Financial Results Briefing Material for Q3 FY2026

August 7, 2026

Securities Code : 9438

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Financial Results Overview for Q3 FY2026

Financial highlight

MTI Ltd.

Net sales (Cumulative Q3)

¥23,277 million

YoY+4.4%

Operating income (Cumulative Q3)

¥2,273 million

YoY(3.0)%

Profit attributable to owners of parent (Cumulative Q3)

¥2,175 million

YoY+5.6%

Full-year earnings forecast revised downward

Sales remain unchanged

Operating income

¥2,700 million

YoY(8.4)%

Cloud-based medication history

pharmacies introduced (cumulative)

4,743

QoQ +285

Full cloud-based school affairs support system

Public schools are doing well

(Contribute to business growth in the next fiscal year and beyond)

Consolidated P/L

MTI Ltd.

Net sales: Increased
Operating profit: Slightly increased
Ordinary profit, Profit: increased

(Unit : Mil yen)	FY2025 Q3	FY2026 Q3	YoY Amount	YoY Percentage
Net sales	22,306	**23,277**	+971	+4.4%
Cost of sales	5,686	**6,253**	+566	+10.0%
ratio	25.5%	**26.9%**		
Gross profit	16,619	**17,024**	+404	+2.4%
ratio	74.5%	**73.1%**		
SG&A	14,275	**14,750**	+475	+3.3%
ratio	64.0%	**63.4%**		
Operating income	2,343	**2,273**	(70)	(3.0)%
ratio	10.5%	**9.8%**		
Ordinary income	2,376	**2,818**	+442	+18.6%
ratio	10.7%	**12.1%**		
Profit attributable to owners of parent	2,061	**2,175**	+114	+5.6%
ratio	9.2%	**9.3%**		

Sales growth in healthcare and school DX businesses

Increase in equity in earnings of affiliates (+485 million yen)

Consolidated SG&A

MTI Ltd.

SG&A: Increased
Advertising expenses: Decreased

(Unit : Mil yen)	FY2025 Q3	FY2026 Q3	YoY Amount	YoY Percentage
SG&A	14,275	**14,750**	+475	+3.3%
Advertising expenses	2,802	**2,657**	(144)	(5.2)%
Personnel expenses	5,501	**5,673**	+172	+3.1%
Commission fee	2,294	**2,494**	+200	+8.7%
Subcontract expenses	1,267	**1,476**	+208	+16.4%
Depreciation	913	**932**	+19	+2.2%
Other	1,496	**1,515**	+19	+1.3%

Control Marketing Expenses for AdGuard

Revision of earning forecast of FY2026

Net sales: Unchanged
Operating profit / ordinary profit: Revised downward
- **Higher development costs ahead of the launch of the next-generation cloud-based medical claims system**
- **Increased cost burden of "LunaLuna Mirai Support" (expanding number of prefecture-level partnership agreements)**

(Unit : Mil yen)	**FY2026 (latest forecast)**	**FY2026 (current forecast)**	**Difference** (million yen)	(%)
Net sales	31,500	**31,500**	-	-
Operating income	3,100 ～3,500	**2,700**	(800) ～(400)	(22.9)% ～(12.9)%
Ordinary income	3,400 ～3,800	**3,100**	(700) ～(300)	(18.4)% ～(8.8)%
Profit attributable to owners of parent	2,560 ～2,840	**2,680**	(160) ～+120	(5.6)% ～+4.7%

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.

LunaLuna

母子手帳アプリ 母子モ

CARADA 電子薬歴 Solamichi

School DX Business

- School DX service

BLEND

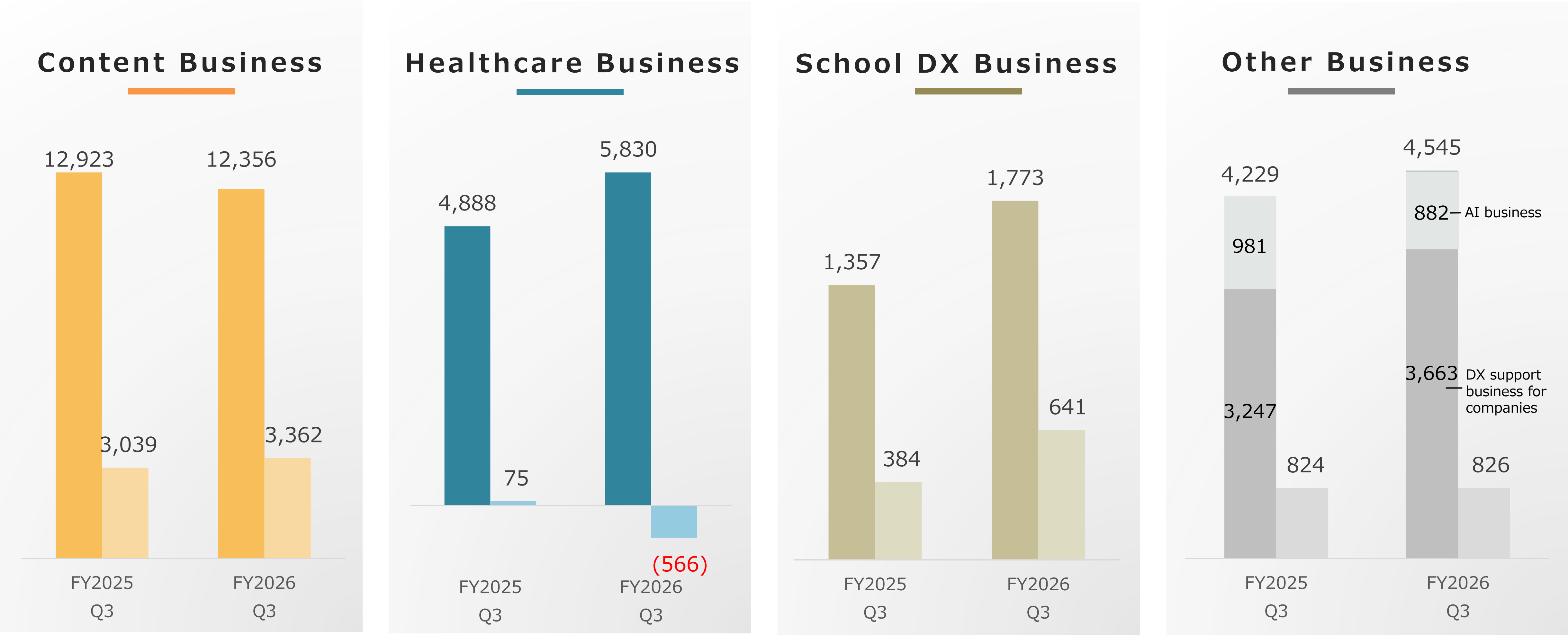
Other Business

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

Performance by segment (YoY)

