Results of Operations for the First Quarter of the Fiscal Year Ending August 31, 2026

January 14, 2026

SERAKU

▸ **1. 1Q FY8/26 Results of Operations**

2. FY8/26 Plan and Shareholder Returns

3. Medium-Term Growth Vision

4. Appendix

Executive Summary

- Net sales ended at the same level as the same period of the previous year.
- Operating profit declined due to a growing number of working partner engineers, enhanced recruitment of in-house engineers, investments in strengthening the sales structure, and educational investments aimed at promoting the adoption of AI skills within the Company.

	Net sales	Operating profit/loss	
FY26 1Q consolidated results	**6,252** million yen (YoY +0.9%)	**582** million yen (YoY -24.3%)	**Net sales remained robust, while operating profit decreased due to increased investments in strengthening the organizational structure and education.**
Digital Integration	**6,034** million yen (YoY +0.8%)	**605** million yen (YoY -23.1%)	• We achieved a steady increase in the number of working partner engineers. • While operational and implementation support for enterprises has been performing well, recruitment and education costs increased.
Midori Cloud	**50** million yen (YoY -11.2%)	**-43** million yen (YoY -%)	• We focused on the introduction of Midori Cloud Rakuraku Shukka at JA organizations as advance investments. • Introduction and trial use are under way at multiple JA organizations.
Mechanical Design and Engineering	**205** million yen (YoY +9.4%)	**14** million yen (YoY +156.4%)	• Sales increased thanks to the expansion of project fields. • Both the number of projects and engineer utilization rate remained strong.
Adjustment	**-37** million yen	**4** million yen	
FY26 plan	**27,400** million yen	**2,850** million yen	**Progress rates stood at 22.8% for net sales and 20.4% for operating profit.**

Consolidated Financial Results for the Three Months Ended November 30, 2025

- Gross profit decreased year-on-year due to higher cost of sales resulting from a larger number of working partner engineers.
- Operating profit fell due to investments in recruitment, education, and strengthening the sales structure.

(Millions of yen)	FY25 1Q results	FY26 1Q results	YoY change		FY26 plan	Compared to FY26 plan
			Amount	Rate (%)		Progress (%)
Net sales	6,200	6,252	+52	+0.9	27,400	22.8
Cost of sales	4,487	4,642	+155	+3.5	−	−
Gross profit	1,712	1,610	-102	-6.0	−	−
SG&A expense	944	1,028	+84	+8.9	−	−
Operating profit	768	582	-186	-24.3	2,850	20.4
Ordinary profit	775	587	-188	-24.3	2,880	20.4
Profit attributable to parent	481	356	-124	-25.8	1,870	19.1

- We successfully expanded our business, thanks to the utilization of business partners and high added value generated through engineering training.
- The DX domain saw a decrease in net sales for the quarter under review as we recorded large projects for the same period of the previous year but enjoys high demand.

(Millions of yen)		FY25 1Q results	FY26 1Q results	YoY change	
				Amount	Rate (%)
Net sales	Total	6,200	6,252	+52	+0.9
	Digital Integration	5,984	6,034	+50	+0.8
	System Integration	4,056	4,184	+128	+3.2
	Digital Transformation	1,928	1,849	-78	-4.1
	Midori Cloud	56	50	-6	-11.2
	Mechanical Design and Engineering	188	205	+17	+9.4
	Adjustment	-29	-37	-8	−
Segment profit/loss (Operating profit margin)	Total	768 (12.4%)	582 (9.3%)	-186 (-3.1%)	-24.3
	Digital Integration	787 (13.2%)	605 (10.0%)	-181 (-3.2%)	-23.1
	Midori Cloud	-24 (-%)	-43 (-%)	-18 (-%)	−
	Mechanical Design and Engineering	5 (3.1%)	14 (7.2%)	+9 (4.1%)	156.4
	Adjustment	0 (-%)	4 (-%)	+4 (-%)	−

Progress on the Growth Strategy

- The DX shift and value-added efforts are progressing steadily.
- With a steadily growing number of partner companies, we will focus on further utilization of partner engineers going forward.

Initiatives to realize the Vision		
	FY26 1Q	**Initiatives**
IT personnel platform	Number of partner companies **2,270** companies (YoY +975 companies)	• Focus on securing partner companies with the aim of business expansion. • Establish strong relationships with partner companies by offering projects with favorable conditions and providing training for engineers, among other benefits.
Shift to DX	Ratio of the DX domain to net sales **29.6**% (YoY -1.5%)	• Focus on the expansion of a highly profitable business to operate enterprise cloud systems and facilitate their widespread use, whose market is expected to grow. • Actively engage in the development of highly skilled human resources to meet diverse customer needs and sales activities to acquire projects.
Promotion of quasi-mandate/contracting projects	Ratio of quasi-mandate/contracting projects to orders received **51.4**% (YoY +1.9%)	• Focus on the acquisition of quasi-mandate/contracting projects with high unit prices. • Implement proactive sales activities and foster project managers within the Company with a view to acquiring large-scale projects.

*The number of partner companies refers to that of companies registered on SERAKU Partner Platform.

Consolidated Earnings Plan for FY8/26

■ The fiscal year ending August 2026 is positioned as Step 1 — the foundation-building phase — in the "Transformation into an AI Service Company" roadmap described later.
■ For FY8/26, we plan to achieve a year-on-year growth of 10.6% in net sales and 11.7% in operating profit.

FY26 plan

Net sales
27,400 million yen
(YoY +10.6%)

Operating profit
2,850 million yen
(YoY +11.7%)

Net sales
(Millions of yen)

CAGR +12.4%

30,000	
25,000	27,400
20,000	
15,000	15,263
10,000	
5,000	
0	FY21 ... FY26 (Plan)

Operating profit
(Millions of yen)

CAGR +16.0%

|	
3,000	2,850
2,500	
2,000	
1,500	1,356
1,000	
500	
0	FY21 ... FY26 (Plan)
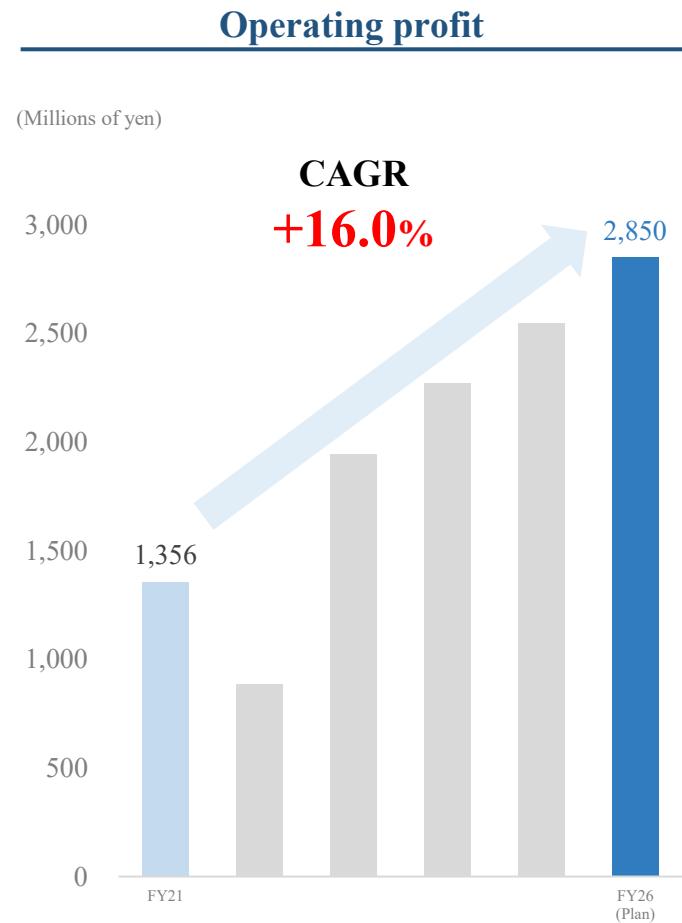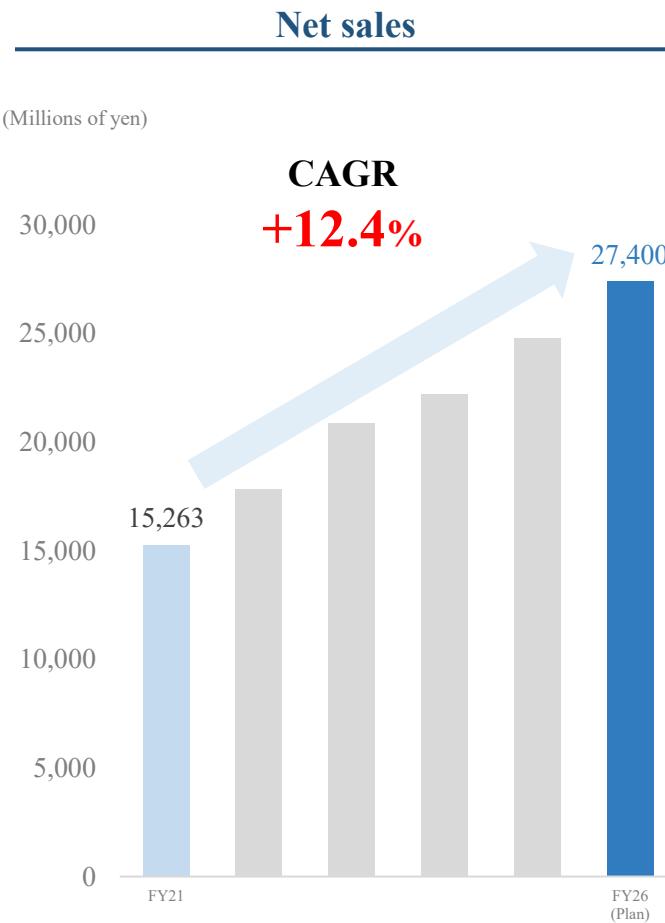
Dividends and Dialogue with Investors

- DPS for FY26 is expected to increase due to performance-linked dividends and the retirement of treasury shares.
- We will continuously return profits to our shareholders through the acquisition of treasury shares and expand opportunities to hold dialogue with investors.

Changes in DPS (dividend per share)

(Yen)

DPS is expected to increase by 0.50 yen due to 16.90 yen in performance-linked dividends and a decrease in the number of shares through the retirement of treasury shares.

DPS has increased by over 7 times since we went public

20.00
18.00
16.00
14.00
12.00
10.00
8.00
6.00
4.00
2.00
0.00

2.33   2.50   2.70   3.20   4.60   5.60   8.60   10.40   13.00   13.20   **17.40**

FY16   FY26 (Plan)

Dialogue with investors

| Institutional investors	• Financial results meeting (full-year results) • IR Meeting (Quarterly results) • Publication of Analyst Reports
Individual investors	• Publication of Analyst Reports
Content of dialogue	• Business content (competitive strengths, business models) • Growth strategy (growth vision, M&As, progress in investments) • Capital policy (shareholder returns)

*On March 1, 2017, SERAKU conducted a four-for-one stock split of common stock, and per-share dividend amounts are listed based on figures after adjustments to reflect the stock split.

