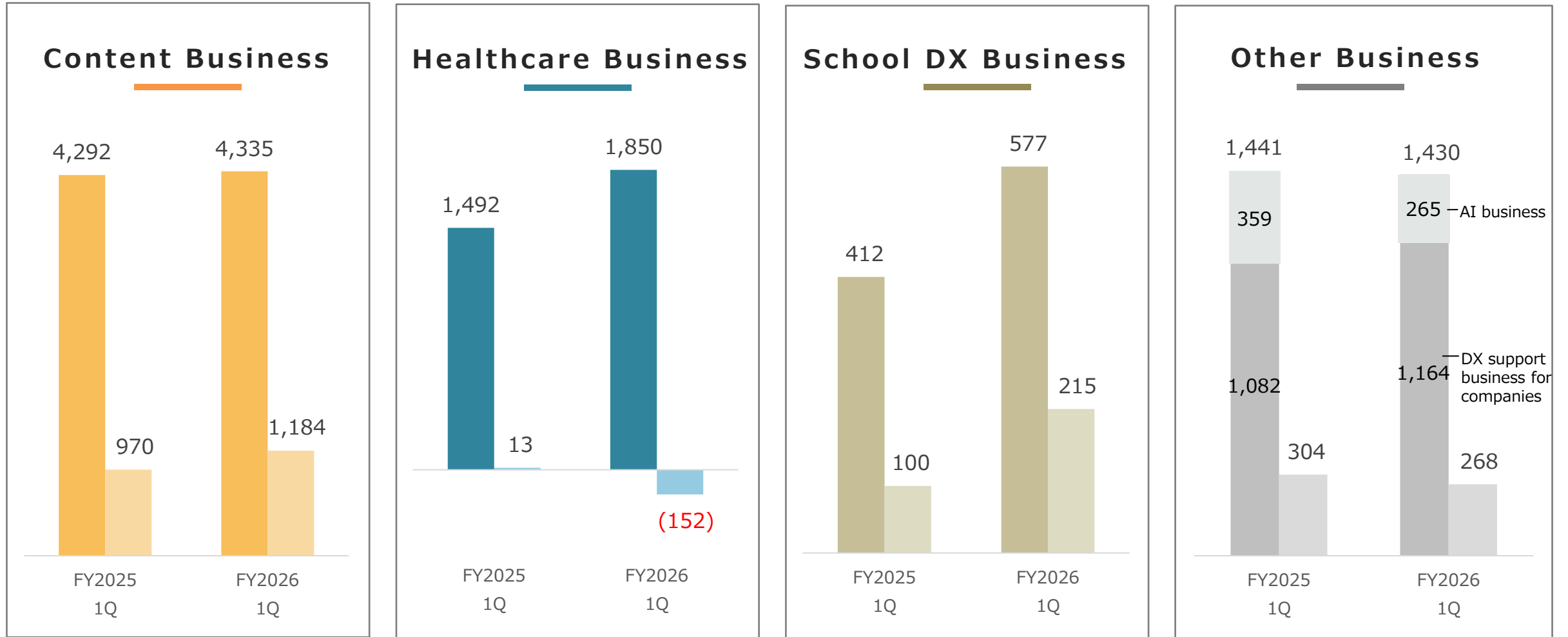
## Other Business

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



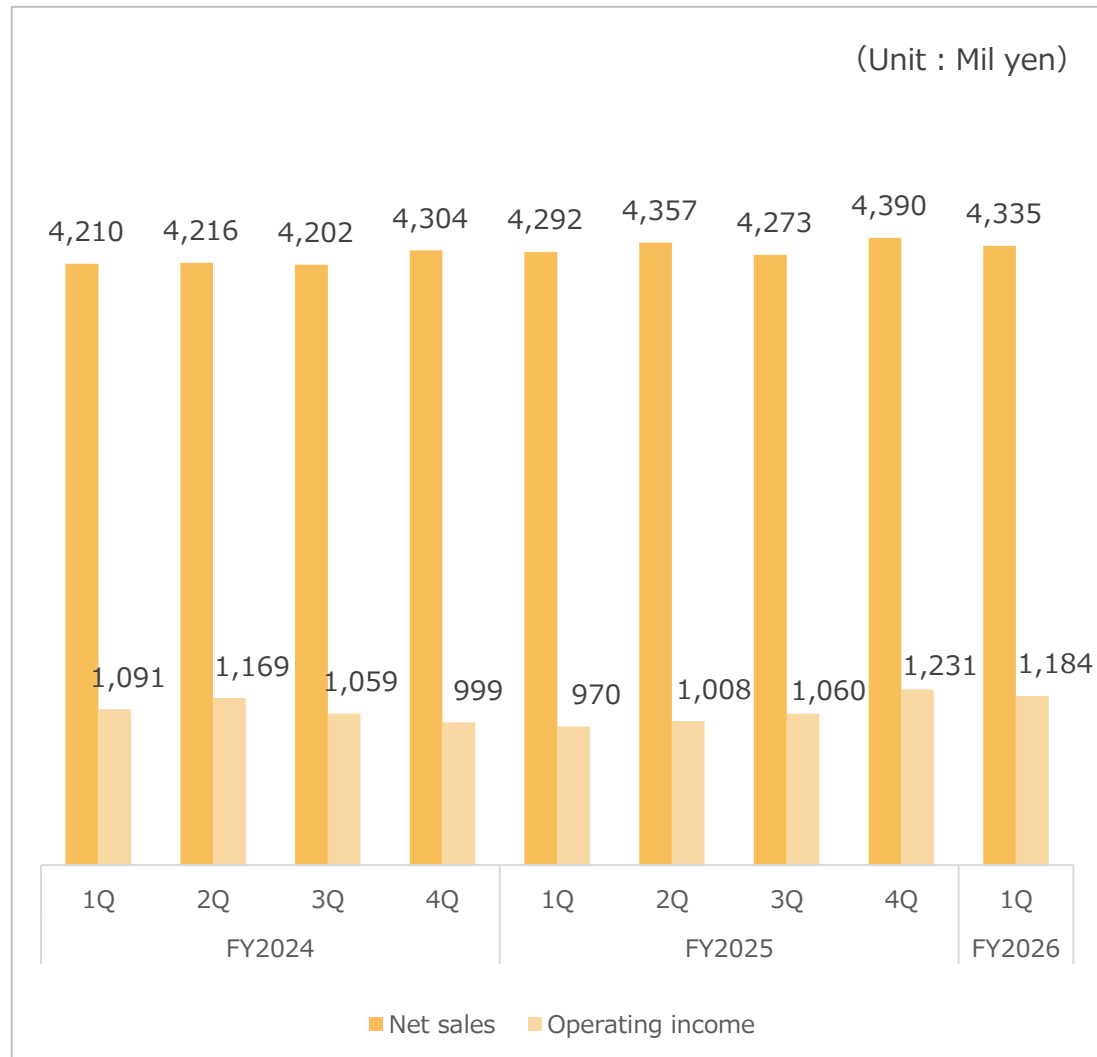
# Performance by segment (YoY)