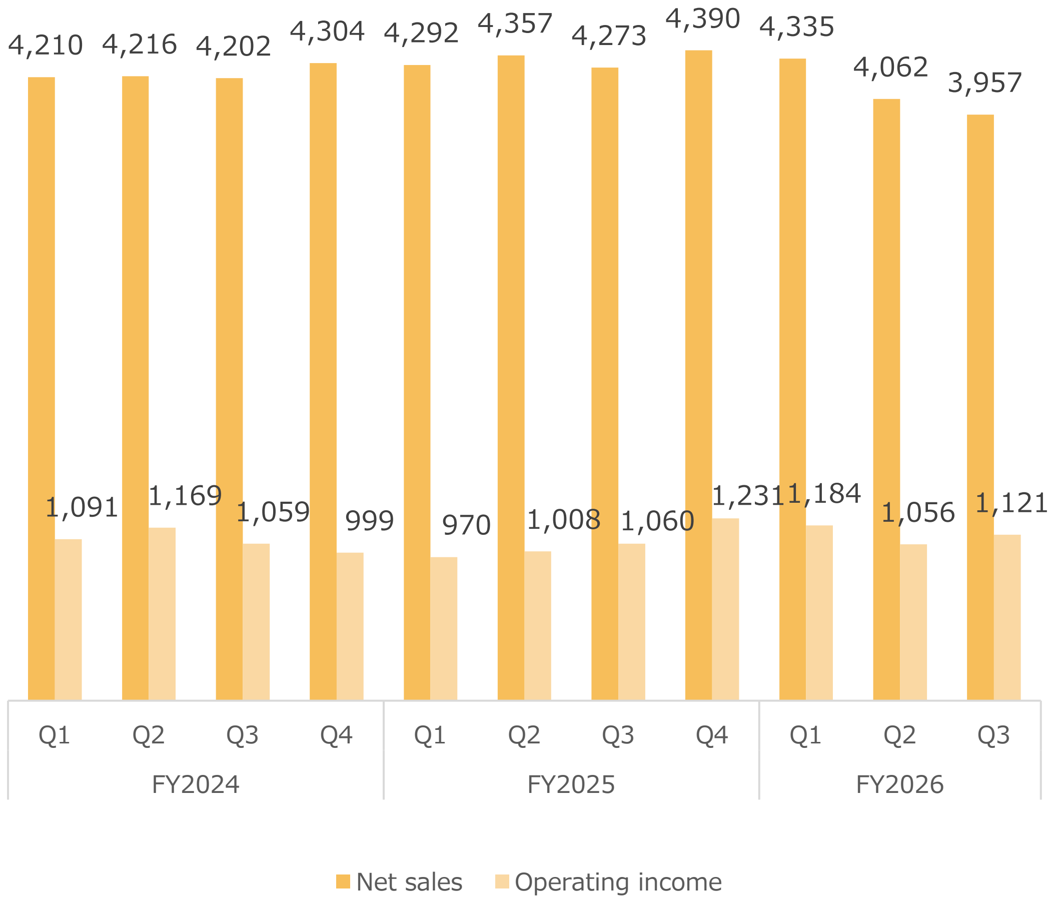
MTI Ltd.

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



Content business : Net sales and operating income

(Unit : Mil yen)



QoQ

Net sales: Slightly decreased
Operating income: Slightly increased

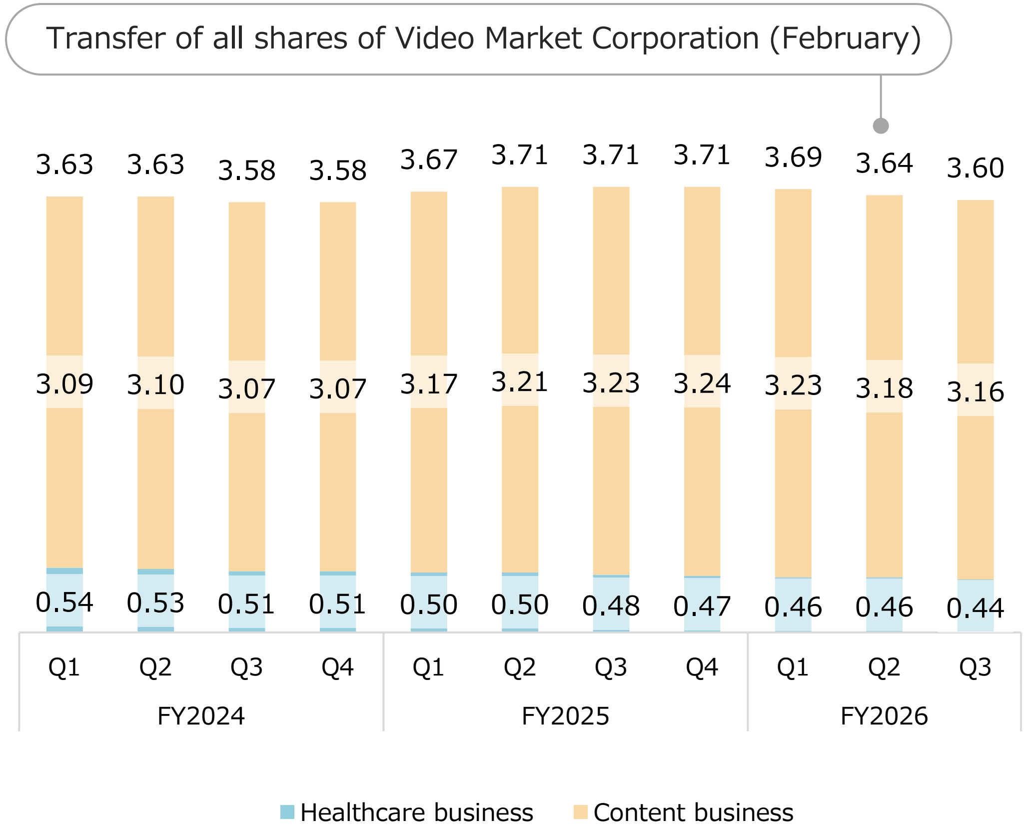
- **Excluding subsidiary Video Market from consolidated (1 month's worth)**

Content business : The number of paying subscribers

Total paying subscribers

3.60 million subscribers

Subscribers of content segment: 3.16 mil.



