

Enrich
the world
with subscriptions

TEMONA. Inc.

Securities code: 3985

Results Briefing Materials for the 2nd Quarter of the Fiscal Year Ending September 30, 2025 (FY2025)

May 2025

Today's Agenda

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1. Results Summary

Results Summary

- Net sales fell 2.4% year on year to ¥936 million mainly due to an increase in contract development revenue despite decreases in the total number of accounts.
- Operating loss turned to profit of ¥91 million, due in part to cost reductions by promoting in-house production and management efficiency.

Net sales

¥936 million

(down 2.4% year on year)

Operating profit

¥91 million

(Q2 FY2024: (¥31 million))

EPS

¥5.56

(Q2 FY2024: (¥2.46))

ARR

¥672 million

(down 9.8% year on year)

GMV

¥628 billion

(down 0.6% year on year)

Total number
of accounts

995 accounts

(down 12.3% year on year)

*ARR calculated as monthly recurring revenue in final month of fiscal year multiplied by 12.

Statement of Income (Year on Year)

- Gross profit margin was 55.5%, an improvement of 3.5pt year on year due to the promotion of in-house production.
- Cost reductions made progress through the promotion of management efficiency including adequate personnel reallocation.

(Unit: million yen)

	FY24 2Q Consolidated results		FY25 2Q Consolidated results		
	Result	Weighting (%)	Result	Weighting (%)	Change (%)
Net sales	959	100.0	936	100.0	(2.4)
Cost of sales	460	48.0	416	44.5	(9.4)
Gross profit	499	52.0	520	55.5	4.2
SG&A expenses	530	55.3	428	45.8	(19.2)
Operating profit	(31)	(3.2)	91	9.7	—
Non-operating income	1	0.1	3	0.4	242.5
Non-operating expenses	1	0.2	4	0.5	122.5
Ordinary profit	(32)	(3.3)	90	9.7	—
Extraordinary income	4	0.4	7	0.8	78.6
Extraordinary losses	—	—	—	—	—
Profit before income taxes	(27)	(2.9)	97	10.5	—
Profit attributable to owners of the parent	(26)	(2.7)	59	6.3	—

Statement of Income (Quarterly)

- In the EC Support Business, the number of accounts decreased, but sales were on an increasing trend due to the growth of customization projects in the enterprise area.
- In the Engineering Business, both contract development and SES remained strong.
- Operating profit remained in the black due to cost reductions achieved by the promotion of in-house production and management efficiency.

(Unit: million yen)

(Number of persons is the number of permanent and non-permanent employees)

	FY24 3Q Consolidated		FY24 4Q Consolidated		FY25 1Q Consolidated		FY25 2Q Consolidated	
	Result	Weighting (%)	Result	Weighting (%)	Result	Weighting (%)	Result	Weighting (%)
Net sales	410	100.0	455	100.0	469	100.0	466	100.0
(E-Commerce Support Business)	338	82.5	344	75.7	365	77.8	357	76.6
(Engineering Business)	71	17.5	110	24.3	104	22.2	109	23.4
Cost of sales	203	49.5	225	49.4	204	43.5	212	45.5
Gross profit	207	50.5	230	50.6	265	56.5	254	54.5
SG&A expenses	238	58.0	224	49.3	227	48.5	201	43.1
Operating profit	(30)	(7.5)	5	1.3	37	8.1	53	11.4
Permanent employees*1	139	–	129	–	127	–	113	–
Non-permanent employees*2	12	–	10	–	7	–	8	–

*1 Number of regular employees and executive officers as of the last day of each quarter

*2 Number of fixed-term employees, part-time employees, re-employed post-retirement employees, and dispatched employees as of the last day of each quarter

Balance Sheet (Year on Year)

- Cash and deposits increased ¥209 million mainly due to loan disbursements, etc.