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





## Content business : Net sales and operating income



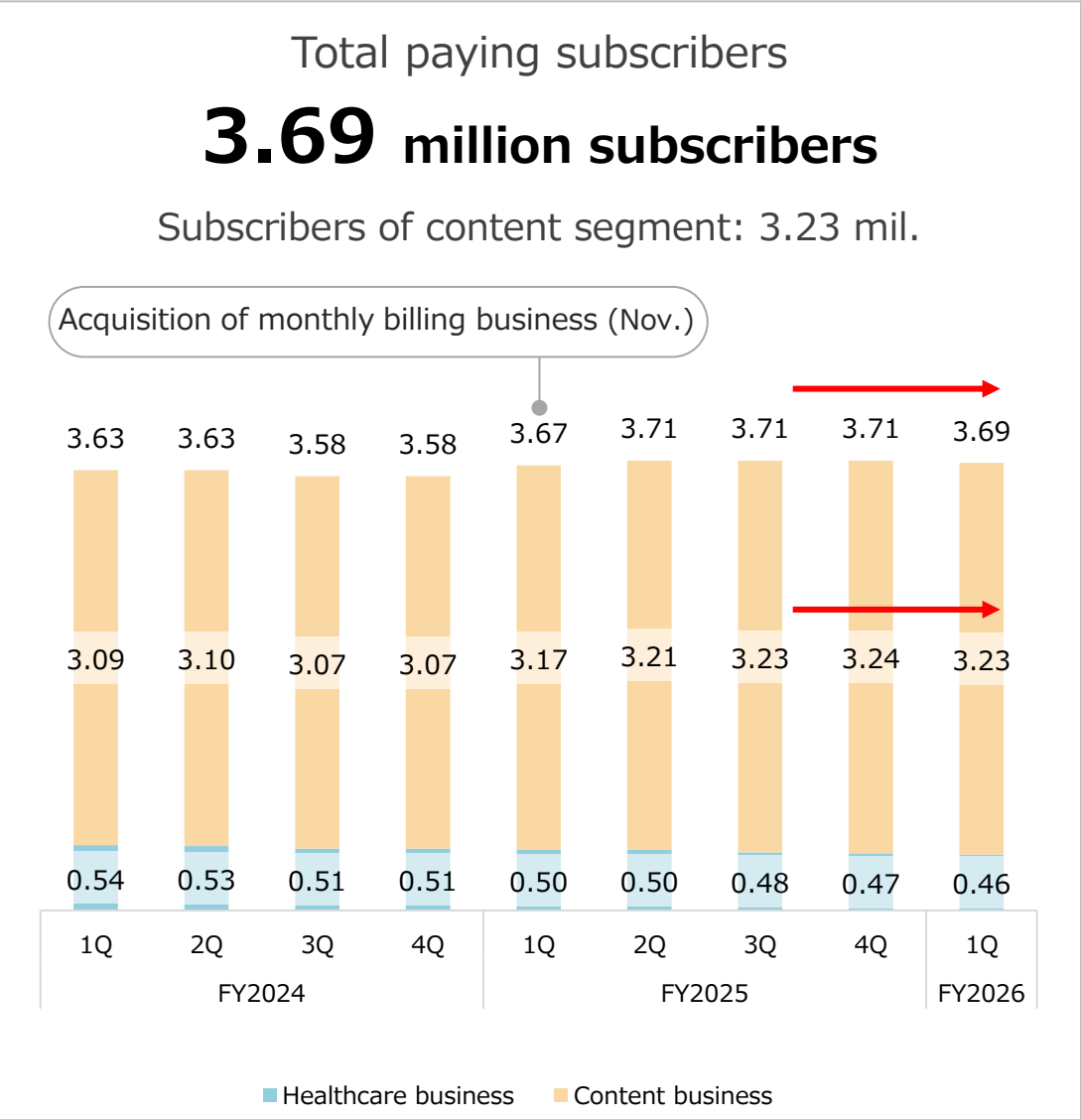
QoQ

**Net sales: Flat**

- Paid subscribers remain flat

**Operating income: Flat**

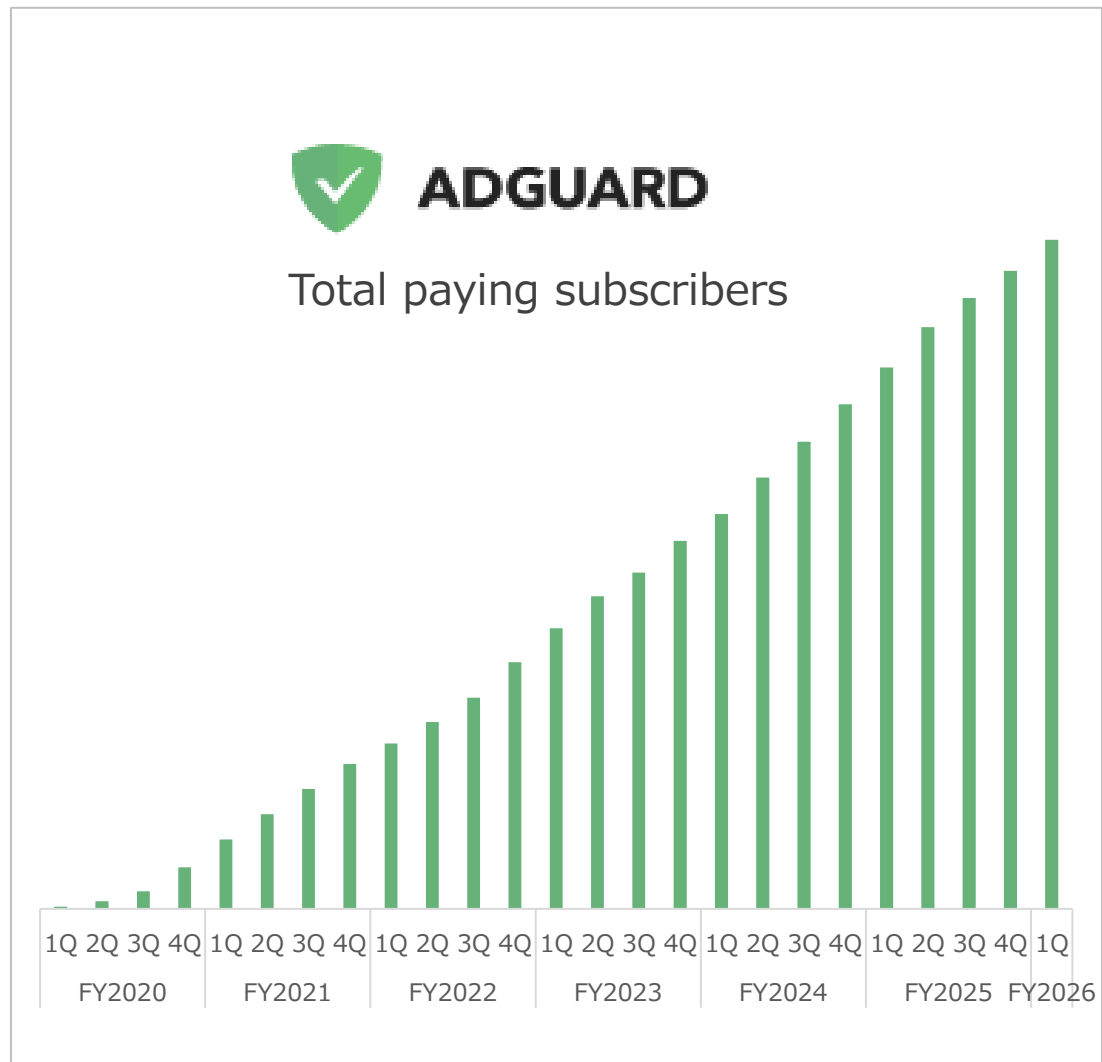
# Content business : The number of paying subscribers