Number of paying subscribers: Slightly decreased

- **Security-related apps are performing well**

Content business: Security-related app

ADGUARD

Total paying subscribers

The security-related app continues to perform well

Total paying subscribers

1.31 million subscribers

Four functions

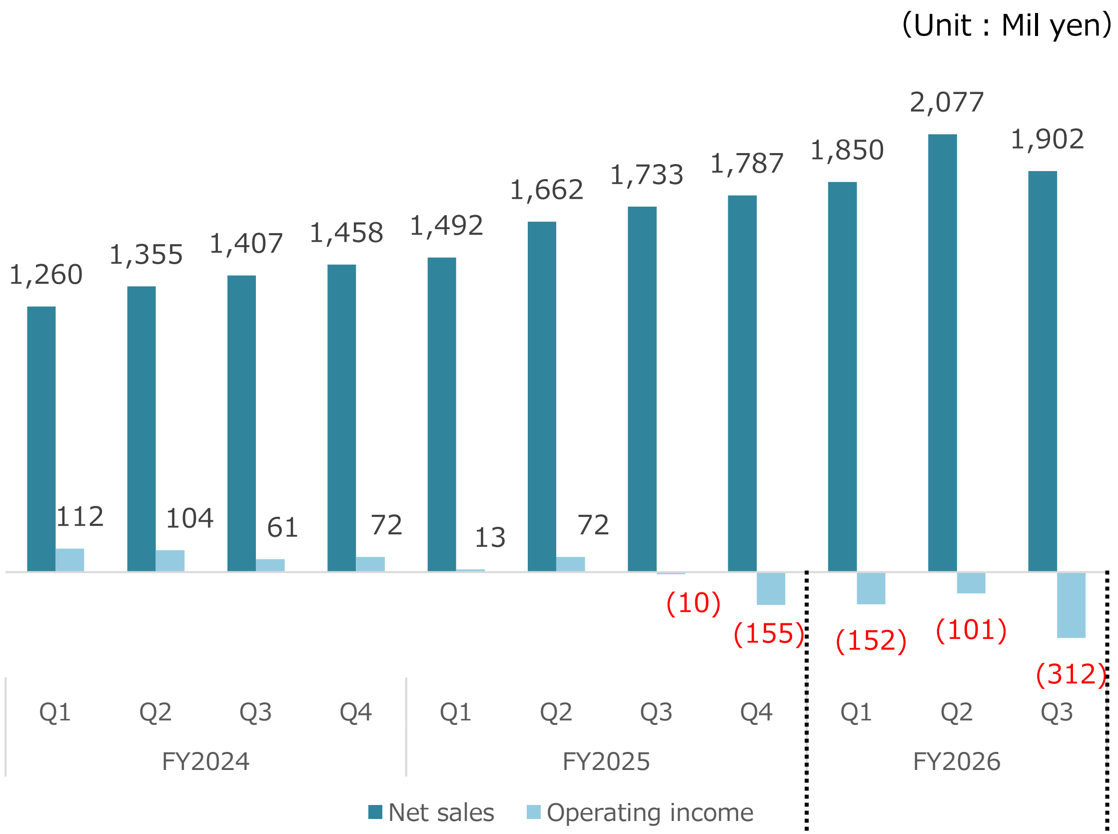
Ad blocking

Trace blocking

Threat blocking

Parent function (Child protection function)

Healthcare business: Net sales and operating income



Losses from Key Investment Businesses(*)	(166)	(201)	(335)
Operating income excluding the above	14	100	23

(*) Cloud-based medication history service, Boshimo business, LunaLuna Mirai Support

QoQ

Net sales: Decreased

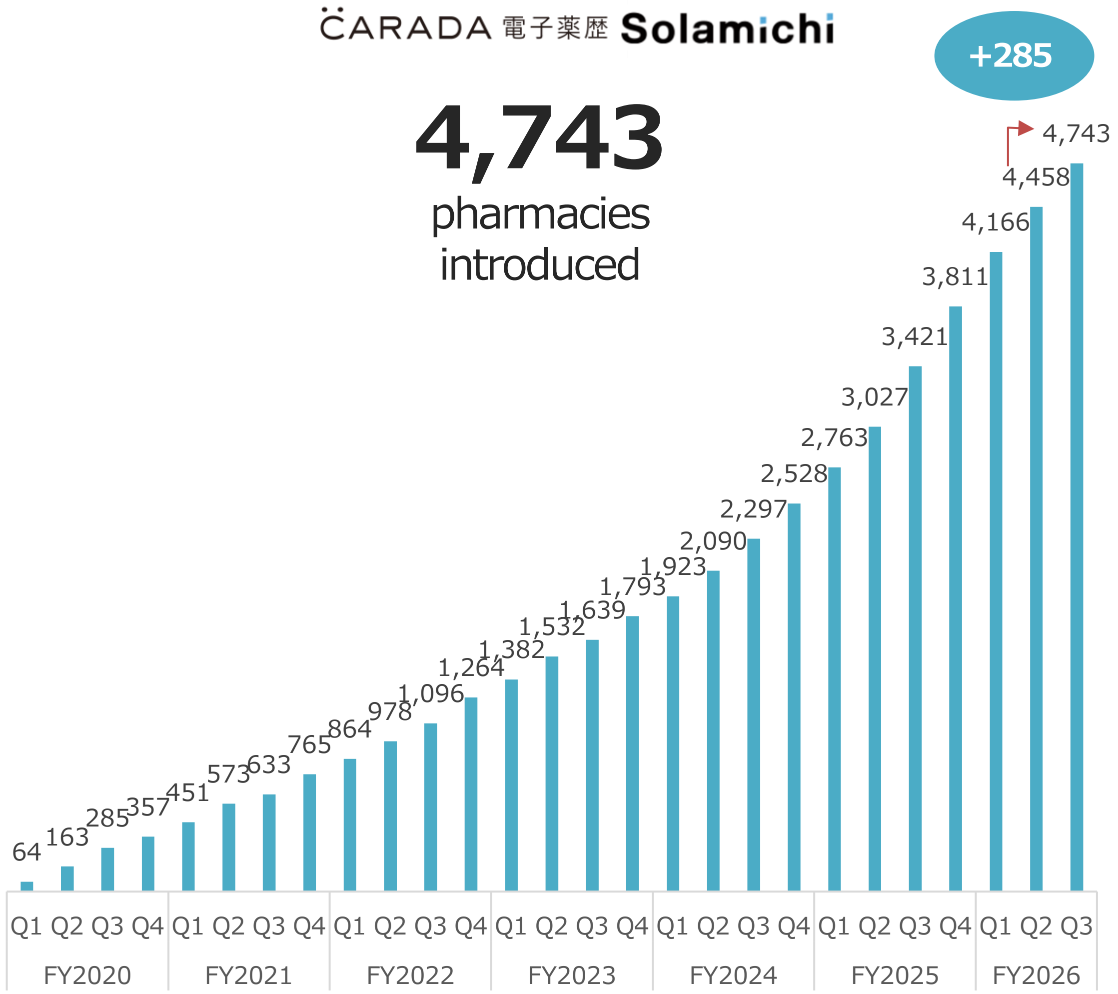
- **Reduction in Backlash from Parenting DX (Spot)**