Acquisition and Retirement of Treasury Shares

- EPS and BPS grew for FY25 due to the acquisition and retirement of treasury shares.
- We will continue to focus on shareholder returns in FY26 by carrying out the acquisition of treasury shares.

	Purpose		Period	Number of shares	Total amount	Progress
Acqui-sition	• Profit return to shareholders • Implementation of a flexible capital policy • Utilization in M&As • Utilization in incentive plans	Results	From August 9, 2024 to April 17, 2025	309,000 shares	399,106,700 yen	Completed
		Plan	From August 8, 2025 to July 31, 2026	Up to 400,000 shares (155,200 shares acquired)	Up to 400,000,000 yen (249,962,000 yen spent)	In progress
Retire-ment	–		August 20, 2024	165,000 shares	–	Completed
			August 20, 2025	155,000 shares		

Changes in EPS (earnings per share)

(Yen)

FY21	FY22	FY23	FY24	FY25
89.82	69.36	105.35	114.24	127.16

Changes in BPS (book-value per share)
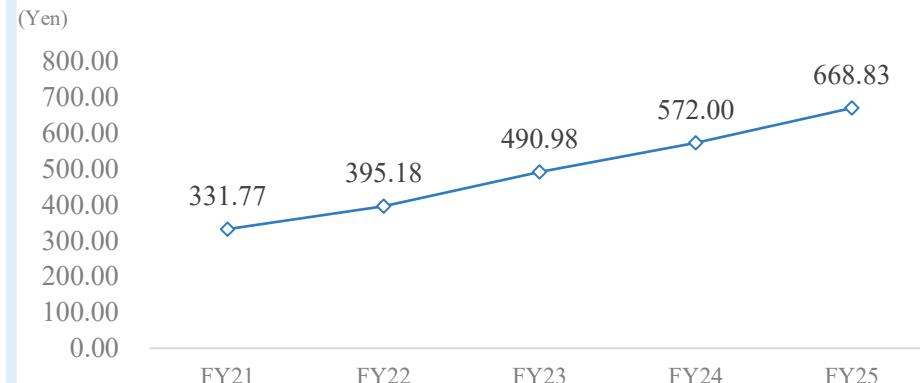
(Yen)

FY21	FY22	FY23	FY24	FY25
331.77	395.18	490.98	572.00	668.83

# Management Policy Aimed at Maximizing the Mid- to Long-term Profit

- We will continue active investments in the DX domain and our services, where we expect high profitability and growth potential.
- We will build a business portfolio to realize the "maximization of the mid- to long-term profit."

Profitability (vertical axis) / **Growth potential** (horizontal axis)

Positioning map:
- Midori Cloud (high profitability, high growth)
- NewtonX (high profitability, high growth)
- DX domain (mid)
- SI domain (low profitability, low-mid growth)
- Mechanical Design and Engineering (low profitability, low growth)

Solutions

SI domain
- Construction, operation, and maintenance of IT systems and infrastructure

DX domain
- Total support for cloud computing in the corporate ICT environment
- Support for the introduction, establishment, and utilization of cloud systems centered on Salesforce and COMPANY

Mechanical Design and Engineering
- Provision of technologies in the 3D CAD field, contracted design service for machinery, molds, and other products, as well as provision of technologies for communications system construction and telecommunications fields

Midori Cloud
- Measurement, recording, and control of the farm/livestock building environments
- Sales support via the farming support app
- Digital transformation of collection and shipment

NewtonX
- ChatGPT utilization support service for companies
- AI utilization support with fine-tuning

Shift to a Highly Profitable Business Structure through AI Utilization

■ We will aim to improve productivity by utilizing AI in projects (assignment of AI talents/introduction of AI services) and shift to a highly profitable business structure.
■ While responding to current needs for IT human resources, we will embark on initiatives with an eye on AI-driven changes in the industry structure.

Establish a highly profitable business structure both by improving the profit margin and reducing the SG&A rate

AI shift of in-house human resources

- Expand high added value IT human resources through the AI shift
- Develop AI-savvy human resources who will achieve an overwhelming productivity mainly in system development
- Expect a gradual decrease in labor-intensive projects

Development and introduction of AI services

- Divert development assets of NewtonX and proceed with the introduction of AI services in projects
- Launch the development of services that will generate synergy with our business, including IT operation automation, project productivity improvement, and cloud system operation support

Dedicated AI development and promotion structure
Supervise AI promotion on all fronts

Business streamlining through AI utilization

- Promote AI adoption in back-office operations, such as finance and accounting, labor and general affairs, and legal affairs
- Contribute to an improved profit margin by reducing the SG&A rate

AI-driven recruitment and talent development

- Utilize AI in the hiring process to reduce recruitment man-hours and achieve high-precision recruitment
- Utilize AI in training programs to realize labor saving in talent development and quality improvement
- Adopt AI for personnel evaluations, employee engagement, etc. to help reduce the turnover rate

Steps Toward Becoming an AI Service Company

■ We will transformation into an "AI Service Company" within the next 3–5 years, and achieve profit growth through the transition of operational businesses to AI services and DX promotion driven by AI talent

This fiscal year is positioned as the starting point of transformation, focusing on AI service development and AI talent cultivation.

STEP 3 | AI Service Phase

- Transform into a provider of high-value-added services through "AI services + AI talent" in the SI and DX domains.
- Expand business scale in non-SI areas where AI replacement is less likely, while pursuing sustainable growth.

STEP 2 | AI Transition Phase

- Transition operation and SI businesses to AI services and promote automation of operations (Shift human resources toward DX-related fields)
- In the DX domain, establish a highly profitable business structure by improving productivity through AI services and AI talent, focusing on cloud system operation and maintenance.

STEP 1 | Foundation-Building Phase (Current)

- Begin AI service development (IT operation automation, productivity improvement in project work, support for cloud system operation, etc.). Some initiatives have already been implemented
- Develop AI talent (create a foundation for improving productivity per person, enhance AI agent development skills, and promote learning of business process reform through AI)

Medium-Term Growth Vision(Changes in the AI Environment)

■ In light of the progress in AI technologies and consequent changes in the business environment, we will review the Medium-Term Growth Vision to further enhance our corporate value through the provision of high added value services.

As soon as the assessment of changes in the business environment is complete, we will update the Medium-Term Growth Vision and promptly inform our investors of the revised vision.

Growth Strategy (1): Expansion of Our IT Personnel Platform

- We have witnessed a significant increase in the number of partner companies, with project participation progressing smoothly.
- Going forward, we will focus on the establishment of stronger relations with good-standing partners and collaboration on large projects.

Outline

Clients

Compensation ↓   Provision of solutions ↑

IT personnel platform

Introduction of projects with favorable conditions
Provision of practical training ↓   ↑ Provision of resources
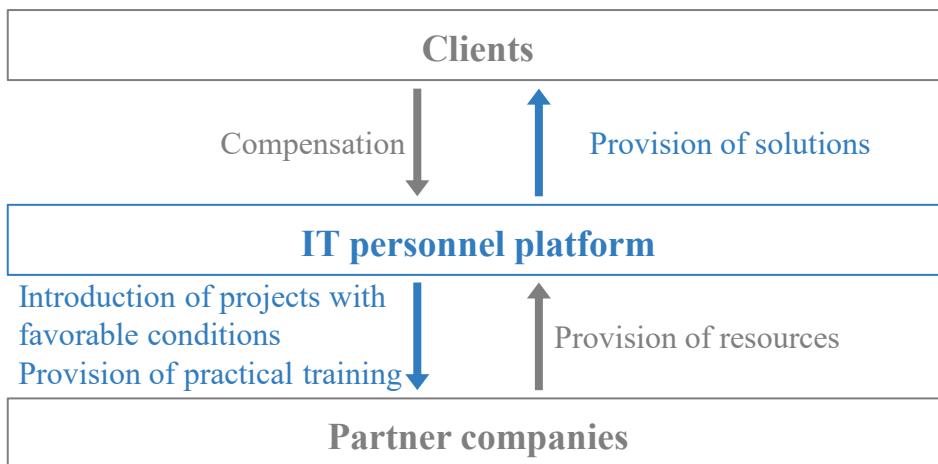
Partner companies

Collaborative structure with partner companies

- The number of registered partner companies has exceeded 2,000

- Project participation is progressing smoothly

Focus on the establishment of stronger relations with good-standing partners

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How the utilization of our IT personnel platform will benefit us

- Make it possible to receive orders for projects in which the resources of in-house engineers are not sufficient enough to handle by utilizing external resources.

- Contribute to the curbing of SG&A expenses as neither hiring costs nor education costs for inexperienced employees are necessary, unlike in the case of hiring in-house engineers.

- Enable us to flexibly respond to changes in the demand for IT talents due to a wider AI adoption

Growth Strategy (2): Generation of High Added Value

■ We will focus on the acquisition of highly profitable projects by promoting shift to DX, as well as contracting/quasi-mandate projects.

■ We will aim for greater high added value through AI shift of in-house talents and the development and introduction of AI services for our customers
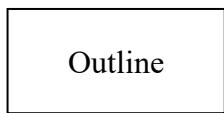
	Shift to DX	**Promotion of quasi-mandate/contracting projects**
Outline	Focus on the expansion of the highly profitable business to operate cloud systems and facilitate their widespread use, whose market is expected to grow, with the aim of improving a company-wide profitability.	Focus on the acquisition of quasi-mandate/contracting projects with high unit prices.
Composition ratio	The sales percentage in the DX domain	Orders received by contract type
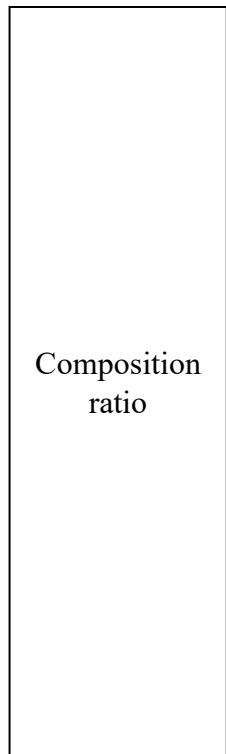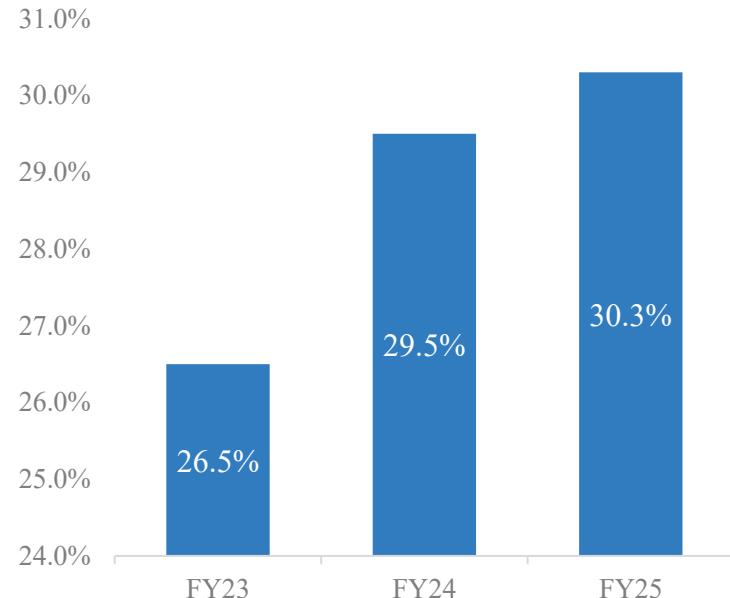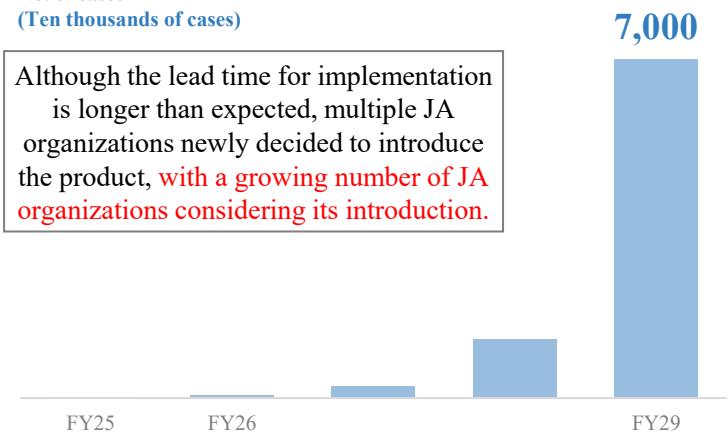
The sales percentage in the DX domain