## Number of paying subscribers remained flat

- Brisk security-related app

# Content business: Security-related app



## The security-related app continues to perform well

Total paying subscribers  
**1.22 million subscribers**

Four functions

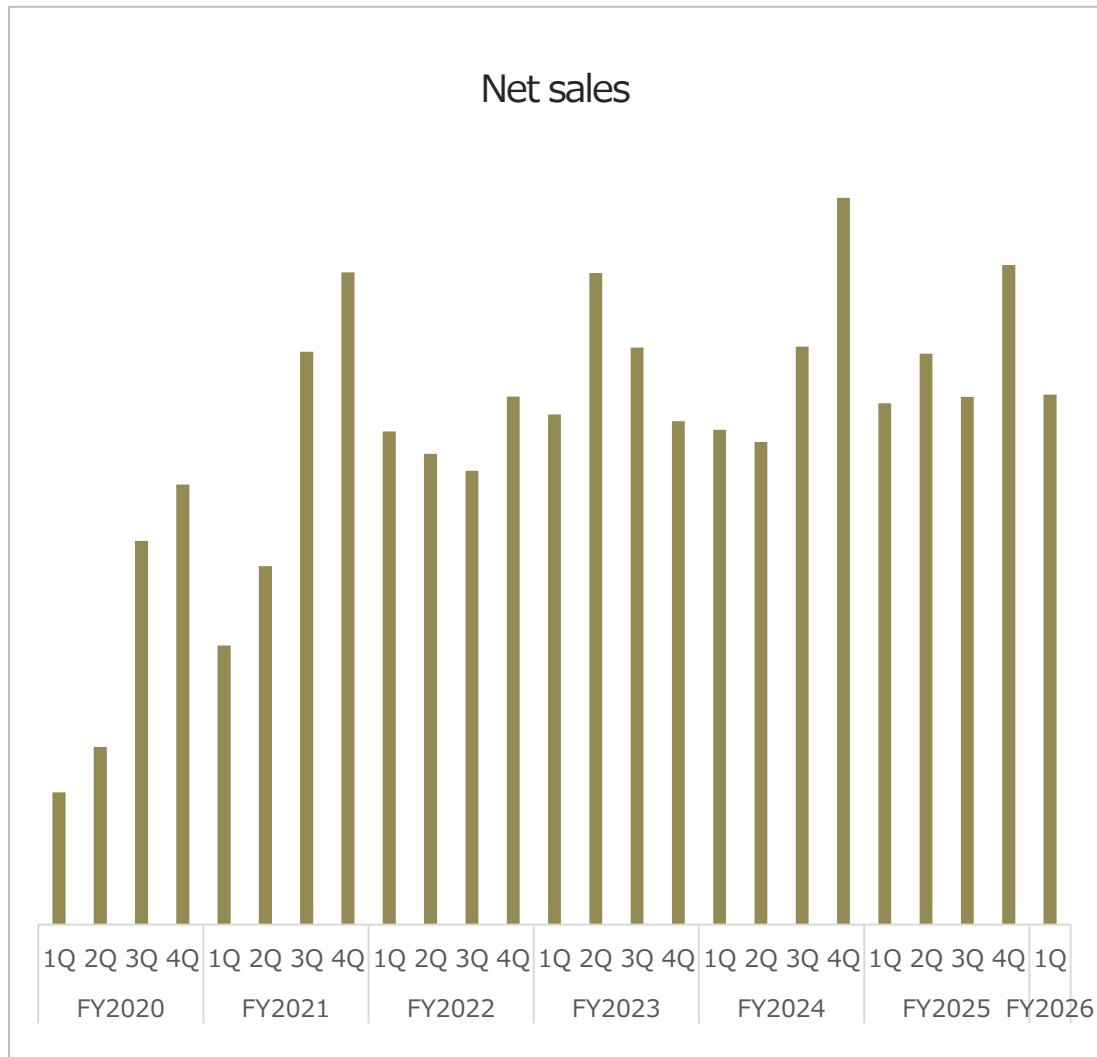
Ad blocking

Trace blocking

Threat blocking

Parent function  
(Child protection function)

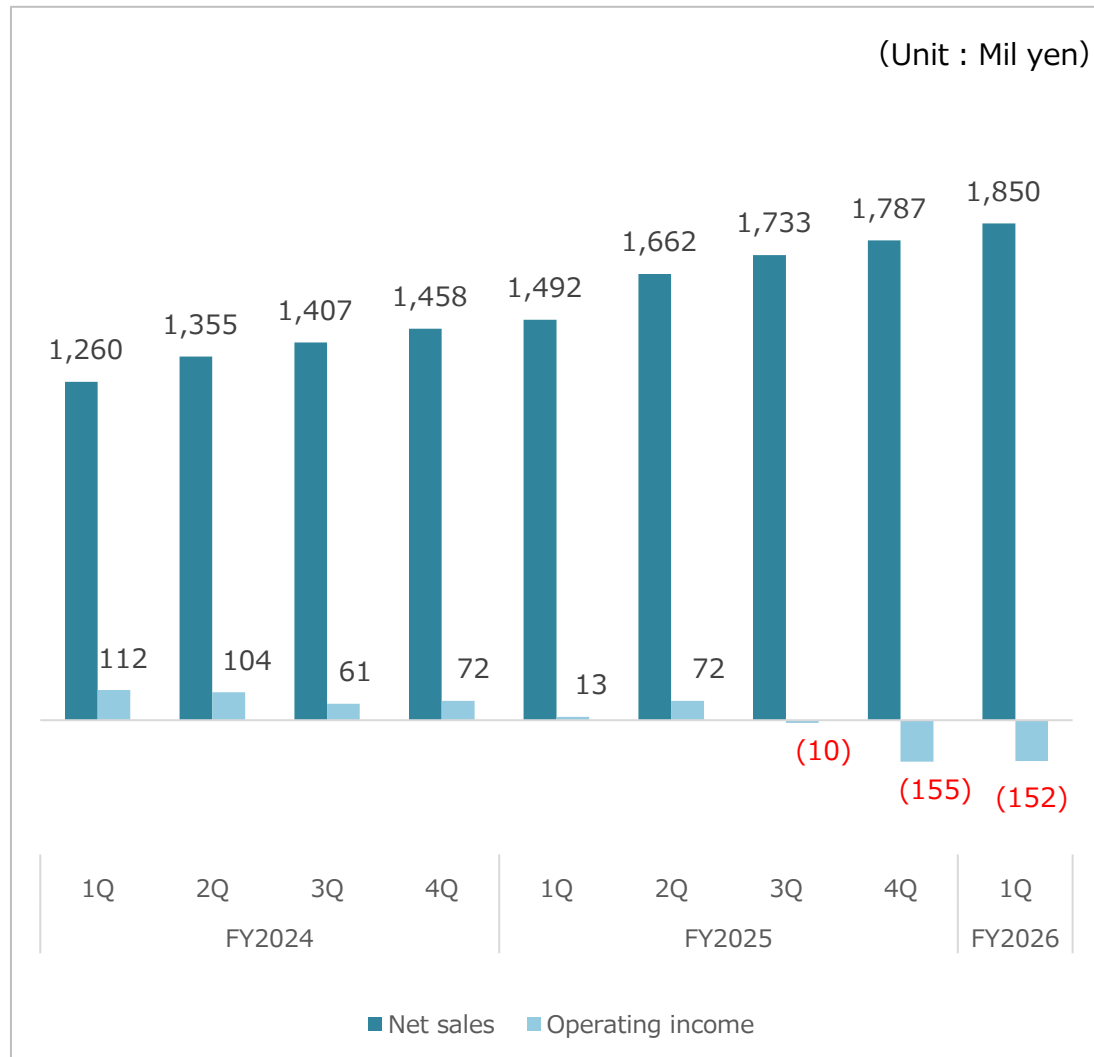
## Content business: Original comics content business