(Unit: million yen)

	FY24 year-end consolidated	FY25 2Q consolidated	Change
Cash and deposits	910	1,119	209
Accounts receivable-trade and Contract assets	199	209	10
Other current assets	67	82	14
Total current assets	1,177	1,411	234
Property, plant, and equipment	27	22	(4)
Intangible assets	206	189	(17)
Investments and other assets	130	147	17
Total non-current assets	364	359	(4)
Total assets	1,541	1,771	229

	FY24 year-end consolidated	FY25 2Q consolidated	Change
Accounts payable-trade	47	67	20
Other current liabilities	492	541	48
Non-current liabilities	301	410	109
Total liabilities	840	1,019	178
Capital stock	386	386	–
Capital surplus	377	377	–
Retained earnings	481	541	59
Treasury shares	(582)	(581)	0
Stock acquisition rights	34	25	(9)
Non-controlling interests	2	3	0
Total net assets	700	751	51
Total liabilities and net assets	1,541	1,771	229

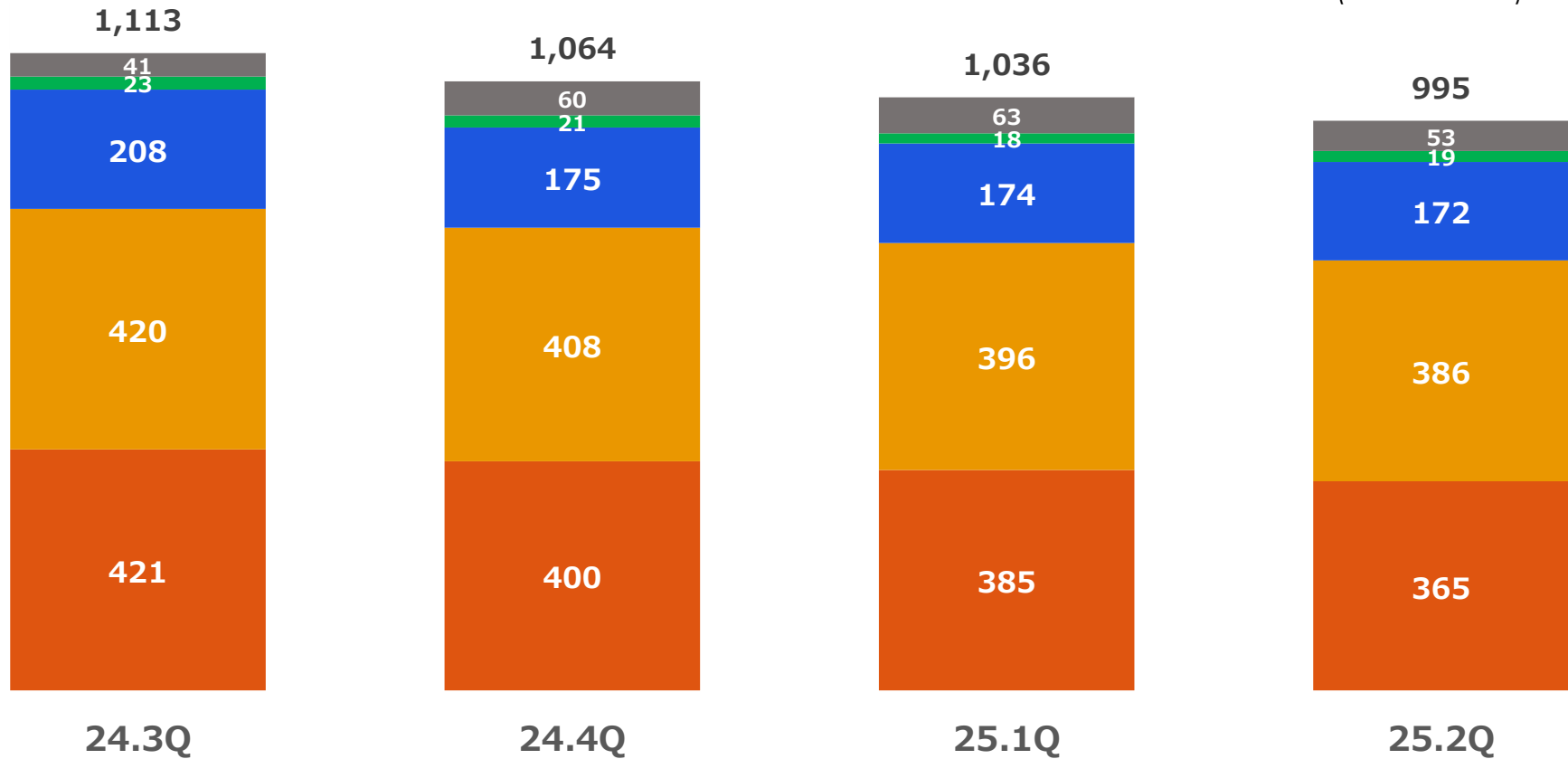
2. Results by Service

Number of Accounts (Quarterly)

- The number of accounts continues to decline for both Subsc-Store and Tamago Repeat.