- FY23: 26.5%
- FY24: 29.5%
- FY25: 30.3%

Orders received by contract type

- FY23: Contracting 9.8%, Quasi-mandate 31.8%
- FY24: Contracting 10.1%, Quasi-mandate 34.9%
- FY25: Contracting 9.7%, Quasi-mandate 41.0%

■ Contracting ■ Quasi-mandate Other
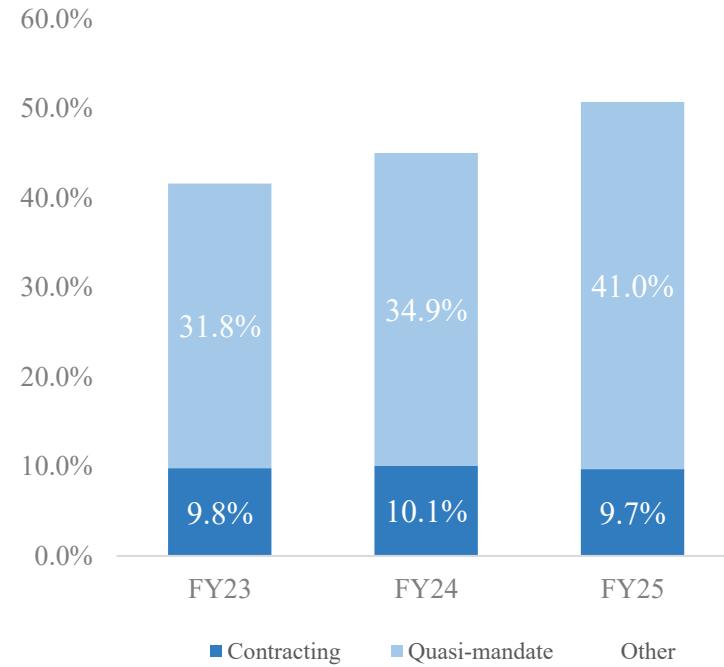
Growth Strategy (3): Generation of Revenues from New Businesses

■ Midori Cloud Rakuraku Shukka has become a highly profitable business model, and we focus on sales activities thereof. The service alone aims to achieve monthly profitability within two years.

■ Based on development assets of NewtonX, we will launch the development of AI services specifically for our customers, projects, and businesses.

	Midori Cloud Rakuraku Shukka	AI services
Service summary	System to save labor through digital utilization in counting, as well as making and writing documents in collection and shipment by pasting and reading QR codes	-
Revenue model	Initial introduction cost + (number of operations × unit price)	-
Short- to medium-term growth targets	Focus on the introduction at JA organizations with the aim of achieving wider adoption	Progress toward project-specific AI services based on our track record of developing NewtonX, a generative AI service for companies

Midori Cloud Rakuraku Shukka — Short- to medium-term growth targets

No. of cases
(Ten thousands of cases)

7,000

Although the lead time for implementation is longer than expected, multiple JA organizations newly decided to introduce the product, with a growing number of JA organizations considering its introduction.

FY25   FY26   FY29

AI services — Short- to medium-term growth targets

Past: Provision of a system for corporate clients to utilize ChatGPT safely and securely

Now: Development of AI services including those for collaboration with Salesforce and other services, AI-enabled IT operation automation, and project productivity improvement

Our Market Approaches

- We have made early inroads in areas with high growth potential and established our unique position.
- With an eye on AI-triggered structural changes in the IT industry, we will look to achieve profit growth through AI services and high added value DX talents.

| Market		SERAKU Co., Ltd.	
Social issues	**Outline**	**Solutions**	**Characteristics**
IT personnel shortage	• Up to approximately 800,000 IT personnel will be in short supply in Japan by 2030. • Forecast changes in human resources needs due to wider adoption of AI.	SI domain	• AI shift of in-house human resources is under way. • Promote automation, labor-saving, and generation of high added value via AI services. • Steadily meet current human resources needs and continue our business expansion.
Cloud migration of IT systems	• Establishment of cloud-based corporate IT systems is under way. • Annual market growth of 25% around the world	DX domain	• Accumulated know-how thanks to our early entry into the customer success field. • Received certification from Salesforce and Works Human Intelligence and collaborated with major system integrators. • Expand the lineup of compatible cloud platforms.
Improvement in agricultural productivity	• Farming population has kept declining. • With many inefficient tasks remaining, improving productivity poses a challenge.	Midori Cloud	• Make productivity improvements through environmental monitoring and automatic control. • Save labor by utilizing QR codes, etc. in collection and shipping operations. • Work on AI-based automation and productivity improvement of agricultural distribution.
Business utilization of generative AI	• AI-driven productivity improvements and AI-powered operations are under way. • The market size has continued to expand by over 50% per year on average.	AI services	• Possess track records and know-how of the development of corporate generative AI services. • Progress toward AI utilization in synergy with our business, such as cloud system operation support, IT operation automation, and project productivity improvement.

Growth Potential in the DX Domain

■ The cloud market is expected to continuously expand due to the establishment of cloud-based corporate IT systems and greater utilization of generative AI.

■ We will expand the lineup of compatible platforms and establish our unique position, centering on "customer success."

## Worldwide public cloud services end-user spending forecast

(Millions of dollars)

Reached 100 trillion yen

Expected to expand to reach 150 trillion yen

■SaaS ■PaaS ■IaaS ■others
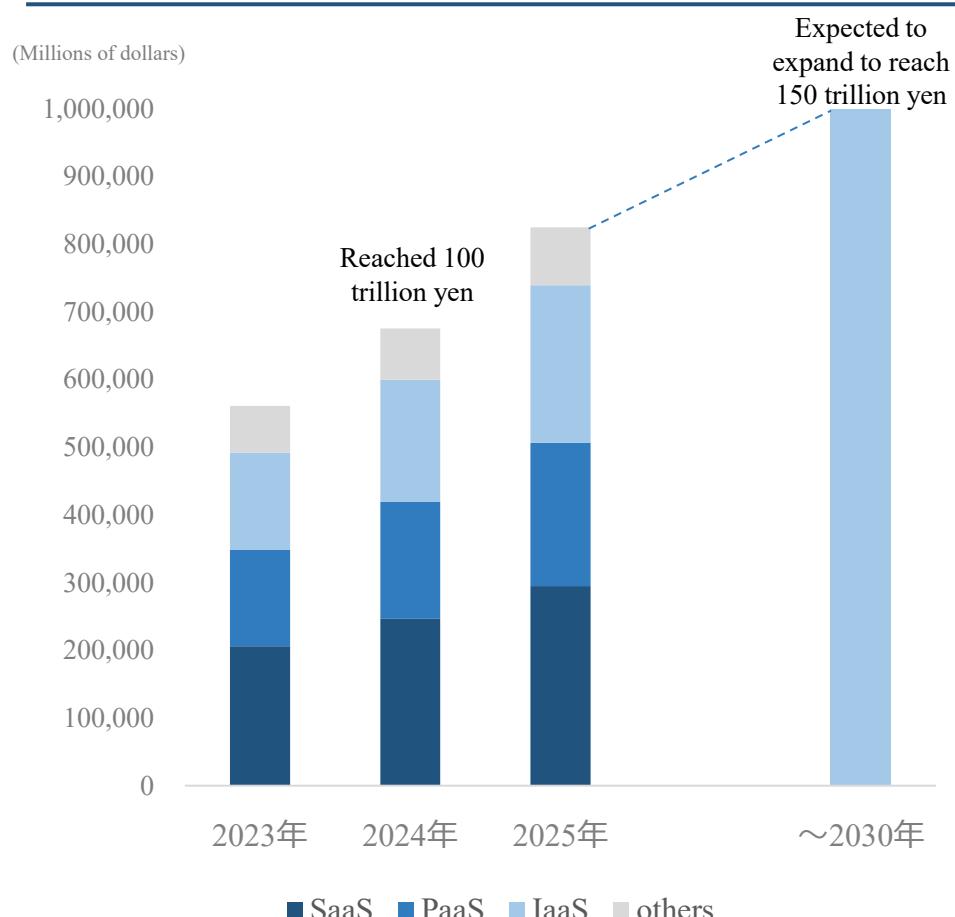
The percentage of companies utilizing cloud services across the entire organization

The market size for cloud services has significant room for expansion.

	2020	2021	2022	2023	2024
	39.4%	42.7%	44.9%	50.6%	52.9%

* "Public Cloud Services Market Forecast" (2024) by Gartner, Inc.