### 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

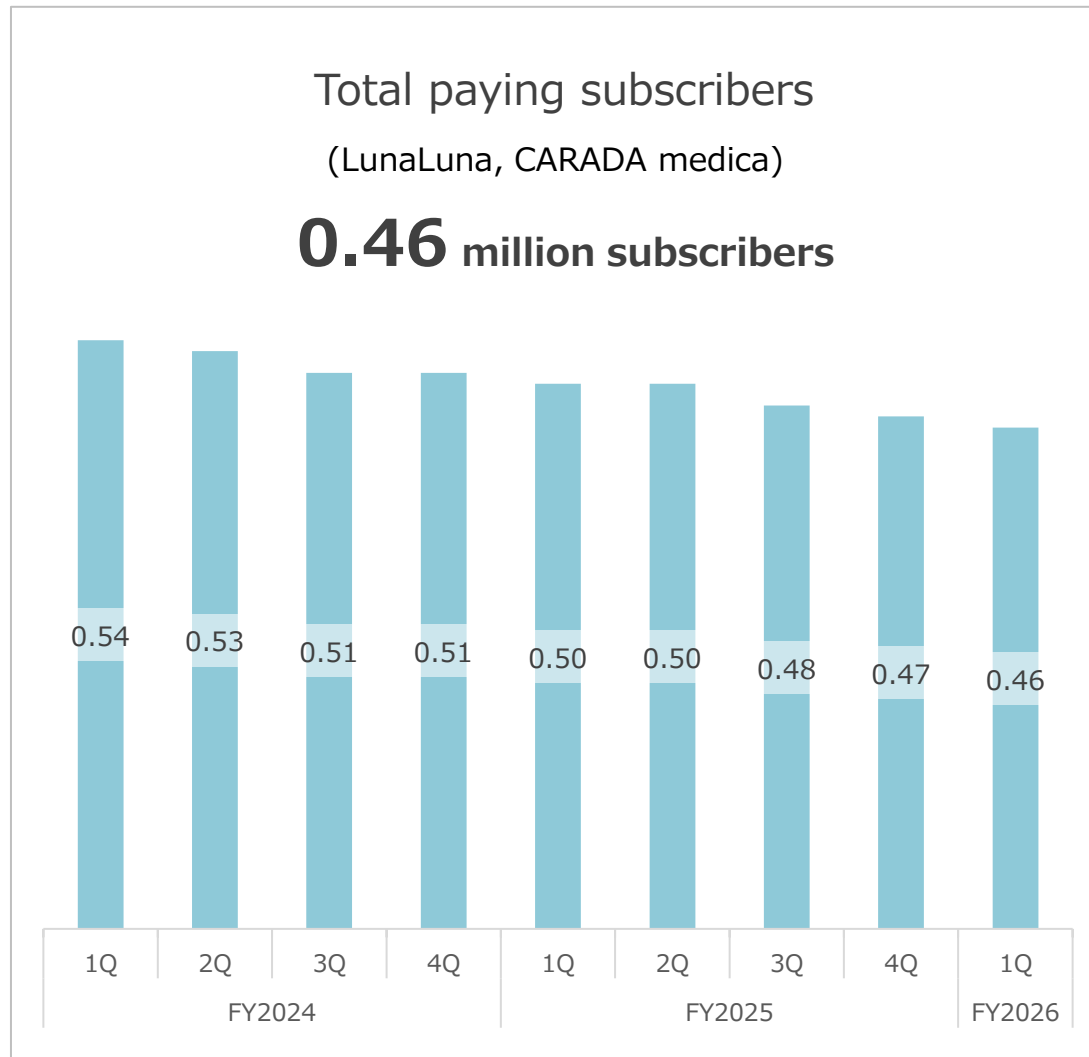
- Cloud-based medication history service is progressing smoothly