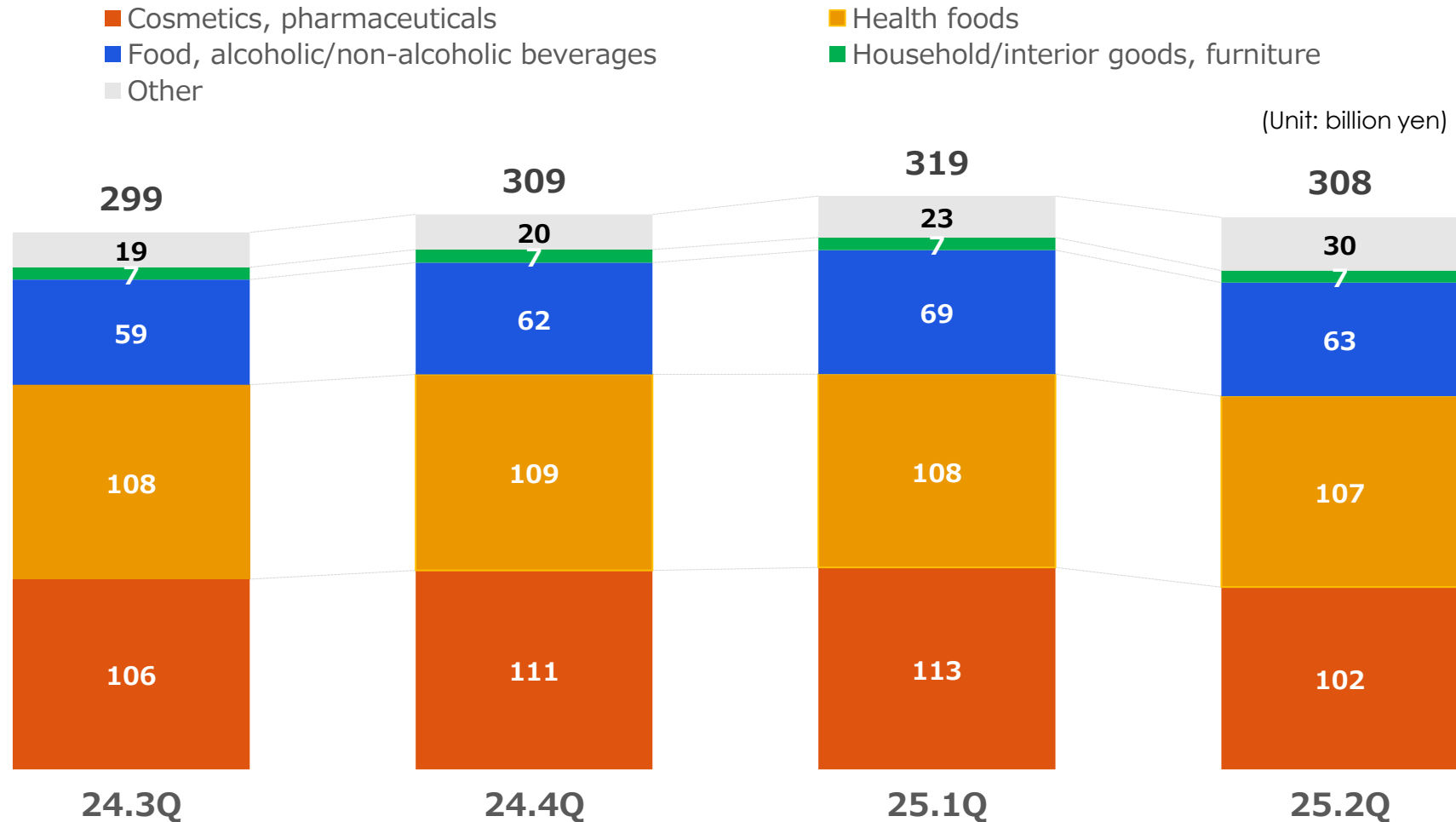
■ Subsc-Store ■ Tamago Repeat ■ Subsc-@ ■ Subsc-Store B2B ■ Other

(Unit: accounts)



GMV by Client Segment (Quarterly)

- Despite a decrease in the number of accounts, the amount for each quarter remained around ¥31.0 billion.