QoQ

Operating losses widened

- **Reduction in Backlash from Parenting DX (Spot)**
- **Pharmacy DX (next-gen cloud receipt system): Ongoing development**
- **Increased cost burden for LunaLuna Mirai support**

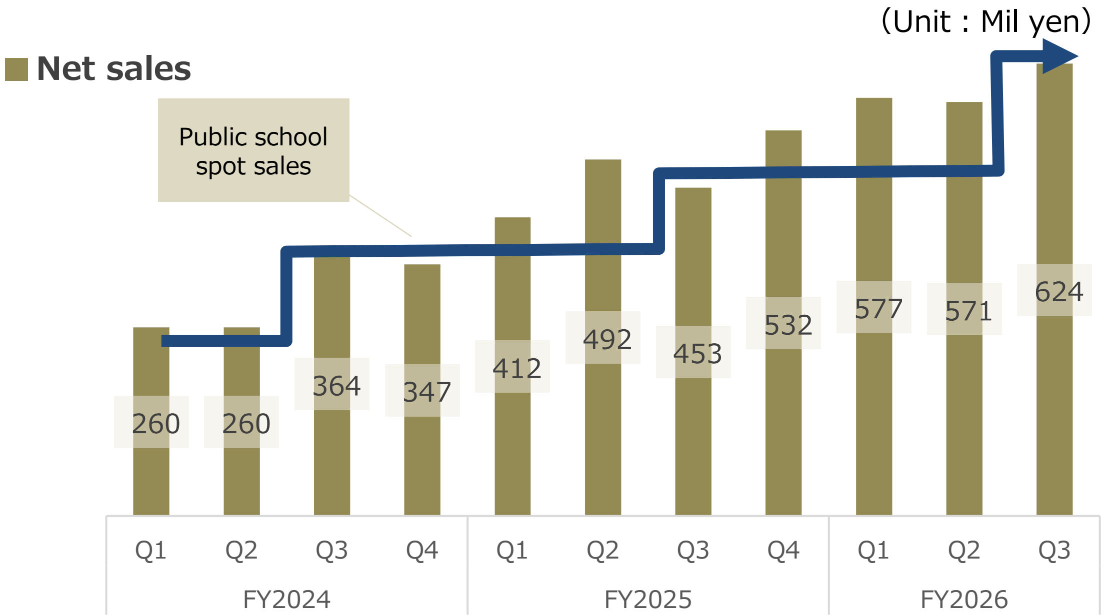
Healthcare business: Cloud-based medication history service

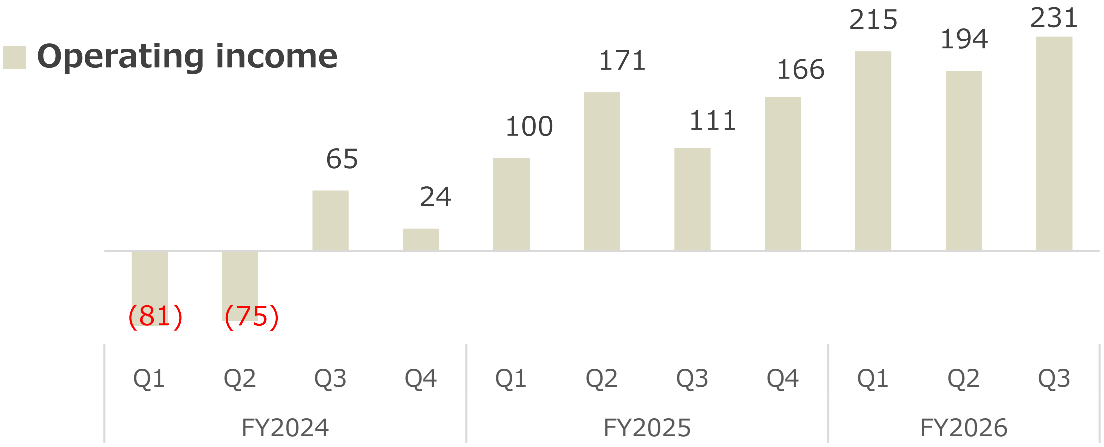


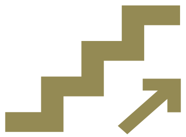
Cloud-based medication history service

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

School DX business: Net sales and operating income







Subscription-based business

A structure in which earnings increase stepwise as the number of installations grows

QoQ

Net sales: Growth
Operating income: Growth

+ Expansion of the number of private schools
− Loss of initial public school sales

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

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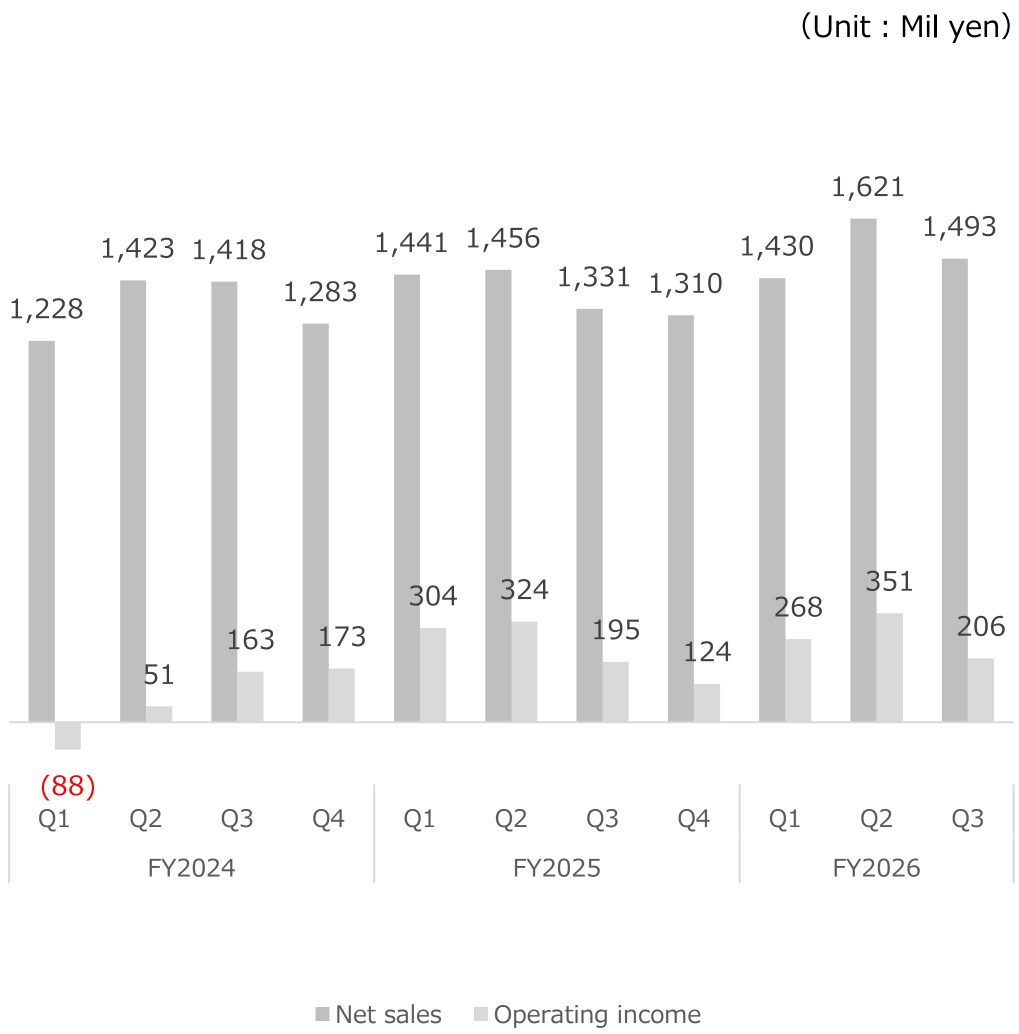