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

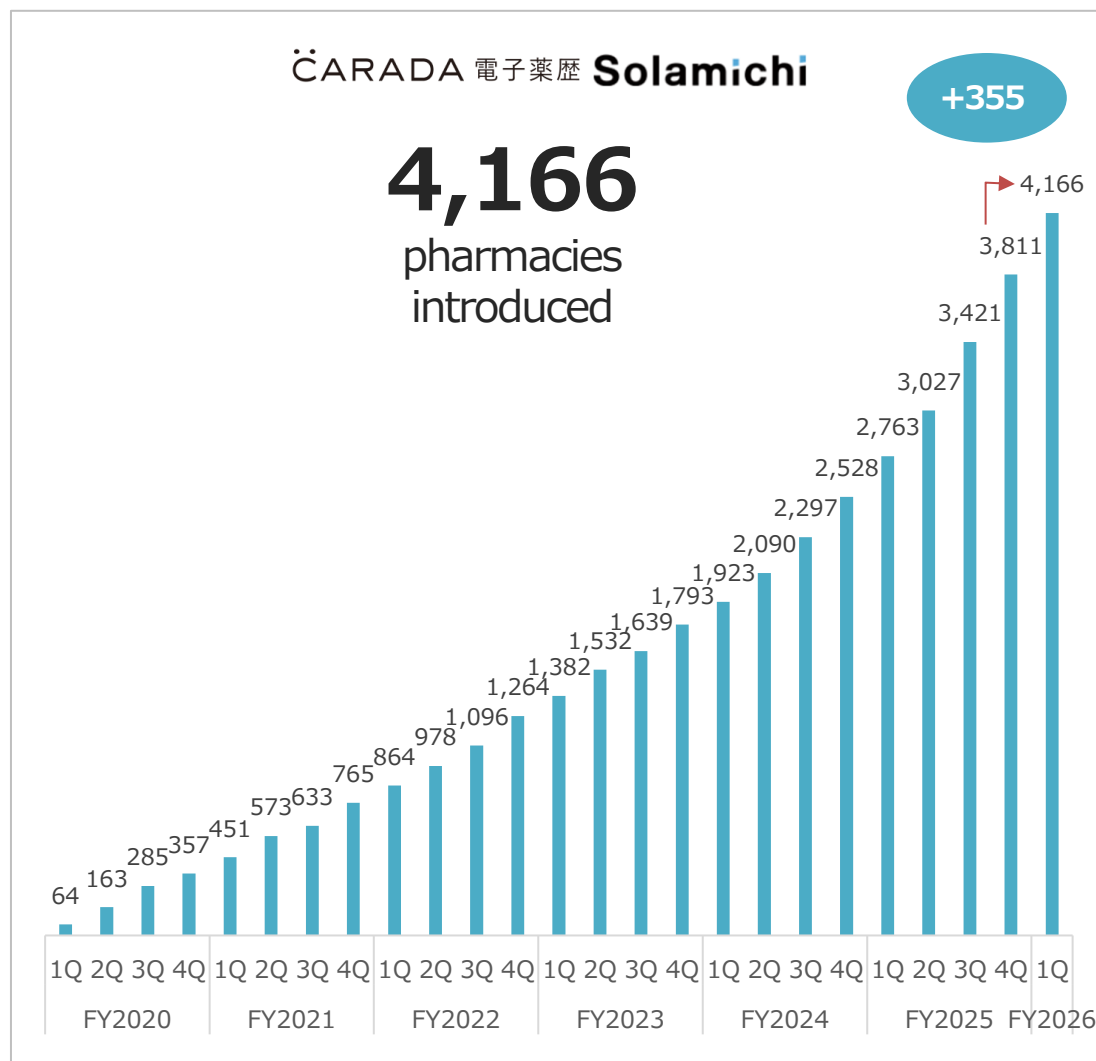


### Monthly subscription content service

Total paying subscribers

**QoQ: Levelled off**

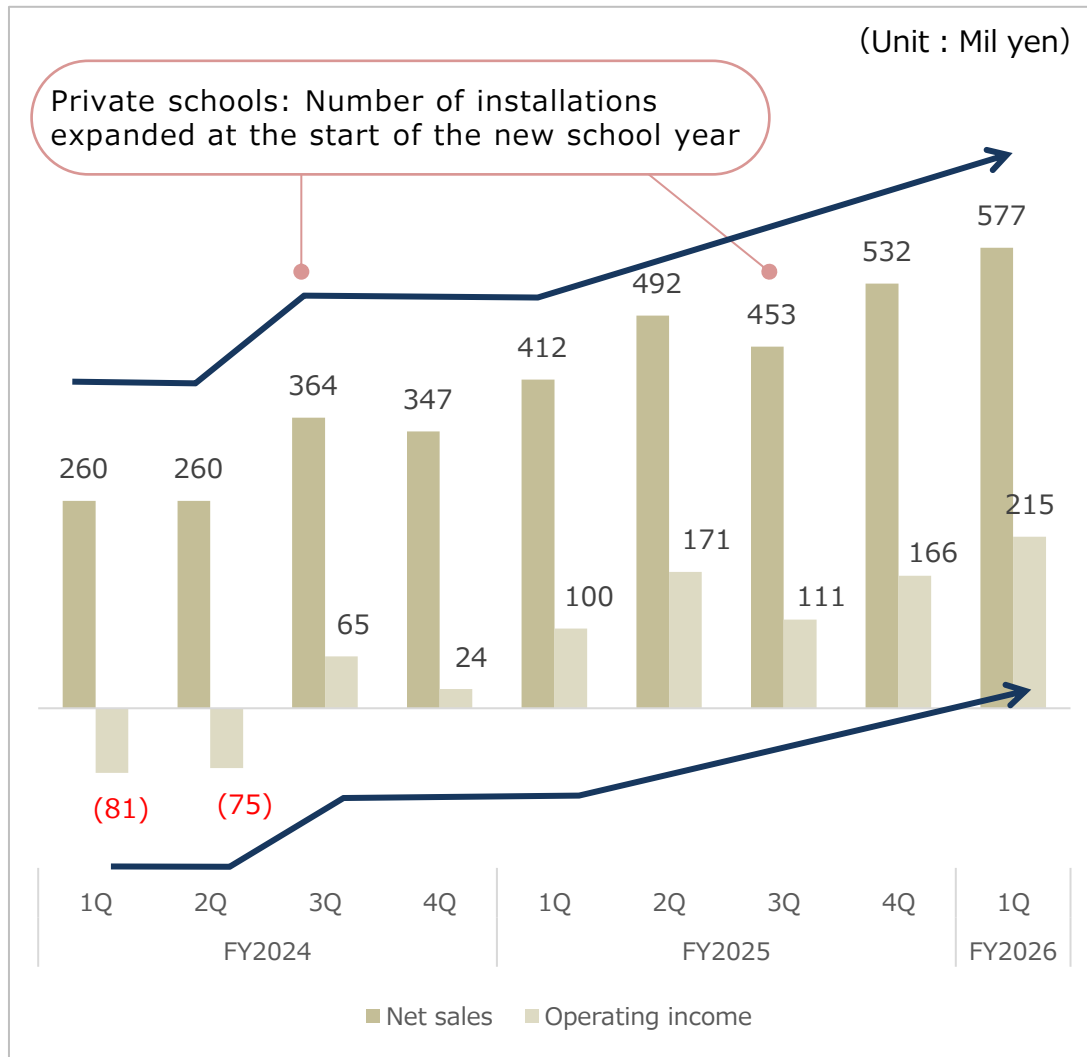
# Healthcare business: Cloud-based medication history service



## 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

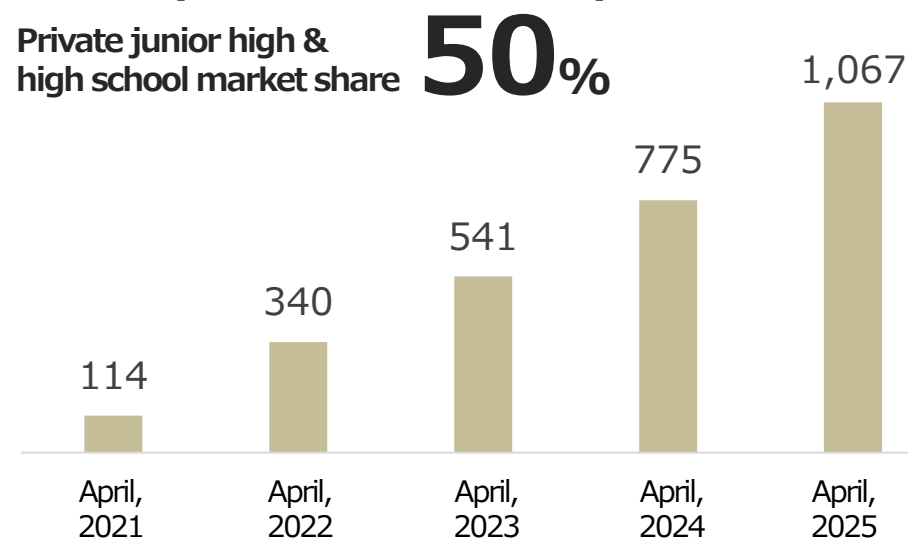


## Expansion of school implementations

### Private schools

(Junior high / High schools)

300 schools scheduled for  
implementation in April 2025



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.