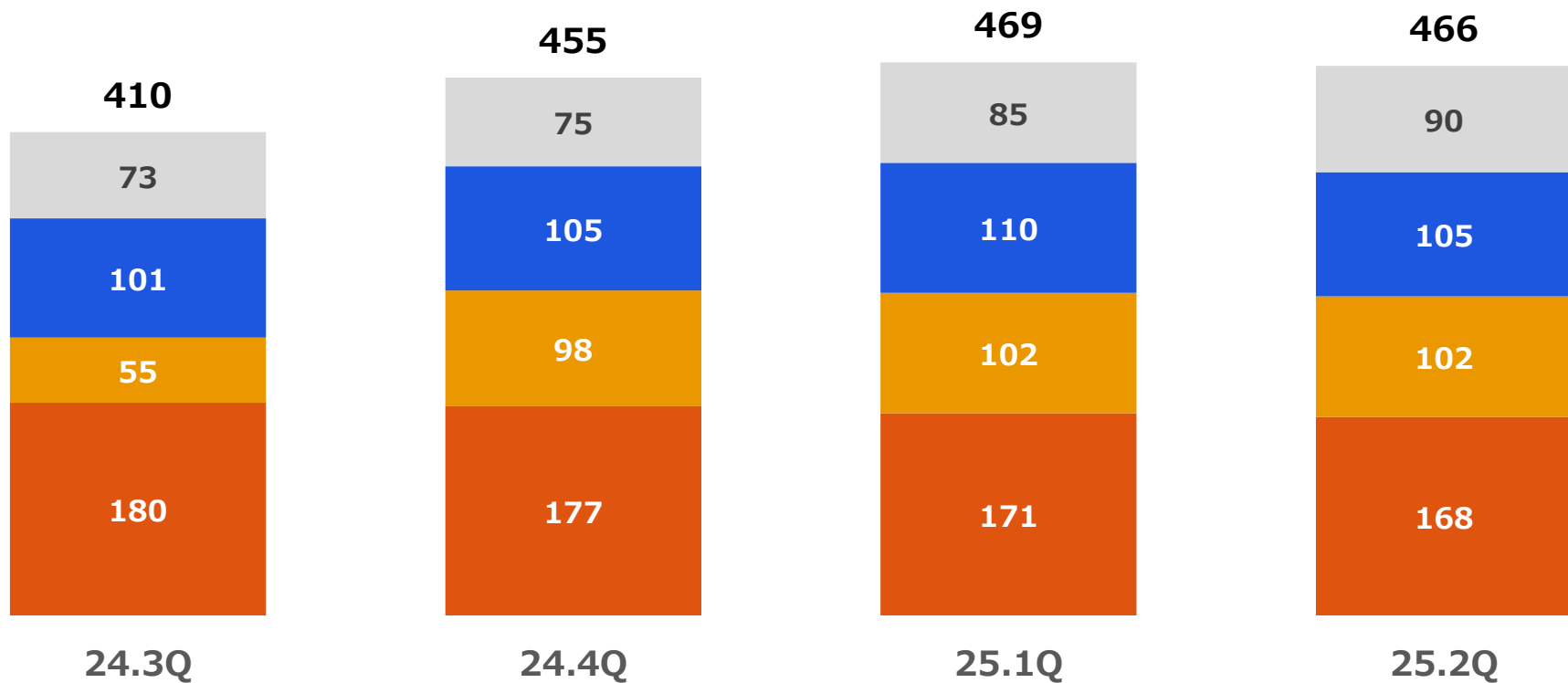


Changes by Nature of Revenue (Quarterly)

- Recurring revenue is declining due in part to a decrease in the number of accounts for Subsc-Store and Tamago Repeat.
- Contract development revenue recovered and remained strong due to an increase in contract development projects in the enterprise area.

■ Recurring revenue ■ Contract development revenue ■ Settlement fee revenue ■ Other revenue

(Unit: million yen)



Revision of Full-year Consolidated Earnings Forecast

- Improved gross profit margin through the promotion of in-house production and cost reductions for management efficiency including higher operational efficiency and adequate personnel reallocation are factored into earnings forecasts.