* Ministry of Internal Affairs and Communications, "WHITE PAPER Information and Communications in Japan"
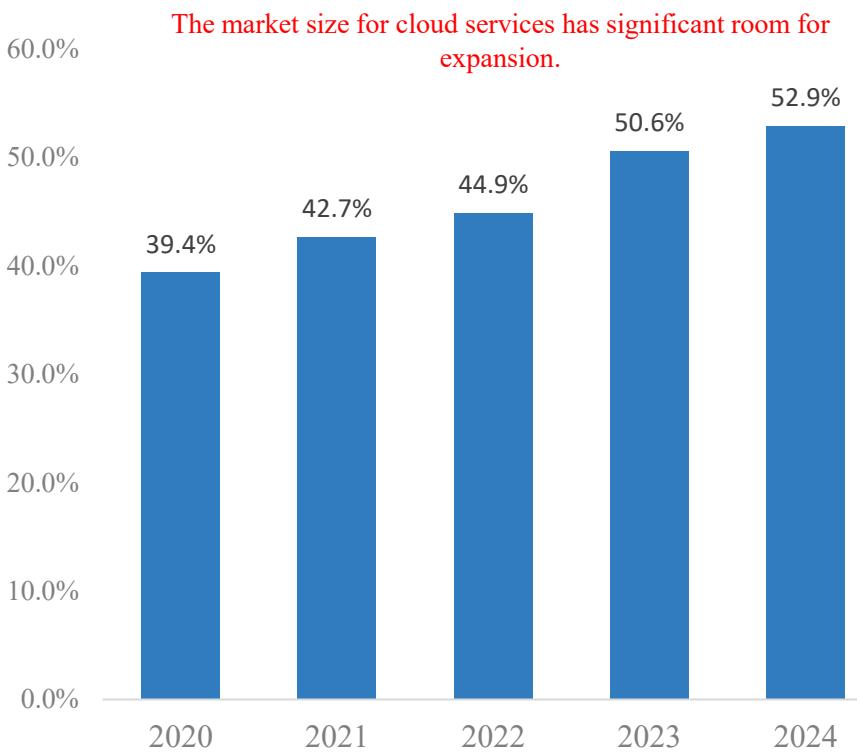
Growth Potential of DX Domain

■ We have achieved strong growth and profitability as a leading company in the customer success business for enterprises.
■ We aim to expand our business by horizontally deploying our expertise in operating high-potential SaaS products and in facilitating their widespread adoption.

Market for supporting the operation of Salesforce

SaaS lifecycle

| Introduction phase | Operation phase | Utilization phase | Widespread use phase |

Character-istics	One-off business	Long-term, continuous business (Retention rate of over 90%*)
Participating companies	Over 100 companies, including major foreign and Japanese consulting firms	Only several companies put over 300 personnel into the business for high-difficulty, high-unit-price enterprise companies

Few competitors

Conduct business as a leading company in this domain

Our strengths
✓ Alliance with Salesforce
✓ Support for the introduction and operation of enterprise software with our high level of expertise
✓ Support for marketing sophistication through "SFA + marketing + data/AI utilization"

salesforce
NAVIGATOR
EXPERT

Managed Services

New initiative - release of generative AI "AZUSA"
✓ Developed Salesforce-specific generative AI "AZUSA" that will help maximize efforts by system administrators, system personnel, and system promoters to utilize software and facilitate its widespread use.
✓ Use AZUSA to improve our consultants' productivity and unit prices.

*The retention rate is based on our results, which include cases where we have continued transactions for over a decade at the longest.

Growth potential of the customer success business

Main domain	Our support lineup	Offering started on a trial basis
CRM	Sales Cloud	Microsoft Dynamics 365
Key system	COMPANY	-
Marketing	Account Engagement, Marketing Cloud	HubSpot
Personnel management	COMPANY	Workday HCM
Business process	ServiceNow, intra-mart	-
Other	Tableau, MuleSoft	Microsoft Power BI

We aim to expand our business by horizontally deploying our expertise in operating SaaS products with large user bases and significant customer success needs, and in facilitating their widespread adoption.

Target Markets and Growth Scenarios for Midori Cloud

- At present, we focus on business expansion in the domain of digitalization of collection and shipment as well as AI-powered labor-saving and productivity improvement.
- With an eye on service and market expansion based on existing services, we see a high growth potential.

Growth image	Domain	Services offered	Target markets	Deployment of existing services	Future applicability
STEP3	Digitalization of food distribution	-	Domestic food distribution amount **About 90 trillion yen** Data on domestic food distribution amount by Ministry of Agriculture, Forestry and Fisheries (MAFF)	-	• Apply the technology to recording of entry/exit of pallets and containers into/from a warehouse • Utilize production/distribution data
STEP2 (Current focus)	Digitalization of collection and shipment	らくらく出荷	Domestic agricultural output (excluding livestock) **About 6 trillion yen** Calculated based on MAFF's Statistical Yearbook	• Aim to reach 70 million use cases in FY29 • Conduct marketing targeting 496 JA organizations across the country	• Apply the technology to collection and shipment in fisheries, etc. (domestic fishery output: about 1.5 trillion yen) • Expand into overseas markets
STEP1	Agricultural production platform	みどりクラウド	Agricultural producers Individuals: 900,000; Corporations, etc.: 33,000 Results of MAFF's 2023 Survey on Movement of Agricultural Structure	• Improve functions in response to an increasing number of users and their needs	• Provide service to accumulate agrochemical use data

We are here

*Costs for collection and shipment consist of those for selection and packing labors, packaging and packing materials, and other costs related to collection and shipment.

M&A Policy

- We will seek co-creative M&As with companies that are highly compatible with us.
- We will actively consider a project with favorable conditions, so that we can achieve discontinuous business expansion.

Technical domain

Purpose

Our targets

System development	• To obtain personnel in the development domain
IT infrastructure	• To obtain network engineers and server engineers
Cloud service	• To obtain personnel with advanced skills and to gain services in relation to Salesforce, COMPANY, and other relevant cloud services
Other	• To obtain personnel with advanced skills and to gain services in relation to agricultural IT and AI

Priority items in examining M&A projects

- Continuous engagement by management
- Sympathy with corporate philosophy and culture
- Synergy among sales, recruiting, and training capabilities
- Proper price

Seek co-creative M&As to create new value by leveraging mutual strengths and to grow together

Recent cases

|		
Company name	AND Think Corporation	MIND CO., LTD.
Location	Nagoya City, Aichi Prefecture	Kawasaki City, Kanagawa Prefecture
Business	Contracted system development	System development (intra-mart)
Post-M&A growth	• Generate high added value through participation in large-scale projects and upstream processes in business system development that we are engaged in • Work to expand business by tapping into our recruiting capability, sales capability, and customer base • Achieve a faster business growth since joining the Group	• SERAKU CCC, which handles Intra-mart, absorbed MIND and works as one on business growth • Leverage our customer base and successfully receive orders for high-added-value projects

Agenda

1. 1Q FY8/26 Results of Operations

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▶ 4. Appendix

Consolidated Quarterly Earnings Growth

- Net sales expanded, thanks to the growth of the SI and DX domains.
- Despite the improved engineer utilization rate and the quarter-on-quarter increase in gross profit margin, operating profit decreased year-on-year due to enhanced recruitment, increased advance investments in AI skill education, and strengthened sales structure.

Net sales by solution

Legend: SI, DX, Midori Cloud, Mechanical Design and Engineering
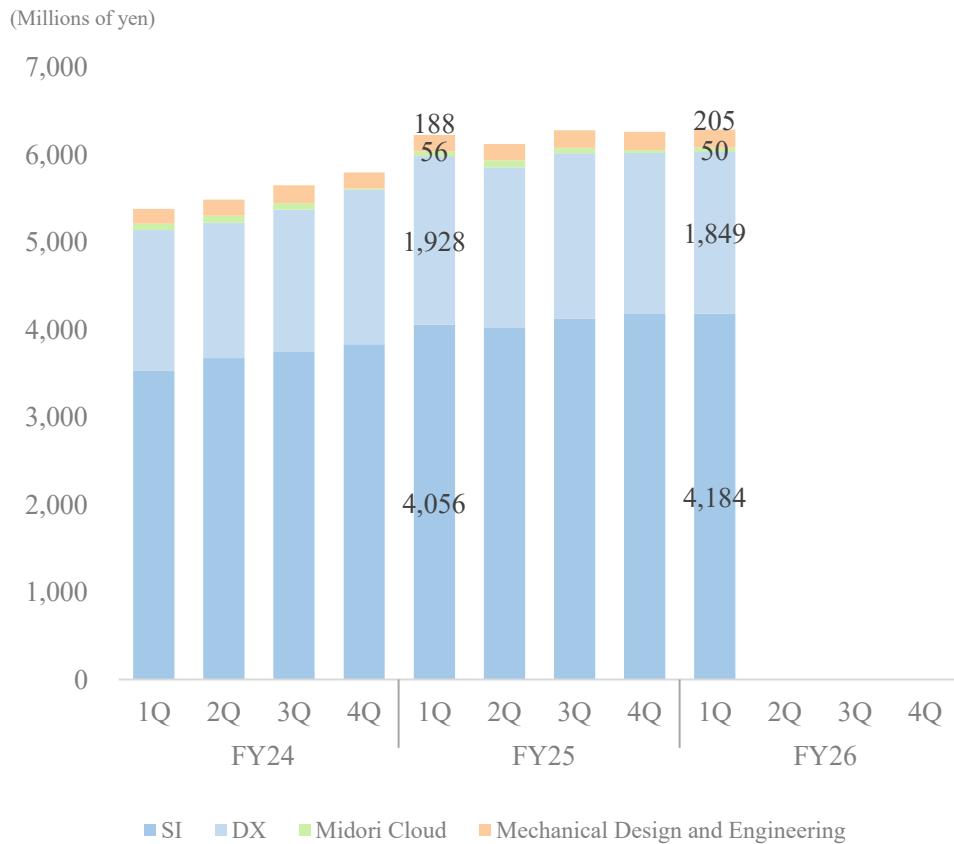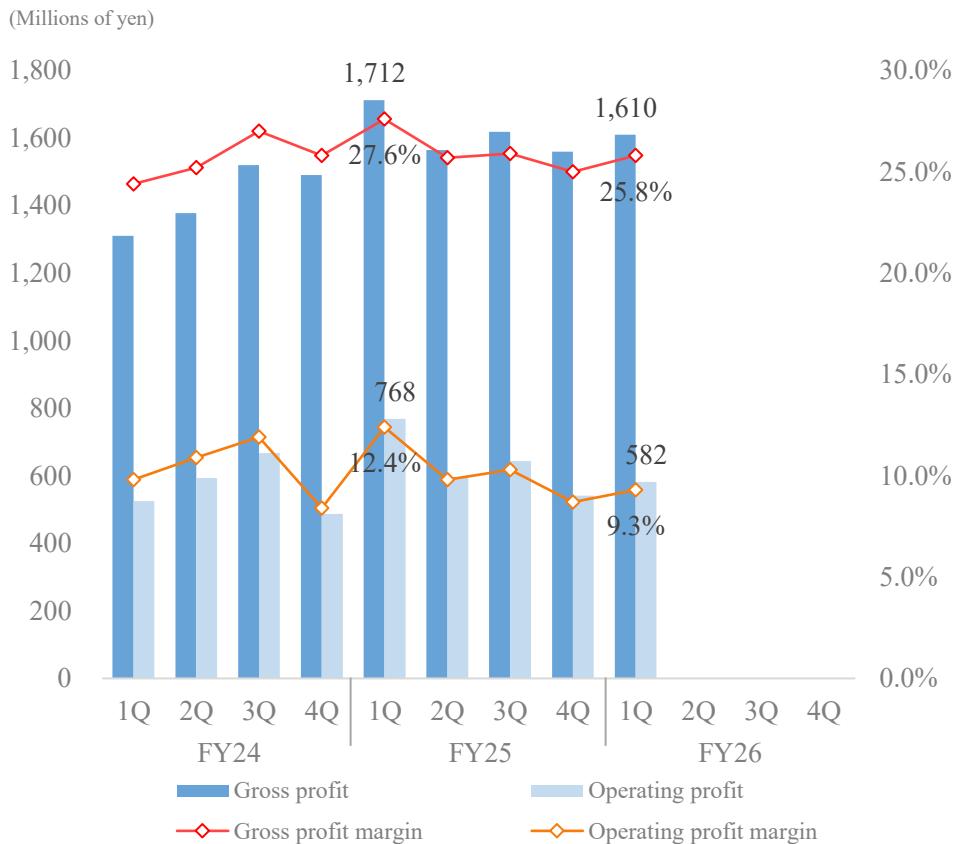
*Digital Integration Segment consists of SI and DX

Gross/operating profit (margin)

Legend: Gross profit, Operating profit, Gross profit margin, Operating profit margin

Changes in Average Unit Prices for Customers (Orders Received)

■ Unit prices for customers are on the rise on a quarter-on-quarter basis, despite a slight year-on-year decline.