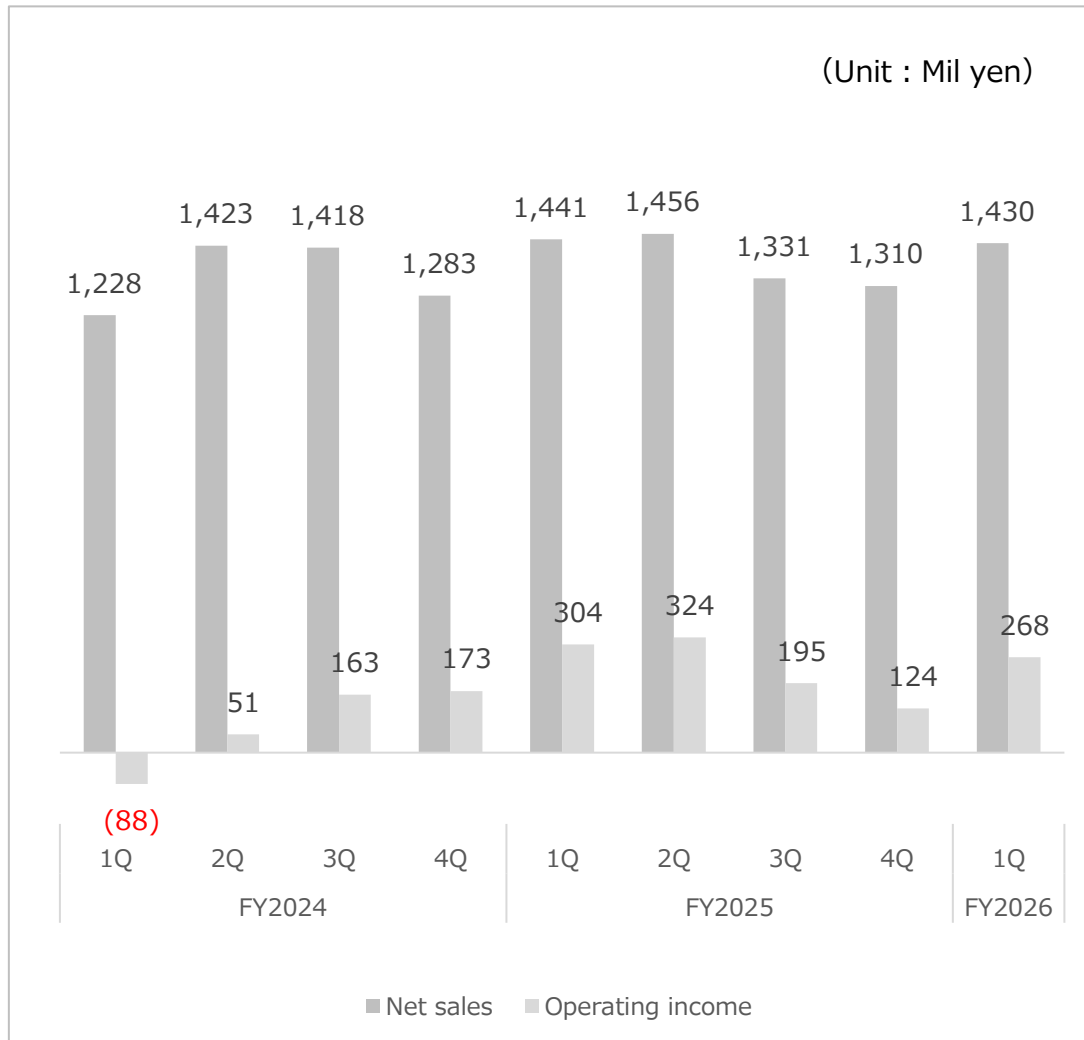
### Public schools

(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

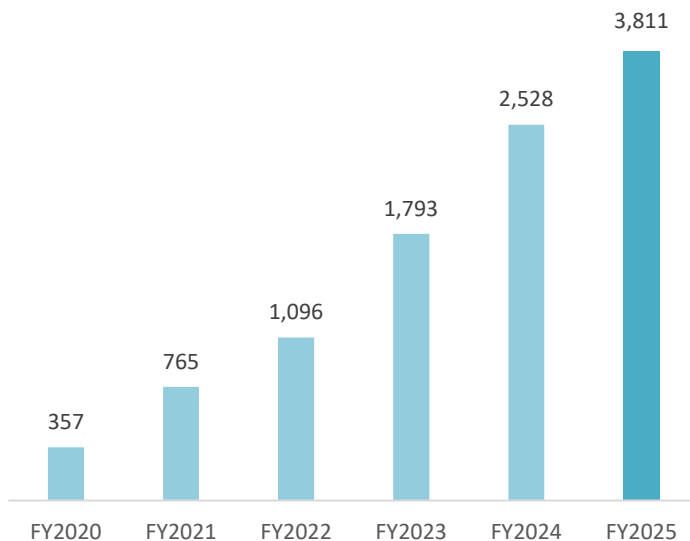
- Original comics content business growth
- Security-related app growth

# Healthcare business: Cloud-based medication history service

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Number of implementations



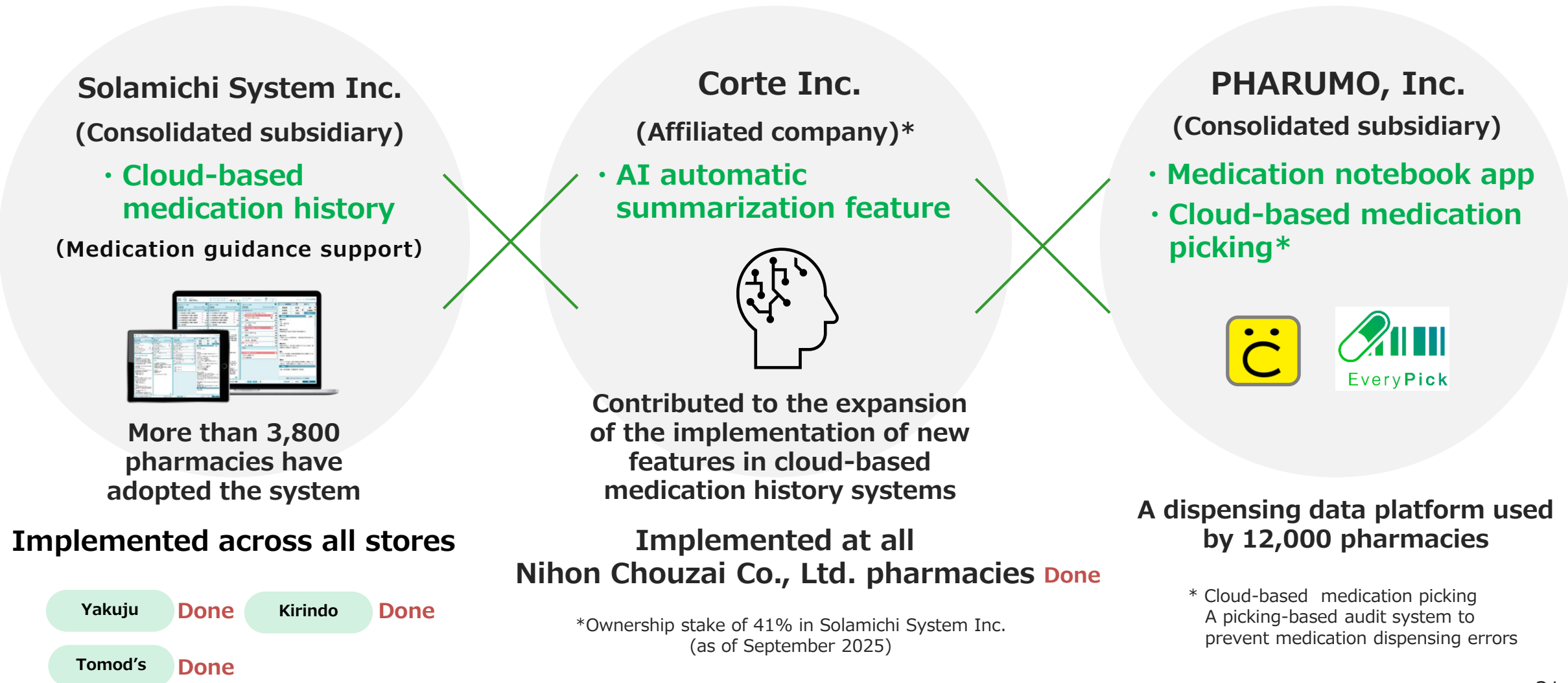
## Further expansion of the number of implementations.

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

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

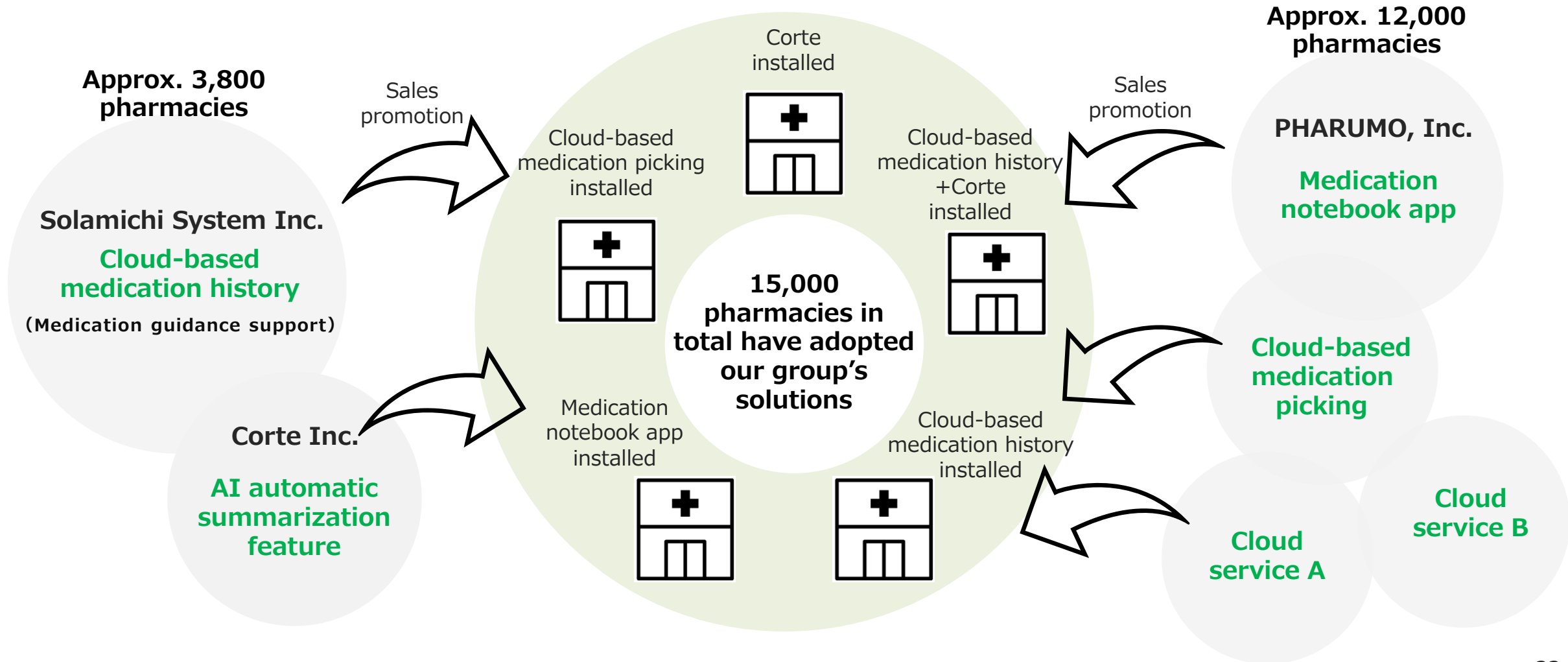
# Healthcare business: Promotion of pharmacy DX