QoQ

Net sales
Operating income: Decreased

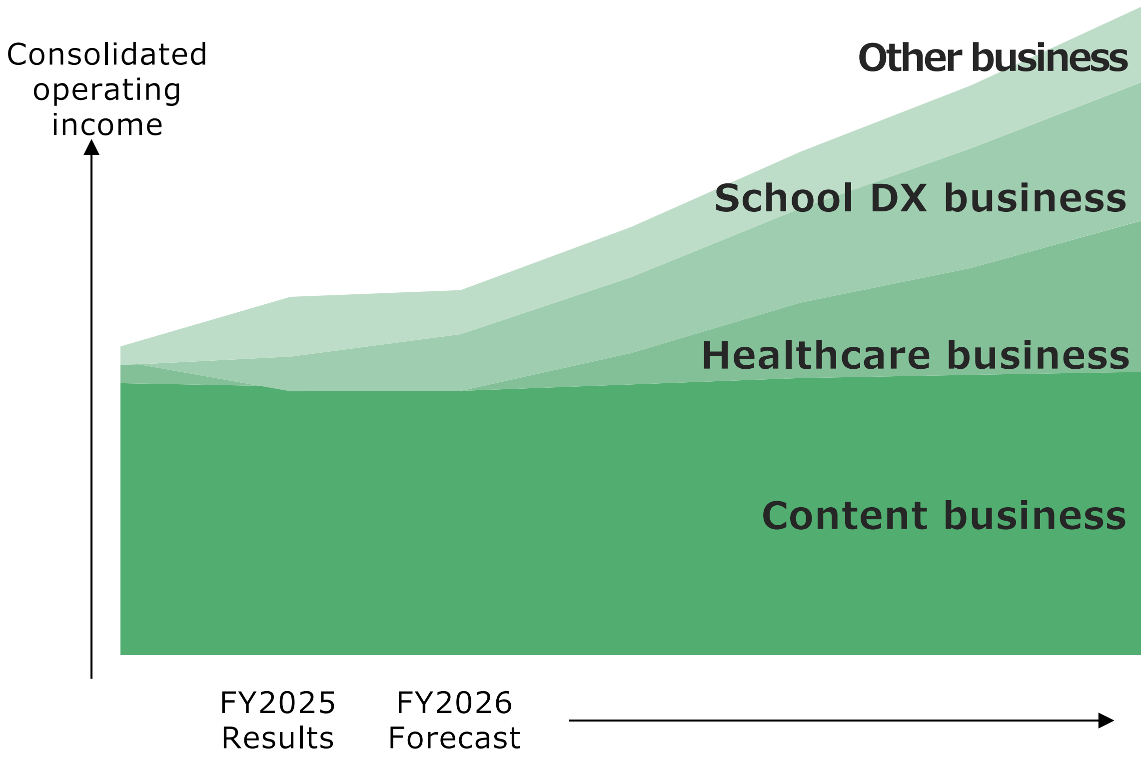
- **Corporate DX support business steady**
- **Reactionary decline in the AI business (spot projects)**

Q4 Onward Initiatives

Basic policies and priority issues for FY2026

School DX business: Contributing to earnings in the short to medium term
Healthcare business: Contributing to earnings in the medium to long term

Image of Consolidated Operating Profit Growth



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

Healthcare business

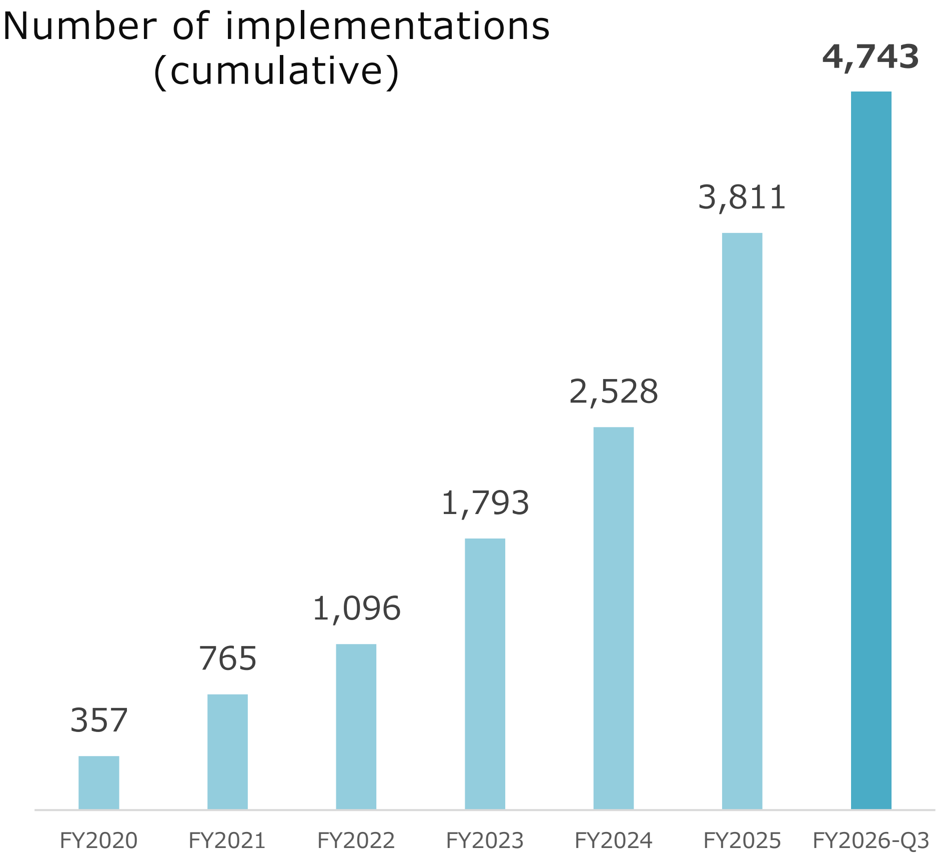
Sales and profit growth
- For Pharmacies: Growth of the cloud-based medication history service
- For Municipalities: Promotion of the platform strategy of the childcare DX

Content business

Securing profit
- Security-related app growth

Healthcare business: Cloud-based medication history service

The number of community pharmacies using the cloud-based medication history system is steadily increasing.