(Thousands of yen)
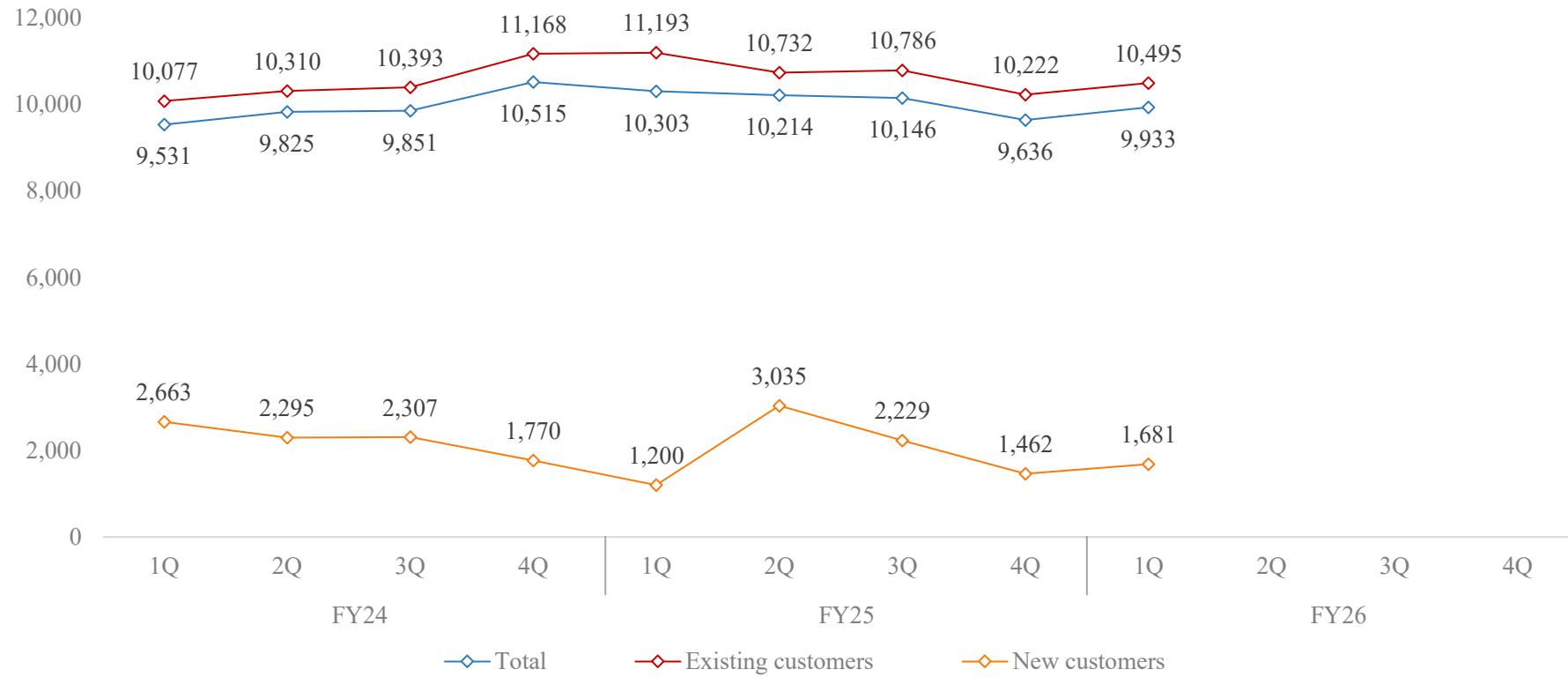
*The average unit prices are calculated after excluding orders received for our products. *Calculated by regarding customers with whom we had transactions over the past year as existing customers.

Changes in the Number of Customers from Which We Received Orders

■ We concentrated our resources on highly profitable projects and expanded our business with existing customers, while focusing on acquiring new customers simultaneously.

Total

(Companies)

	¥15 million or more	¥7.5 million - ¥15 million	¥3 million - ¥7.5 million	Less than ¥3 million
FY24 1Q	88	70	139	260
FY24 2Q	84	89	146	242
FY24 3Q	87	91	156	248
FY24 4Q	87	95	151	214
FY25 1Q	95	95	146	259
FY25 2Q	96	95	157	247
FY25 3Q	104	87	163	261
FY25 4Q	100	89	139	285
FY26 1Q	101	94	147	285
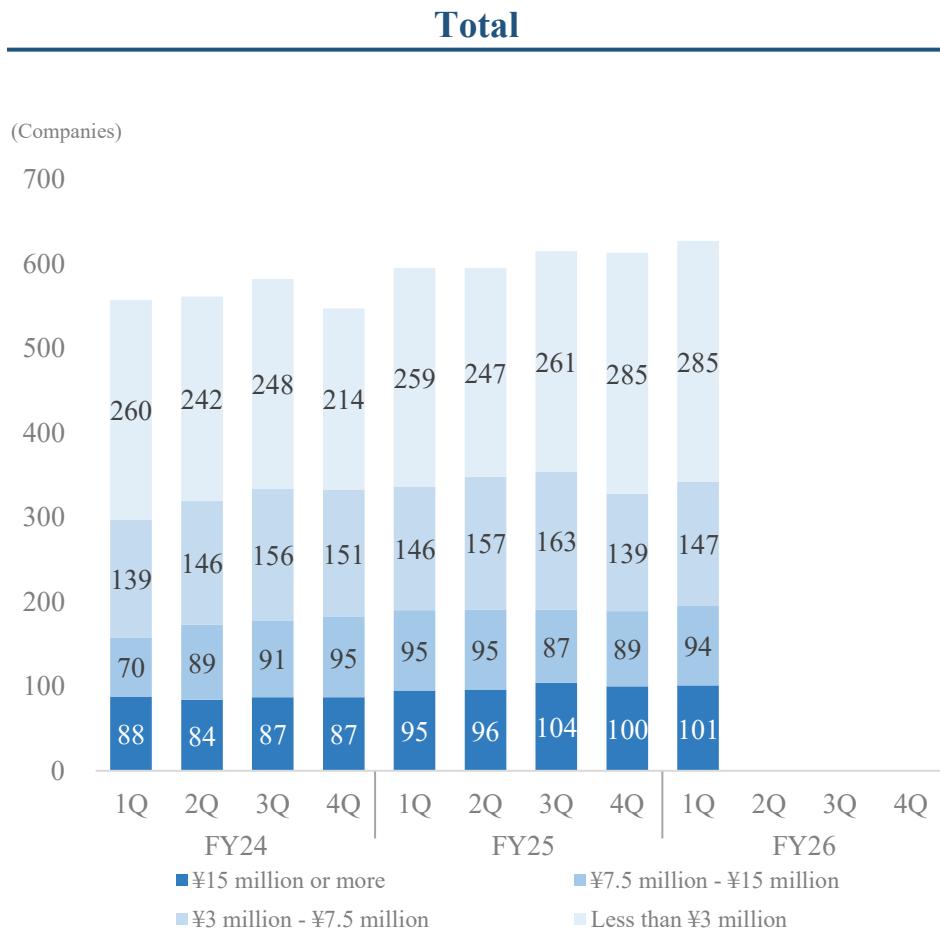
Changes in the number of customers from the previous quarter

		FY25 4Q	FY26 1Q	Difference
	Total	613	627	+14
FY25 4Q customers	Less than ¥3 million	226	237	+11
	¥3 million - ¥7.5 million	138	143	+5
	¥7.5 million - ¥15 million	88	91	+3
	¥15 million or more	100	100	–
FY26 1Q new customers		–	56	+56

*The breakdown of the amount is classified by order amount.

Changes in the Number of Engineers and Engineer Utilization Rate

- ■ The number of engineers rose year-on-year.
- ■ The engineer utilization rate remained at the same level as the same period of the previous year, marking a 1.0% quarter-on-quarter rise, in spite of slight fluctuations at the timing of switching one project to another.

Number of engineers

(Engineers)

3,323   3,356   3,361

Engineer utilization rate

98.0%   97.8%

96.8%
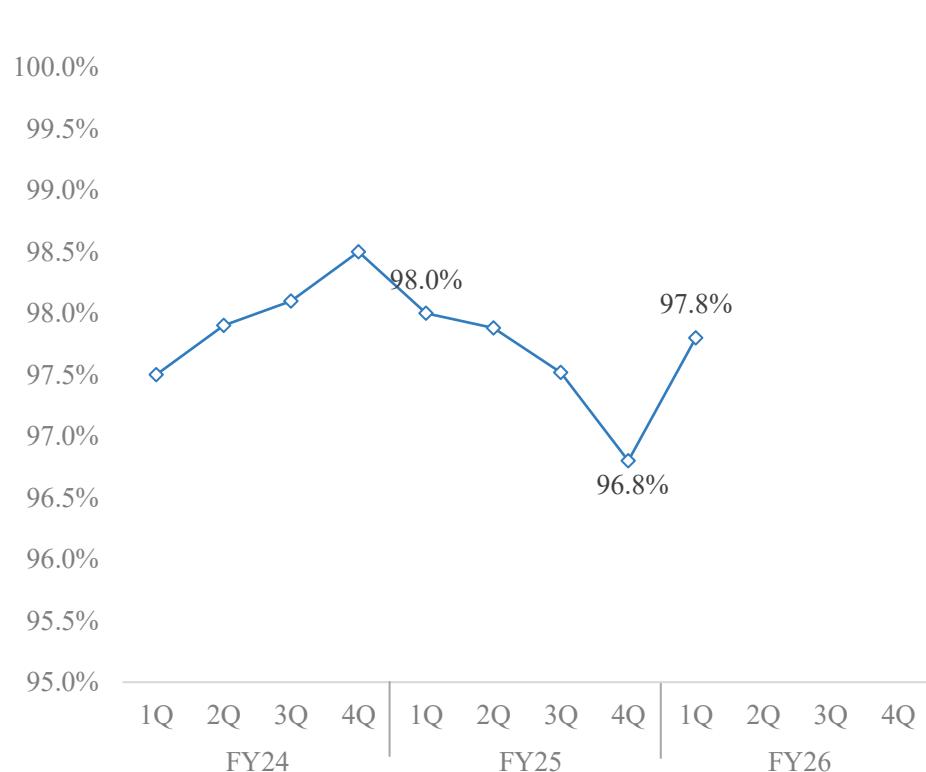
*The number of engineers is calculated by combining in-house engineers and working partner engineers.