## Enhancing the lineup of cloud services for dispensing pharmacies



# Group-wide deployment in 20% of pharmacies

Transactions with over 15,000 pharmacies nationwide



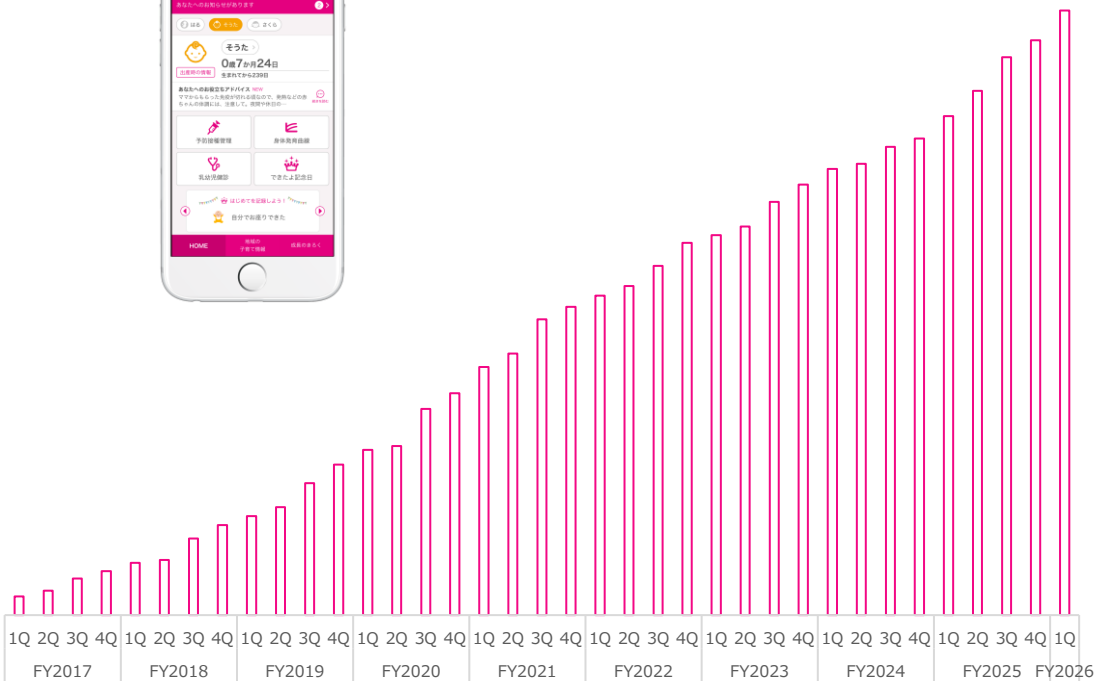
Healthcare business:  
Maternal and child health handbook app + Childcare DX services

Childcare DX services steadily adopted by municipalities using *Boshimo*

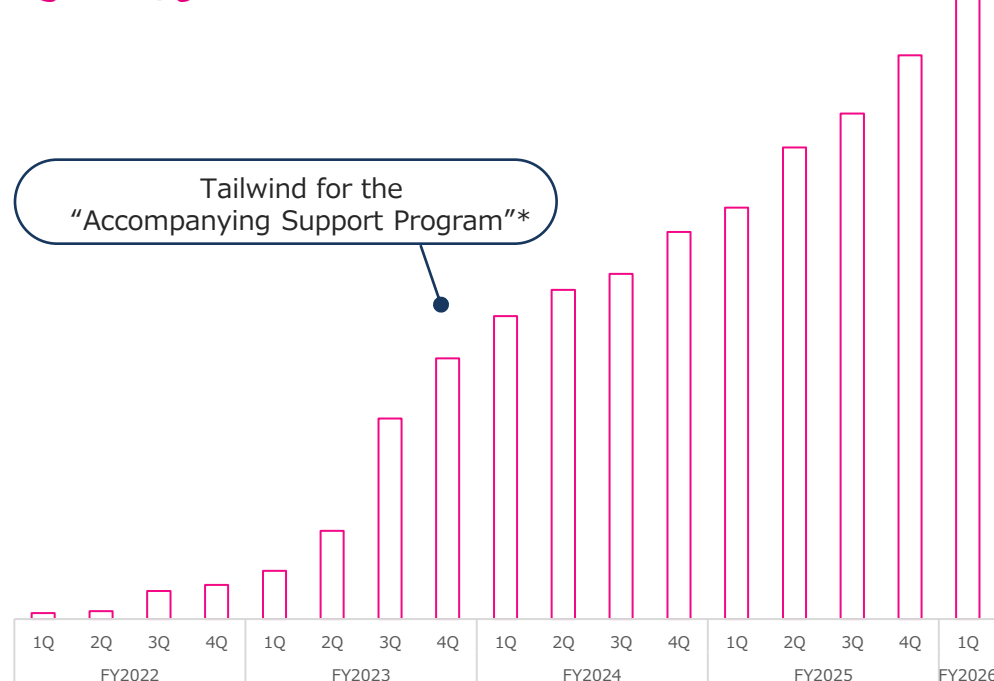
46% share of municipalities



Maternal and child health handbook app **812**



Childcare DX services Number of municipalities (total) **314**



Tailwind for the "Accompanying Support Program"\*

\* 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 ignied with Miyagi Prefecture**

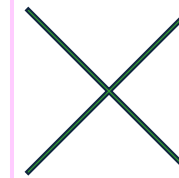
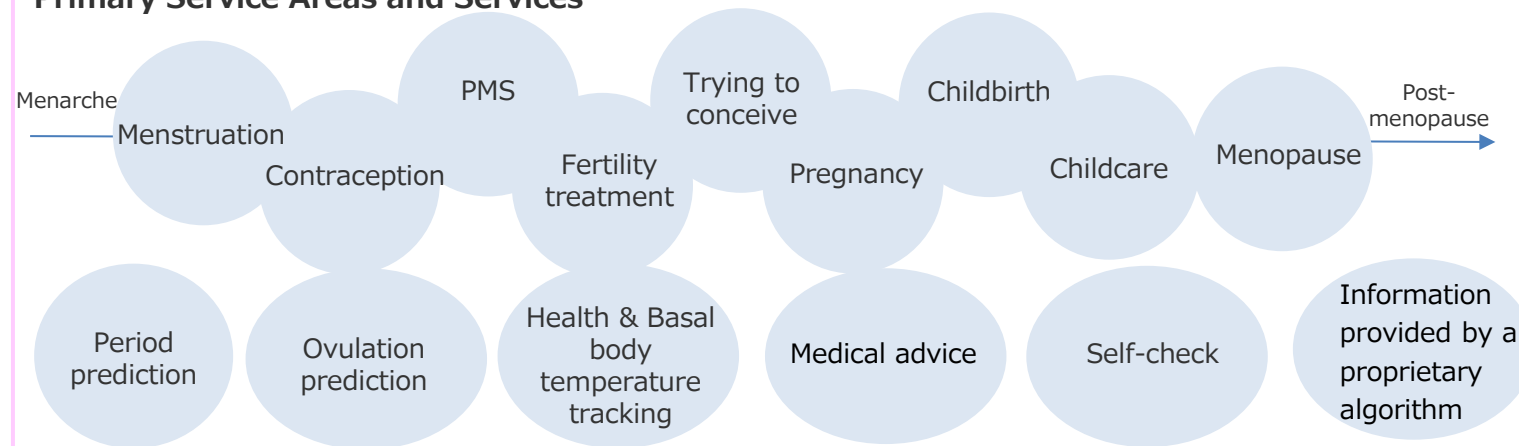
- Free for LunaLuna women's health information service (by Prefecture)
- A stepping stone toward future sales growth