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

Medication guidance support

CARADA 電子薬歴
Solamichi

+

AI automatic summarization feature

corte *

Automatically extract the necessary information for the medication history

* “corte” is a joint development between our subsidiary, Solamichi System Inc., and corte Inc.
* “corte” is a registered trademark of corte Inc.

Healthcare business: Pharmacy DX business

Expansion of cloud support for dispensing pharmacies

Transaction records ⟫ **Next-Generation model commercialization of cloud receipt** ⟫ **Future profit growth model (Scenario for revenue expansion)**

Number of stores implemented touchpoints with a total of 13,000 stores

- Cloud medication History
- Cloud receipt under development
- Cloud picking
- AI automation summary function
- Cloud inventory management
- Medication notebook app

Sales channels

Sales collaboration with collaborating partners (major pharmaceutical wholesalers)

The Core of the Pharmacy System

Next-Generation cloud receipt

Final preparations for launch

*The screen is from a development stage. Actual specifications may differ.

Next-Generation cloud receipt sales launch

↓

Cross-sell for pharmacy DX services

↓

Expansion of sales per store

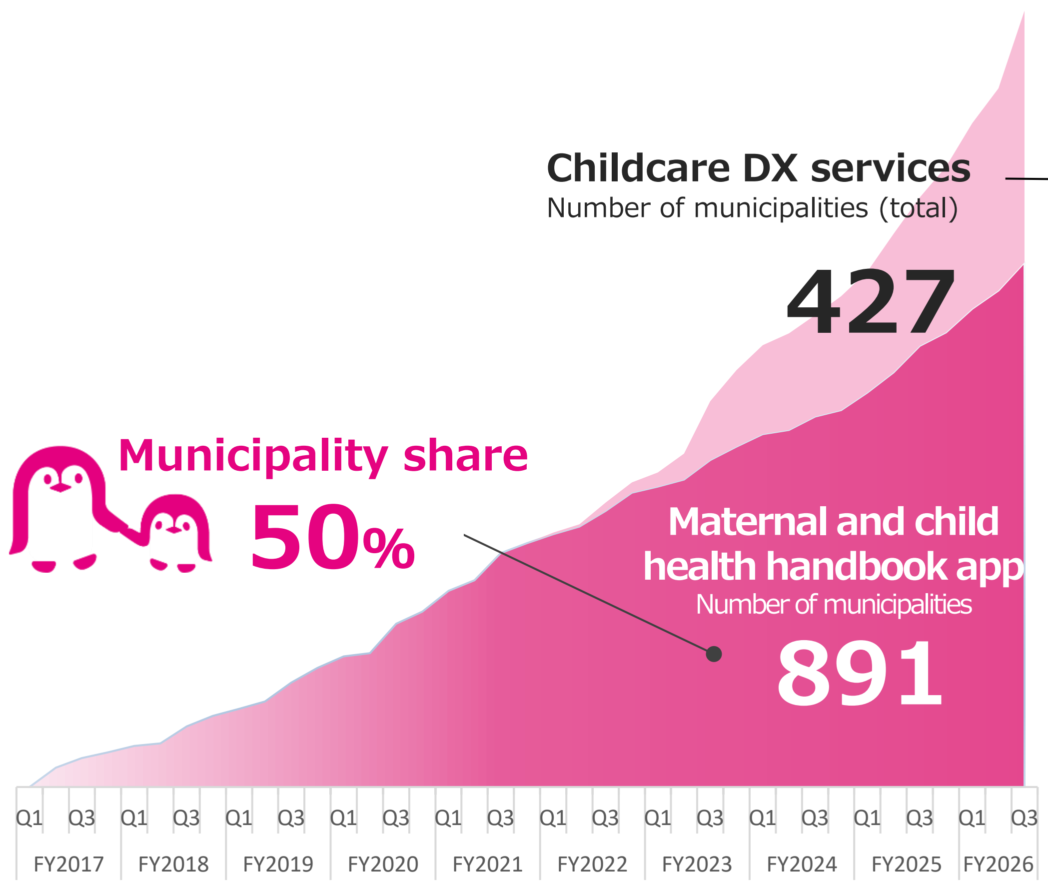
↓

Profit growth

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

For municipalities that have already introduced the maternal and child health handbook app, the rollout of childcare DX services is also progressing smoothly.

We aim to expand earnings by accumulating multiple high value-added Childcare DX services.



Sales uplift image per municipality

- + Vaccination management for infants
- + Infant health checkup management
- + Home visit support for all infants
- + Questionnaire and appointment-booking functions
- + Pregnancy support

Initial installation revenue: several million yen~
Monthly fee: several hundred thousand yen~

Monthly fee

- + Online consultations — Monthly fee

Maternal and child health handbook app — Monthly fee: 50,000–100,000 yen

Healthcare business: LunaLuna Mirai Support

Expansion of partnership agreements at the prefectural level (8 prefectures)

Existing Businesses → **Projects for Municipalities (Prefectural Areas)**

BtoC

LunaLuna

Supporting every woman throughout her life
Women's Healthcare Services

End User Base

- Monthly paid membership
- 23 million free downloads

Some Services via municipalities Provided to residents

BtoG "LunaLuna Mirai Support" Program

(Preconception care support by local governments)

Main Service Areas and Services of "LunaLuna Mirai Support"

General Stage	Pregnancy Stage	Pregnancy Stage
Menstrual Date Prediction	Ovulation Date Prediction	Basal Body Temperature Graph
Friendly Day	Partner sharing	Doctor's advice
Pill (OC/LEP)	Junior	Aging