*In-house engineers excluding initial trainees are covered in the calculation of the utilization rate.

Business Performance by Segment: Digital Integration

■ While net sales rose thanks to an improvement in added value in the SI domain, the growth of the highly profitable DX domain, and the promotion of the utilization of business partners, operating profit fell as we recorded large projects for the same period of the previous year.

Earnings growth

(Millions of yen)

■ Net sales ■ Segment profit/loss

1Q net sales	1Q segment profit/loss	Segment profit margin
6,034 million yen	**605** million yen	**10.0**%
(YoY +0.8%)	(YoY -23.1%)	(YoY -3.2%)

Results of operations

- In the DX domain, net sales declined as we recorded large projects for the same period of the previous year, the domain enjoys high demand.

- Net sales rose year on year due to: improved added value supported by enhanced services in the SI domain as a result of fostering engineers; robust performance in support for enterprises in the operation of Salesforce and COMPANY and facilitation of their widespread use in the DX domain; and an expanded business scale enabled by the utilization of business partners.

- Active investments in hiring and education increased costs and led operating profit margin to decline year-on-year, with a decrease in profit.

Business Performance by Segment: Midori Cloud

- We focused on expanding sales of Midori Cloud Rakuraku Shukka as advance investments.
- Multiple JA organizations newly decided to introduce the product, with a growing number of JA organizations and agricultural corporations considering its introduction.

Earnings growth

(Millions of yen)

1Q net sales	1Q segment profit/loss	Segment profit margin
50 million yen (YoY -11.2%)	**-43** million yen (YoY -%)	**-%** (YoY -%)
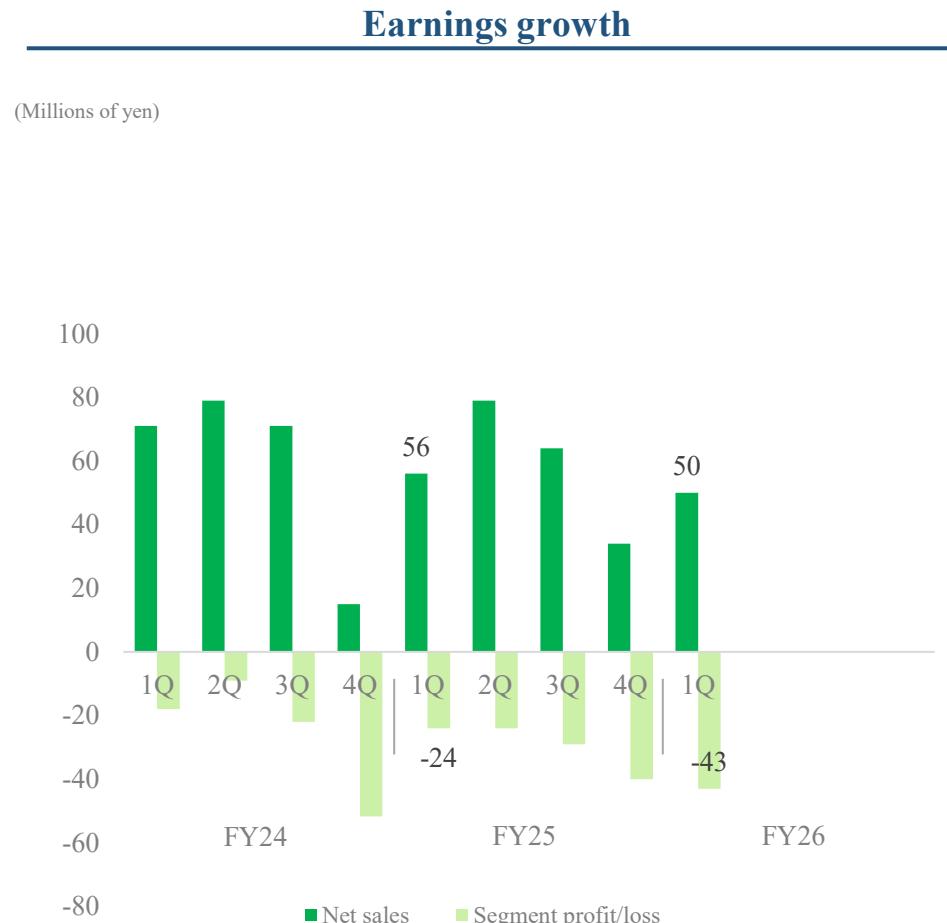
Results of operations

- Multiple JA organizations newly decided to introduce Midori Cloud Rakuraku Shukka, thanks to our aggressive sales activities targeting JA. However, net sales for the quarter under review fell year-on-year mainly due to the impact of the introduction period.

- Loss expanded, as we continued to concentrate on the expansion of the sales of Midori Cloud Rakuraku Shukka.

- Introduction trials are under way/under consideration at multiple JA organizations, and we will continue to focus our efforts so that more JA organizations will adopt the product.

- We recorded subsidy income associated with the introduction of Midori Cloud Rakuraku Shukka as non-operating income.

Business Performance by Segment: Mechanical Design and Engineering

■ Both net sales and profit rose year-on-year, thanks to the expansion into new technological fields and the robust performance in project acquisition and the engineer utilization rate.
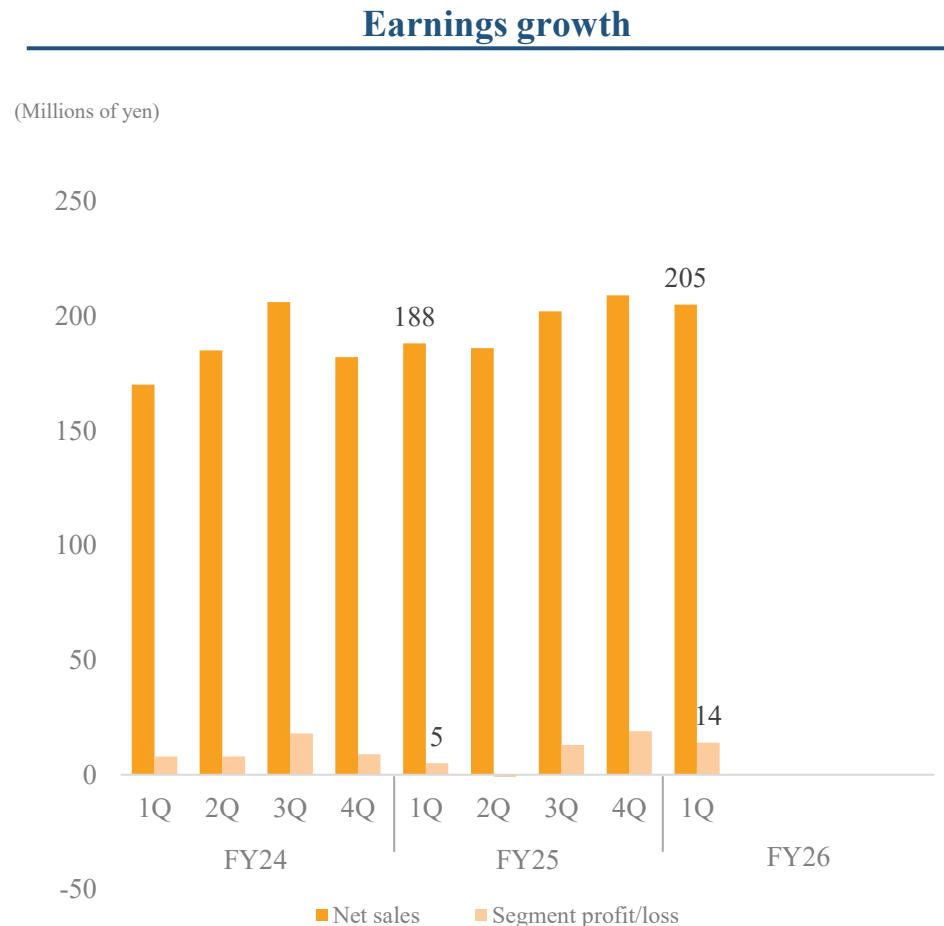
Earnings growth

(Millions of yen)

Net sales | Segment profit/loss

1Q net sales	1Q segment profit/loss	Segment profit margin
205 million yen	**14** million yen	**7.2**%
(YoY +9.4%)	(YoY +156.4%)	(YoY +4.1%)

Results of operations

- Net sales rose year-on-year, thanks to the robust performance in terms of the number of projects and the engineer utilization rate as we expended into new technological fields.

- Operating profit rose year-on-year, as hired personnel were assigned to projects.

Company Overview

SERAKU

Management Philosophy

— Strive to be a consistently-developing company
— Take on change
— Contribute to the world and its people
— Pursue happiness for employees

Management Policy

Create and foster businesses through IT education/training services and contribute to the advancement of society.

Course of Action

Be a group that values the creation and continued realization of new products, services, and mechanisms.

Company name	SERAKU Co., Ltd.
Established	December 1987
Representative	Tatsumi Miyazaki, Representative Director
Capital	312,433 thousand yen (as of November 30, 2025)
Employees	3,290 on a consolidated basis (as of November 30, 2025)
Location	Nishishinjuku Prime Square Bldg. 7-5-25 Nishishinjuku, Shinjuku-ku, Tokyo
Group companies	SERAKU CCC Co., Ltd. (wholly owned subsidiary) SERAKU Business Solutions Co., Ltd. (wholly owned subsidiary) AND Think Corporation (wholly owned subsidiary)
Market	Tokyo Stock Exchange, Standard Market (stock code 6199)

History

■ With a focus on the utilization of information technologies, we started the early development of businesses that respond to social trends and established our unique position, resulting in steady growth of the scale of our business operations.