# LunaLuna “Mirai support” Program

Women's healthcare services supporting every woman throughout her life

## LunaLuna

Primary Service Areas and Services



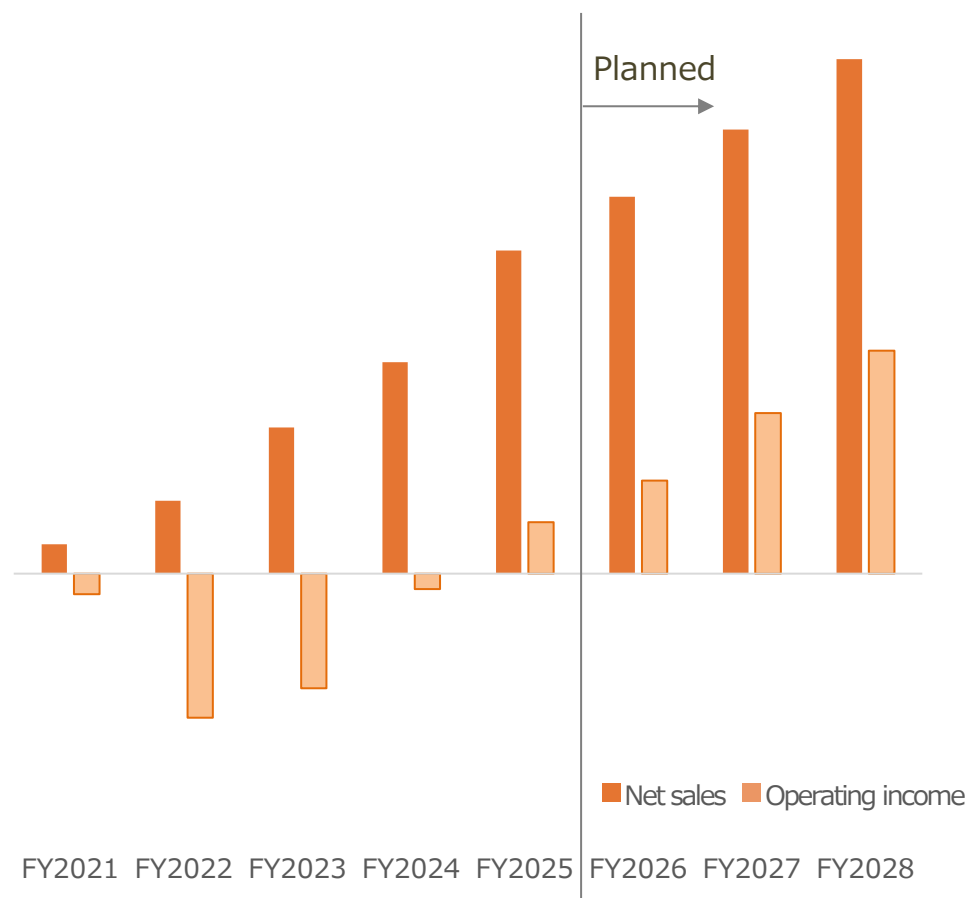
Support for pediatric and maternal healthcare by municipalities

\*Initially provided free of charge

**Niigata Prefecture**  
**Miyagi Prefecture**

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■  
■

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## Continuing increase in the number of schools introducing our service

### Growth opportunities

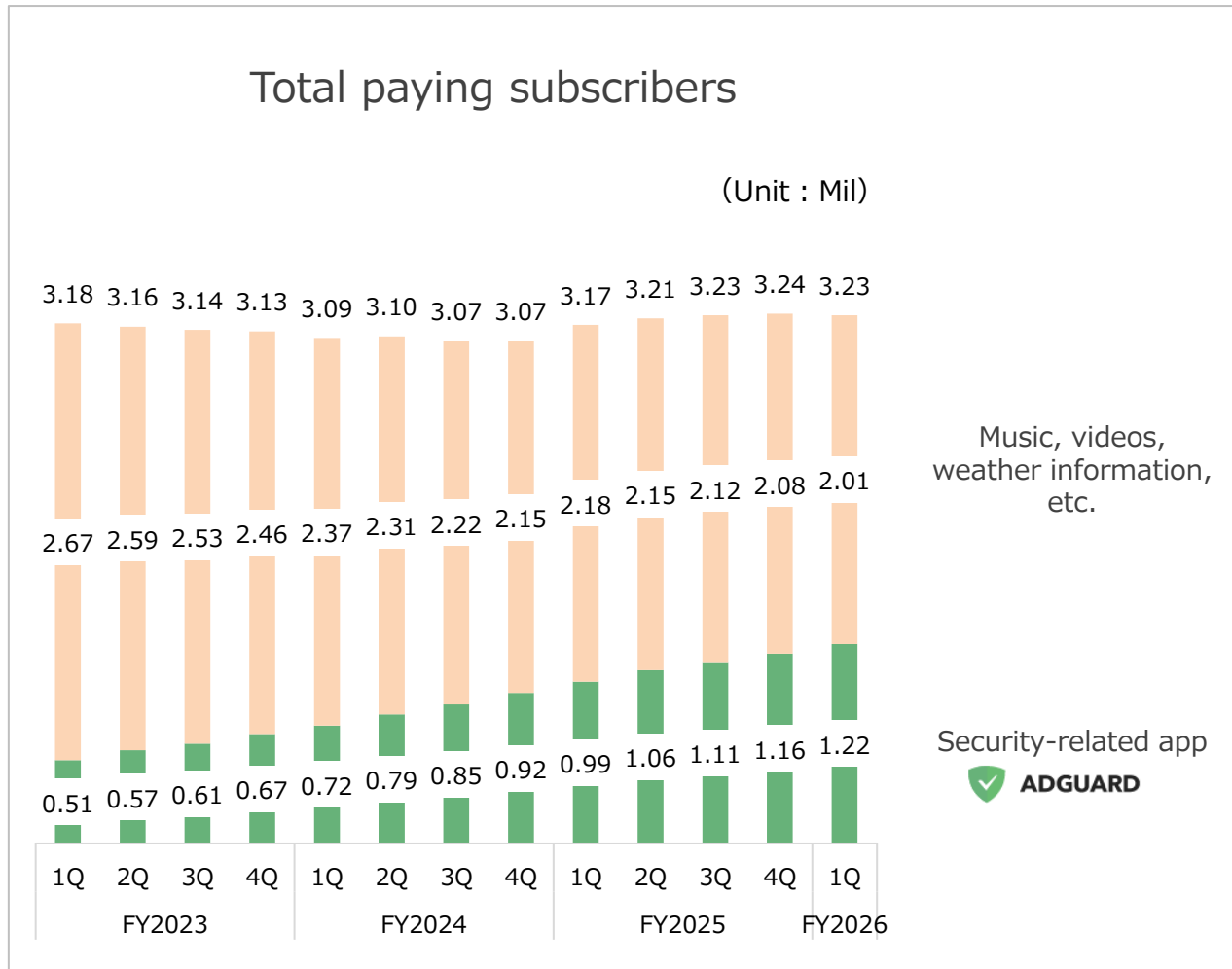
- Private schools: New contracts introduced in April 2026 are progressing smoothly
- Public schools: Promotion of DX for school administration led by prefectural and municipal governments

- 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



〈Contact us〉

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