Partnership Agreement Signed

Niigata Prefecture
Miyagi Prefecture
Okayama Prefecture
Yamanashi Prefecture
Tochigi Prefecture
Ishikawa Prefecture
Gifu Prefecture
Yamaguchi Prefecture
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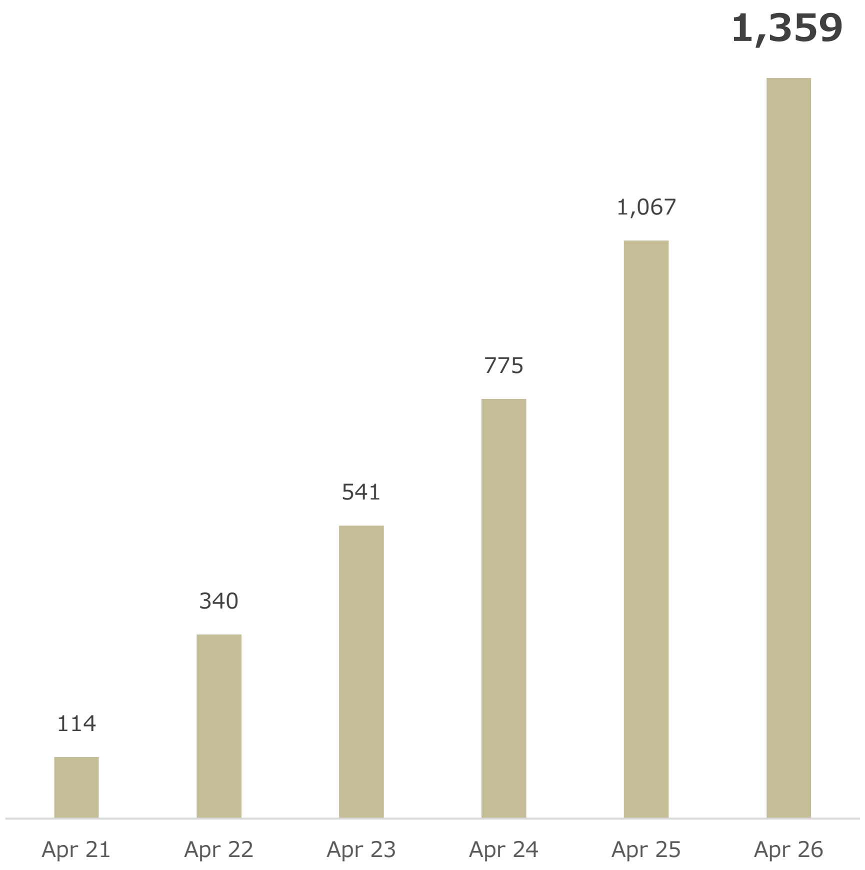
Accumulated implementation experience at the prefectural level

School DX business: Private school

Sustained expansion of private school share



Number of Schools implementing the facility **1,359 school**

Private School Share **50.0 %**

Contributing to stable growth of stock earnings

* Number of schools implemented: Reflects cancellations due to school corporation mergers or junior high/high school account consolidations.
* Private school share: Ministry of Education, Culture, Sports, Science and Technology website (FY2024 School Basic Survey, December 2025)
Calculated by our company based on the announcement on the 26th. Specialized training schools are counted only in schools with advanced faculties.

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School DX business: Public school (for Municipalities)

Expansion of Public School Orders (Prefectural Level)

Expansion of orders at the prefectural level

Order Record

- **Introduced in April 2025**

  Yamanashi Prefecture High School

Prefectural Unit First Order

- **Introduced in April 2026**

  Yamanashi Prefecture Elementary and Junior High Schools

- **Scheduled for introduction in April 2027**

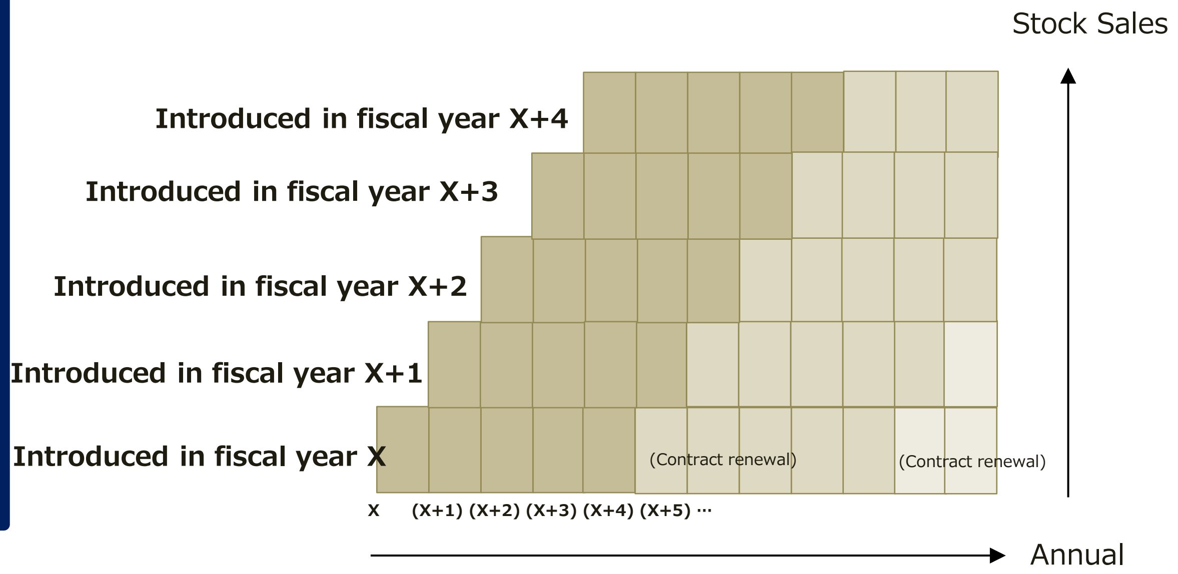
  Fukushima Prefecture Elementary and Junior High Schools
  Fukushima Prefecture High School
  Shimane Prefecture High School
  Tochigi Prefecture High School
  Okinawa Prefecture High School
  Tagajo City Elementary and Junior High Schools
  Kamakura City Elementary and Junior High Schools

  ⋮

Initial sales: Scheduled to be recorded in FY2026 Q4-FY2027 Q2
Operating Revenue: Scheduled to be recorded from FY2027 Q3 onward (5 years)