Main topics						
1994 **Launched online communications service Sunnet.**	**1995** **Started the internet business.**	**2002** **Started the network solution business.** **2004** **Opened Sapporo Branch.**	2006 Opened Osaka Branch and Fukuoka Branch.	**2013** **Started the business to support the operation of Salesforce.** **2014** **Launched Midori Cloud.** Opened Yokohama Branch and Nagoya Branch.	**2016** **Listed on the Tokyo Stock Exchange's (TSE) Mothers Market.** **2017** **Listed on the TSE First Section.** Opened Minamishimabara Agricultural IT Research Institute and Okuizumo Agricultural IT Research Institute. 2018 Made SERAKU Business Solutions Co., Ltd. into a subsidiary. **2019** **Established the DX Headquarters to strengthen the DX domain.**	2020 Opened the IoT cloud support center in Tokyo. **2022** **Established SERAKU CCC Co., Ltd.** **2023** **Released NewtonX, a ChatGPT utilization service for companies.** **Released Midori Cloud Rakuraku Shukka.** **Moved to the TSE Standard Market.** 2024 Made AND Think Corporation and MIND CO., LTD. into subsidiaries. **2025** **Released AZUSA, a Salesforce-powered companion AI service.**

(Net sales: millions of yen)

Release of ChatGPT

Publication of the DX Report by the Ministry of Economy, Trade and Industry to promote digital transformation

Launch of the Study Group toward the Realization of Smart Agriculture by the Ministry of Agriculture, Forestry and Fisheries

Release of iPhone in Japan

Spread of broadband connection

Release of Windows 95

30,000
25,000
20,000
15,000
10,000
5,000
0

1990   1995   2000   2005   2010   2015   2020   2025

Our Business: SI Domain

■ We offer one-stop services that include IT infrastructure construction, operation, and maintenance.
■ The domain is less subject to changes in the external environment and has steadily grown as our Company's revenue base.

Solution overview

■ Design, construction, and operation of IT infrastructure
Based on the construction and stable operation of social and corporate IT infrastructure bases, we offer IT design support that covers the latest networks, IoT, and security.

■ Security managed services
We offer security solutions, including firewalls and unified threat management (UTM), hacking detection and defense systems, website tampering detection, and email security.

■ Quality assurance services
We use standardized testing methods and AI to deliver efficient, high-quality software testing services in a one-stop format.

■ IT outsourcing
Our highly skilled engineers provide comprehensive support to address the resource shortage of corporate IT personnel, including network construction, IT device management, and security incident response, among other services.

Business characteristics
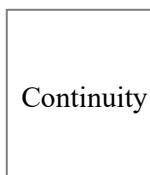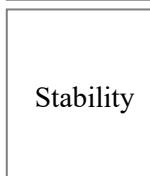
Continuity	IT systems require continuous operation; therefore, once we receive orders for these systems, they will contribute to our long-term performance.
Stability	Demand remains stable even amid sudden changes in the external environment, such as the Great East Japan Earthquake, the COVID-19 pandemic, and the digital shift.
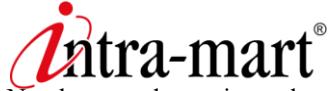
Competitive strengths

• Cover a wide range of projects, including design and construction, operation, and maintenance projects, and those requiring a high degree of expertise.

• Handle projects working as a subcontractor for large projects of major system integrators or receive orders from prime contractors.

• Have created an environment to provide training for constructing and operating IT infrastructure in an environment and under conditions equivalent to actual projects.

Our Business: DX Domain

- We specialize in cloud systems and offer support for both operations and user adoption of difficult-to-utilize enterprise software.
- To support the operation and adoption of Salesforce, we will differentiate ourselves by enhancing sales capabilities, starting with system utilization.

Our main services

Competitive strengths

Support for operation and adoption

Customer/business management systems

salesforce

Salesforce Japan Co., Ltd.
FY25 net sales growth rate: +19.0%

- Acquired Expert Level certification for the Managed Service field in the Salesforce Partner Navigator Program.
- Offer integrated support from CRM utilization to sales enablement field (enhancing sales capabilities), with our track record of offering support for more than a decade (over 500 companies).
- Focus on project sophistication and diversification, leading to a substantial increase in unit prices for consultants.
- Boast the capability to annually generate over 5,000 leads mainly in our event "Go UP SUCCCESS," centered on large companies.

salesforce NAVIGATOR EXPERT — Managed Services

NTT DaTa

RESONA

Personnel/labor management systems

COMPANY

Number one domestic market share (31.8%)

- Certified as a solution partner for Works Human Intelligence Co., Ltd. (WHI) (with seven companies certified as such).
- Develop highly skilled human resources under an original training program that leverages the training environment provided by WHI.
- Have one of the largest pools of engineers in Japan.

Works Human Intelligence | Official Partner Solution

System to digitalize business processes

intra-mart®

Number one domestic market share (29.0%)

- Work with NTT DATA INTRAMART Corporation on customer successes.
- In addition to customer successes, our July 2024 acquisition of shares in MIND CO., LTD. enables us to offer comprehensive support from development through operation and adoption.

Cloud & Solutions Business

- IoT/cloud support center
- Cybersecurity
- Cloud infrastructure solutions

- Offer support 24/7, 365 days a year by engineers with expertise.
- Propose improvements to address potential risks and challenges beyond operational and maintenance support.

*Salesforce Partner Navigator Program: A program that comprehensively evaluates and certifies the professional capability of Salesforce partners in specific areas based on their knowledge, experience, and quality
*Managed Service field: Operational and adoption services that provide end-to-end support, from strategic planning for system utilization to full-scale implementation

Our Business: Mechanical Design and Engineering

- This segment covers SERAKU Business Solutions Co., Ltd., a wholly owned subsidiary.
- We will leverage our technical capabilities in the hardware domain as our strength to expand our business domains and areas in which we can develop businesses.
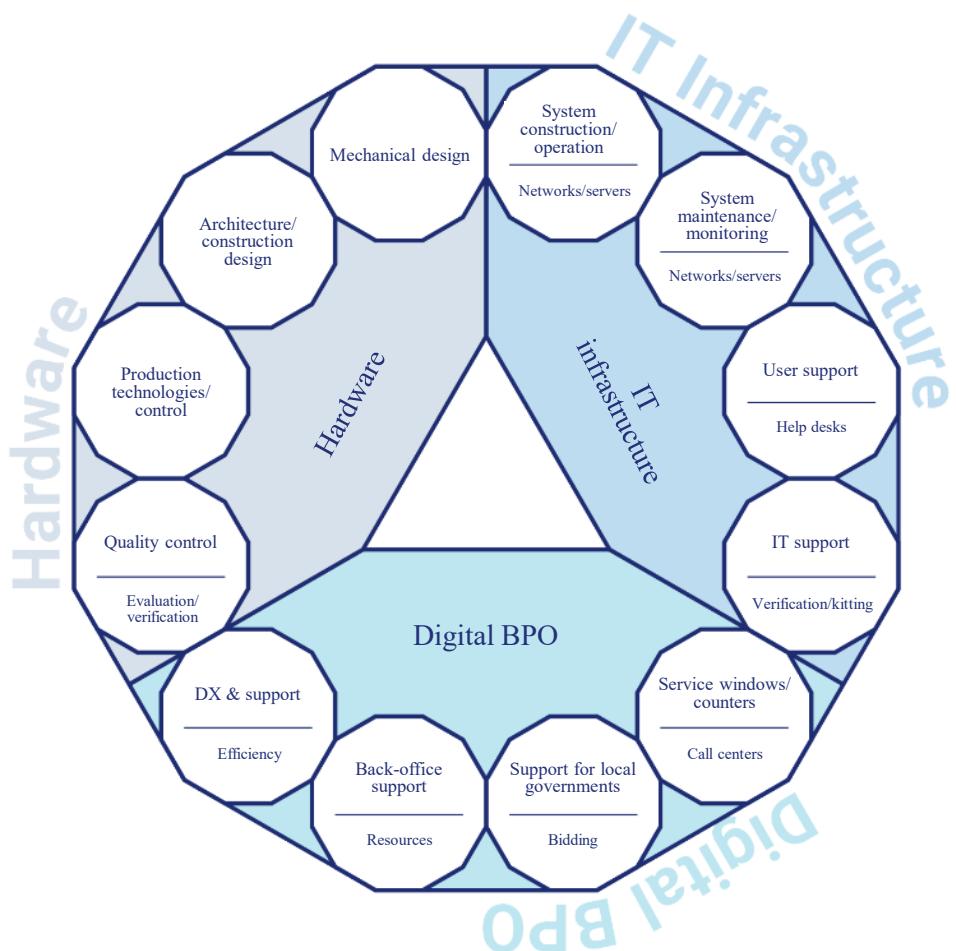
Competitive strengths

- High level of expertise in the hardware domain
- Wide business domain that covers not only upstream projects but also downstream ones

Sources of competitive strengths

Technical capabilities
- Training program on latest digital technologies and tools
- Creation of an environment where employees can use actual IT infrastructure equipment, DX tools, and 2D/3D CAD
- Mentoring and coaching by personnel in charge of technical education
- Structure to return personal knowledge and experience to the organization

Human capabilities
- Creation of an open and cooperative workplace
- Regular feedback and communication
- Education and training catered to individual employees
- Development of favorable relations through team building activities

Our Business: Midori Cloud

■ Service to support digital transformation of agriculture and livestock farming by utilizing IT
■ We focus on Rakuraku Shukka, which enables the digital transformation of collection and shipment, and the product is now being introduced at multiple JA organizations.

Service	Outline
らくらく出荷	• System released in 2023 to save labor through digital utilization in counting, as well as making and writing documents in collection and shipment by pasting and reading QR codes • Realize lot-based traceability by giving individual identification numbers.
みどりクラウド	• Automatically measure and record the growth environment and conditions of crops with IoT devices, thereby realizing the visualization of fields. • Utilize automatic control in conjunction with other companies' products and remotely control via an app. • Support for recording and managing everything from annual cropping plans to daily agricultural work.
ファームクラウド	• Measure the environment in livestock buildings using IoT devices and record data to detect abnormal environments and equipment in livestock buildings. • Utilize automatic control in conjunction with other companies' products and remotely control via an app.

Competitive strengths
• Error reduction and labor saving through digital utilization
• High customizability that allows for operation catered to each site

Example of adoption

Adopter	JA Hiroshima
Issues before adoption	Manual tasks, such as creating documents, are a significant burden, leaving little time to focus on cultivation guidance.
Labor-saving impact*	Shipping burden on producers: down 24% Collection and shipment burden at JA: down 85% Operational error risk: down 70%
Adoption Target	We aim to achieve a 90% adoption rate for all products shipped to the market by the end of fiscal year 2027.

With many JA organizations facing similar issues, preparations to introduce the product are underway at multiple JA organizations, building upon the successful results achieved with JA Hiroshima.

*The impact of adoption above is based on the results at JA Hiroshima, and it may vary depending on the workflow.

Our Business: NewtonX

- Service released in 2023 for corporate clients to utilize ChatGPT safely and securely
- Our advantage lies in customer success, which leverages our expertise in supporting the adoption of cloud systems within the DX domain.

NewtonX

- Service for corporate clients to utilize ChatGPT safely and securely
- Available from 100,000 yen per month.

Competitive strengths

|	
Customer success	Offer accompanying runner-type support and coaching by leveraging the know-how on customer success support for cloud systems.
Service	Boast high security features such as the prevention of information leaks and retraining.
Product Foundation	Promoting the transition to a self-driven development framework through the internal adoption of the no-code ADK.

Customer needs	Features
Security/compliance	■ Detection of personal information and banned words Automatically detect personal information and pre-determined banned words during input. ■ Establishment of authentication rules Can put in place login by single sign-in, IP address restrictions, multifactor authentication, and other features.
Accuracy of responses	■ Feature to reduce incorrect responses Eliminate outdated or incorrect information with our own adjustments. ■ Data incorporation Uploading documents at hand onto individual chats enables the generation of responses based on the information therein.
Productivity	■ Knowledge Connect Building dedicated knowledge on NewtonX enables the generation of responses based on the information therein. ■ Other Equipped with a chat-sharing feature and a question template feature.

IT Personnel Development Model

■ We have built a structure that allows our personnel to play an active role regardless of their skills at the time of joining the Company, thanks to a rich variety of projects and a well-developed initial training program.

■ We focus on developing highly skilled human resources who can handle development projects with high unit prices through continuous training.

Clients (Projects)

Receive orders ↓ ↑ Conduct sales activities

SERAKU

Provide training Assign projects ↓ ↑ Enter the Company

Engineers (mainly inexperienced personnel)

Competitive strengths
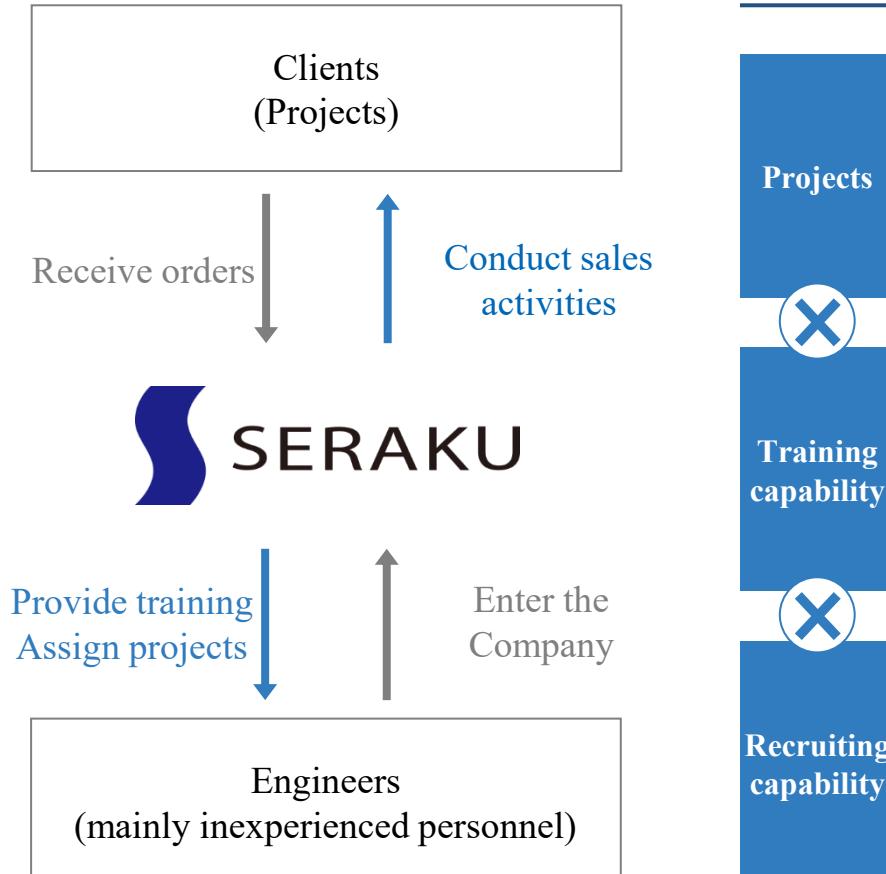
Projects
- Handle a large number of operations and maintenance projects where even personnel with no experience in the IT industry can play an active role.
- Receive orders for large-scale projects or projects requiring advanced skills through developing engineers who can build good relations with clients and meet diverse customer needs.

✕

Training capability
- Provide inexperienced personnel with a one- to two-month training program as the initial training to develop their technical and business skills, enabling them to be assigned to projects.
- As part of continuous training, offer Jonetsu University, a platform that turns insights gained from cutting-edge projects into educational programs and shares practical know-how within the Company, and training to develop project managers who can handle development projects.

✕

Recruiting capability
- Organizational structure that allows us to hire over 100 new graduates every year
- Abundant introduction of job seekers through fostering relations with staff agencies
- High ability to attract candidates as our well-developed initial training program allows them to make a career change even without industry experience

SERAKU's Initiatives for ESG and SDGs

- The SERAKU Group will build a long-term foundation for growth by promoting ESG activities.
- As a company that creates social value, the Group will strengthen initiatives to help achieve a sustainable society.

Safe operation of systems in the IT society

8 DECENT WORK AND ECONOMIC GROWTH **9** INDUSTRY, INNOVATION AND INFRASTRUCTURE **11** SUSTAINABLE CITIES AND COMMUNITIES

- Building sustainable and strong IT security
- Providing IT environments and services tailored to customers
- Helping maintain social activities using IT

Human resources development

4 QUALITY EDUCATION **8** DECENT WORK AND ECONOMIC GROWTH **10** REDUCED INEQUALITIES

- Cultivating human resources who have advanced expertise
- Providing ongoing education for IT engineers
- Ensuring employment for young people and utilizing a variety of human resources

Creation of new value in society

8 DECENT WORK AND ECONOMIC GROWTH **9** INDUSTRY, INNOVATION AND INFRASTRUCTURE **11** SUSTAINABLE CITIES AND COMMUNITIES

- Enhancing the value of industry using IT technology
- Achieving regional revitalization through recruitment and IT technology
- Achieving high productivity and low workload by using IT

Use of IT in agriculture field

2 ZERO HUNGER **13** CLIMATE ACTION **15** LIFE ON LAND

- Advancing smart agriculture to improve productivity
- Revitalizing the primary industry using IT
- Producing abundant food stably

Realization of a physically and mentally healthy society

3 GOOD HEALTH AND WELL-BEING **8** DECENT WORK AND ECONOMIC GROWTH **17** PARTNERSHIPS FOR THE GOALS
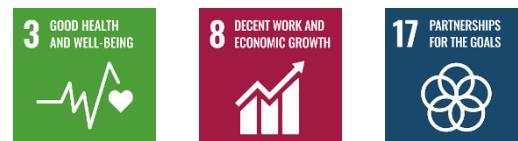
- Providing digital healthcare services
- Solving social issues using IT
- Cooperating with academic institutions

Sophistication of corporate governance

16 PEACE, JUSTICE AND STRONG INSTITUTIONS **17** PARTNERSHIPS FOR THE GOALS

- Ensuring compliance
- Strengthening corporate governance
- Improving information disclosure

Contribution of the Midori Cloud Business to the SDGs

■ The Midori Cloud business advances the digital transformation of the primary industry, contributing to the realization of the SDGs in a multifaceted manner.

Stable and efficient agricultural production

Stable agricultural production through data utilization
Midori Cloud offers a system to quantify cultivation environments and an environment control system that automatically adapts itself to its environment. These systems will not only improve the productivity in agricultural production but also support the adaptation to changing cultivation environments due to climate change, thereby contributing to a stable food supply.

Realization of healthy livestock raising
The use of Farm Cloud quantifies livestock building environments, enabling the maintenance of proper conditions. Maintaining proper conditions will ensure the safety of livestock and promote healthy livestock raising, thereby minimizing losses due to accidents.

Reduction in fossil fuel consumption in agricultural production
In protected horticulture, fossil fuels are widely burned to create suitable cultivation environments. Midori Cloud visualizes such environments, helping to reduce the burning of fossil fuels to the minimum necessary level and cut greenhouse gas emissions.

Streamlining of the distribution of foods and other products

Realization of waste-free distribution according to outputs in production areas
The projection of shipments from production areas, which we jointly developed with Weathernews Inc. and Midori Cloud Rakuraku Shukka, enables us to grasp the volume of agricultural products available for shipment by production area. As climate change causes changes in shipment periods and production areas suitable for cultivation, such data will be useful for streamlining distribution and reducing food loss.

Rational distribution of organic agricultural products
Currently, many organic agricultural products are transported via parcel delivery services because they are traded in small lots. Regarding the new distribution of organic agricultural products utilizing market distribution and settlement functions, which we have collaborated on with Tokyo Fuji Seika Co., Ltd., among others, we have achieved efficient transportation of organic agricultural products through large-scale transactions, as well as joint distribution with vegetables grown using conventional methods. Such a new distribution will facilitate the distribution of organic agricultural products, resulting in the promotion of highly sustainable agricultural production with low environmental impact.

Realization of sustainable agricultural product distribution through digital transformation of collection and shipment
Midori Cloud Rakuraku Shukka contributes to a stable food supply by digitalizing the collection and shipment of agricultural products and streamlining distribution.

SDGs/ESG/Human Capital Management-related Initiatives

One of the pillars of our management philosophy: "Strive to be a consistently-developing company"

Midori Cloud business

Contribute to the SDGs and practice ESG management through the agricultural IT business

History of our initiatives

2015 Launched the agricultural IT business Midori Cloud.

2016 Adopted as a Hometown Telework Project by the Ministry of Internal Affairs and Communications. Engaged in regional revitalization and local talent development through information technologies.

2017 Opened agricultural IT research institutes by utilizing a closed school building in Minamishimabara City, Nagasaki Prefecture, and a former residence in Okuizumo Town, Shimane Prefecture. Hired local talent.

2023 Launched the collection and shipment support service Rakuraku Shukka. Realized improved productivity in the collection and shipment of products through digital technologies.

2025 Acquired land at the planned site for Vital Village in the Seisho area, Kanagawa Prefecture.
Launched the future-oriented well-being activity, Vital Program, in full swing.

Vital Program

Practice human capital management through future-oriented well-being activities

Vital Program is a collective term for activities that provide spaces and opportunities to encourage self-realization, growth, and mutual understanding, based on the idea that fostering a zest for living and engaging in work and various activities on one's own initiative leads to happiness.

Contribution of our initiatives to earnings and their future vision

Establish a sustainable and highly profitable business model by putting our management philosophy into practice

Step.1 Make the Midori Cloud business segment turn a profit, so that businesses that directly contribute to the SDGs and ESG will help boost the growth in profits

Step.2 Perform employee training, recruitment events, and well-being activities at Vital Village. Make improvements in sickness absence and mental illnesses, among others

Step.3 Conduct work-style-related initiatives such as workcations and having a workplace near home. Establish a sustainable cycle of productivity improvement

Forward-looking Statements

Documents and information provided at today's presentation include forward-looking statements.

These statements are based on assumptions that include current expectations, forecasts, and risk factors. As a result, forward-looking statements include many uncertainties that may cause actual performance to differ from these statements.

Risk factors and uncertainties include the condition of industries and markets in which SERAKU operates, changes in interest rates and foreign exchange rates, as well as other factors affecting the Japanese and global economies.

SERAKU has no obligation to update or correct these forward-looking statements even if there is subsequently new information or an event that affects these statements.

An announcement will be made promptly if there are revisions to the FY8/26 forecasts or differences between the results of operations and these forecasts that require disclosure.