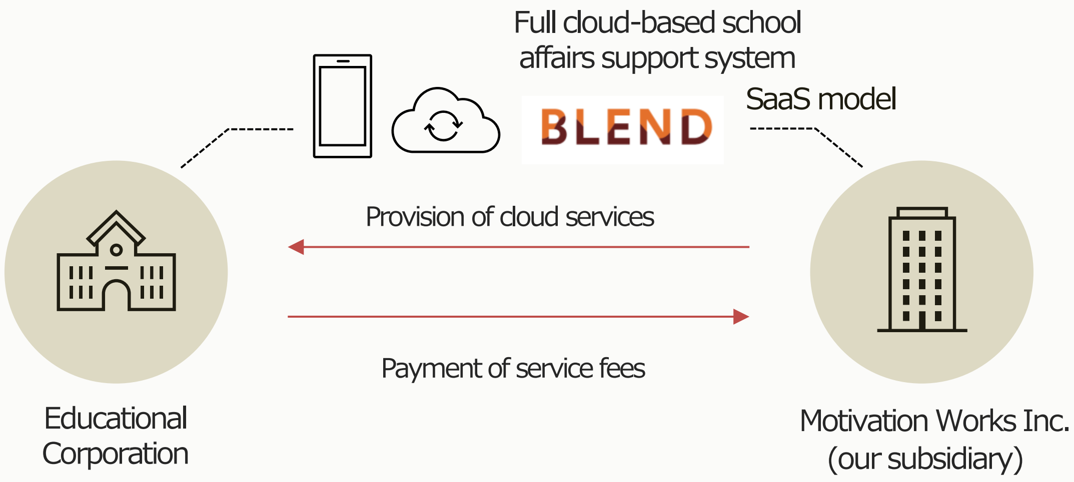
Strong growth potential

Image of Stock Sales Accumulation from Next Fiscal Year Onward



(Reference) School DX business : Business model

●Business model



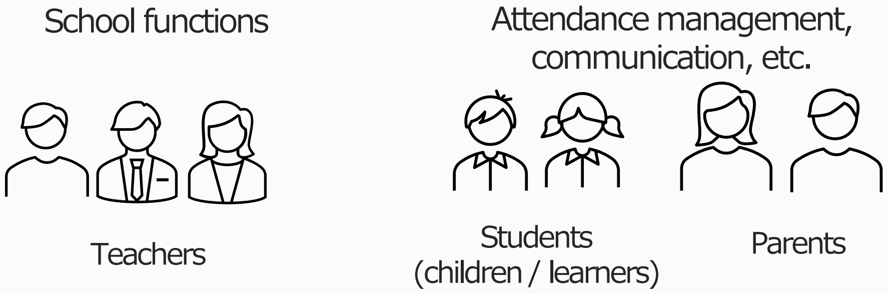
●Private schools

Net sales = number of students (Average) × Monthly fee per student (unit price: ¥300) × Number of schools introduced

● Public schools

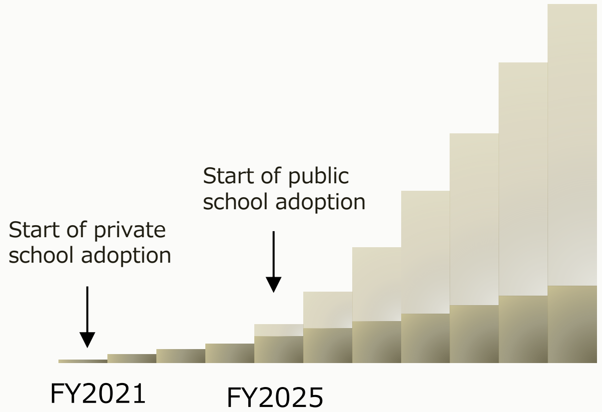
Net sales = Initial installation fee + Monthly usage fee

●End users



Key functions: Attendance management / Grade management / Report card management / Learning management / Student management / Student notes / Office administration / Health management / Entrance exam management / External exams / Communication management

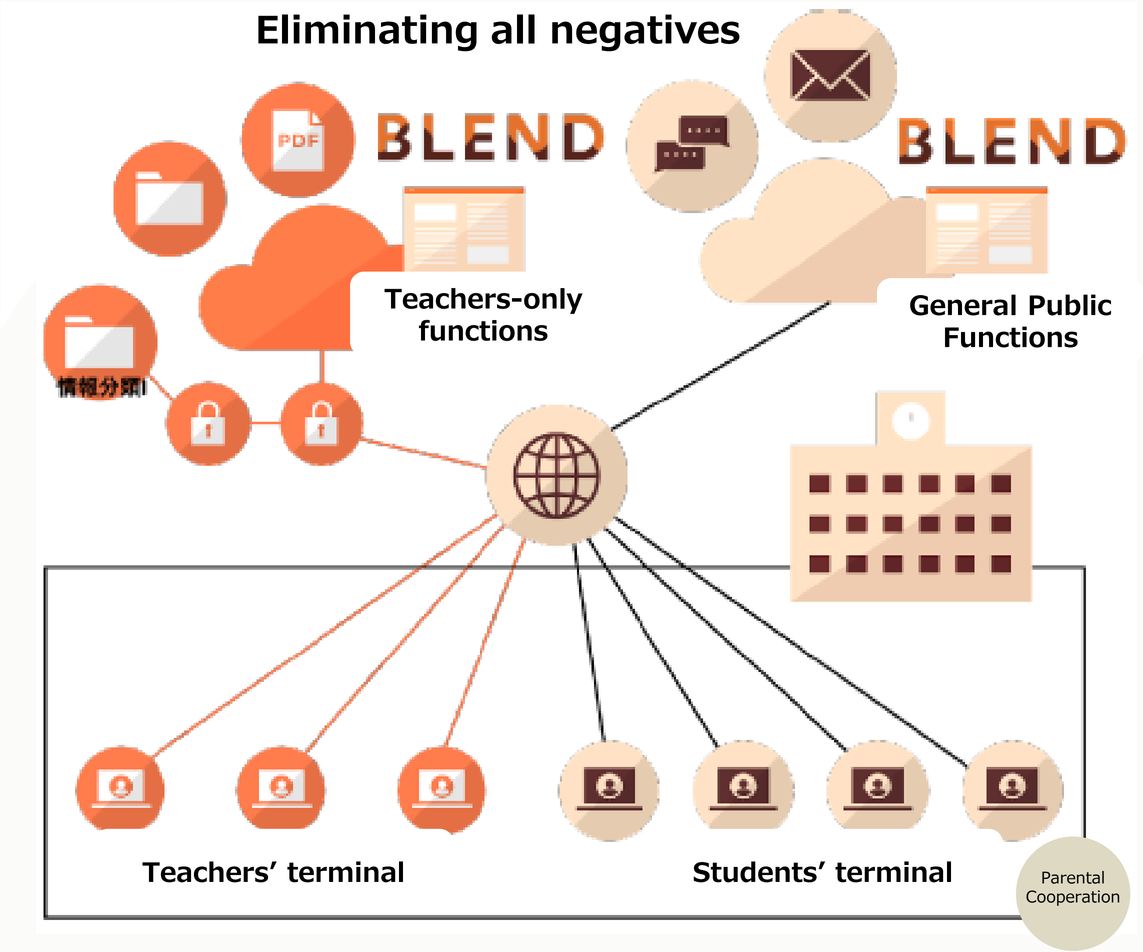
● Growth image



- Public schools:
  Expansion of orders at the prefectural (wide-area) level
- Private schools:
  Expansion to elementary schools and vocational schools as well

(Reference) School DX business : Business expansion

Full cloud-based implementation of all key functions needed for a school administrative system



Functions

- Fully cloud-based centralized management of data
- Data linkage without returning to the staff room
- Data linkage with parents and guardians

Effects

- Reducing workload for school affairs
- Reducing system management costs

Values

Create an environment that enables concentration on essential education through the provision of school DX services

MTI Ltd.

〈Contact us〉

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