● Comparison of FY24 Results and **Initial Forecast**

(Unit: million yen)

	FY24 Full-year consolidated earnings results	FY25 Full-year consolidated earnings forecast (11/12/2024 _ Initial forecast)	Comparison	
			Change (yen)	Change (%)
Net sales	1,825	1,918	92	5.1%
Operating profit	(56)	66	123	—
Ordinary profit	(58)	63	121	—
Profit attributable to owners of the parent	(393)	32	425	—

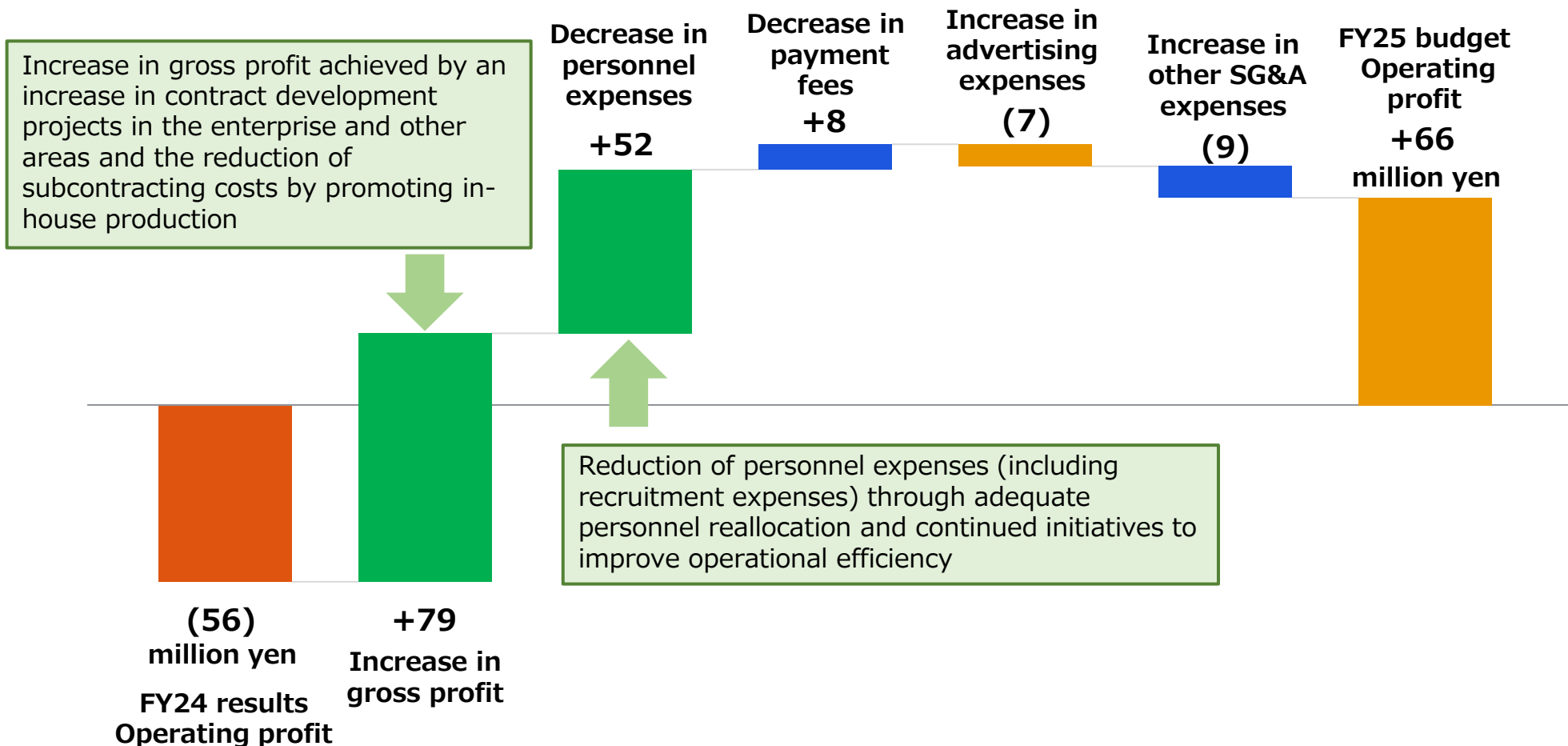
● Comparison of FY24 Results and **Revised Forecast**

(Unit: million yen)

	FY24 Full-year consolidated earnings results	FY25 Full-year consolidated earnings forecast (5/14/2025 _ Revised forecast)	Comparison	
			Change (yen)	Change (%)
Net sales	1,825	1,867	41	2.3%
Operating profit	(56)	146	203	—
Ordinary profit	(58)	145	204	—
Profit attributable to owners of the parent	(393)	86	479	—

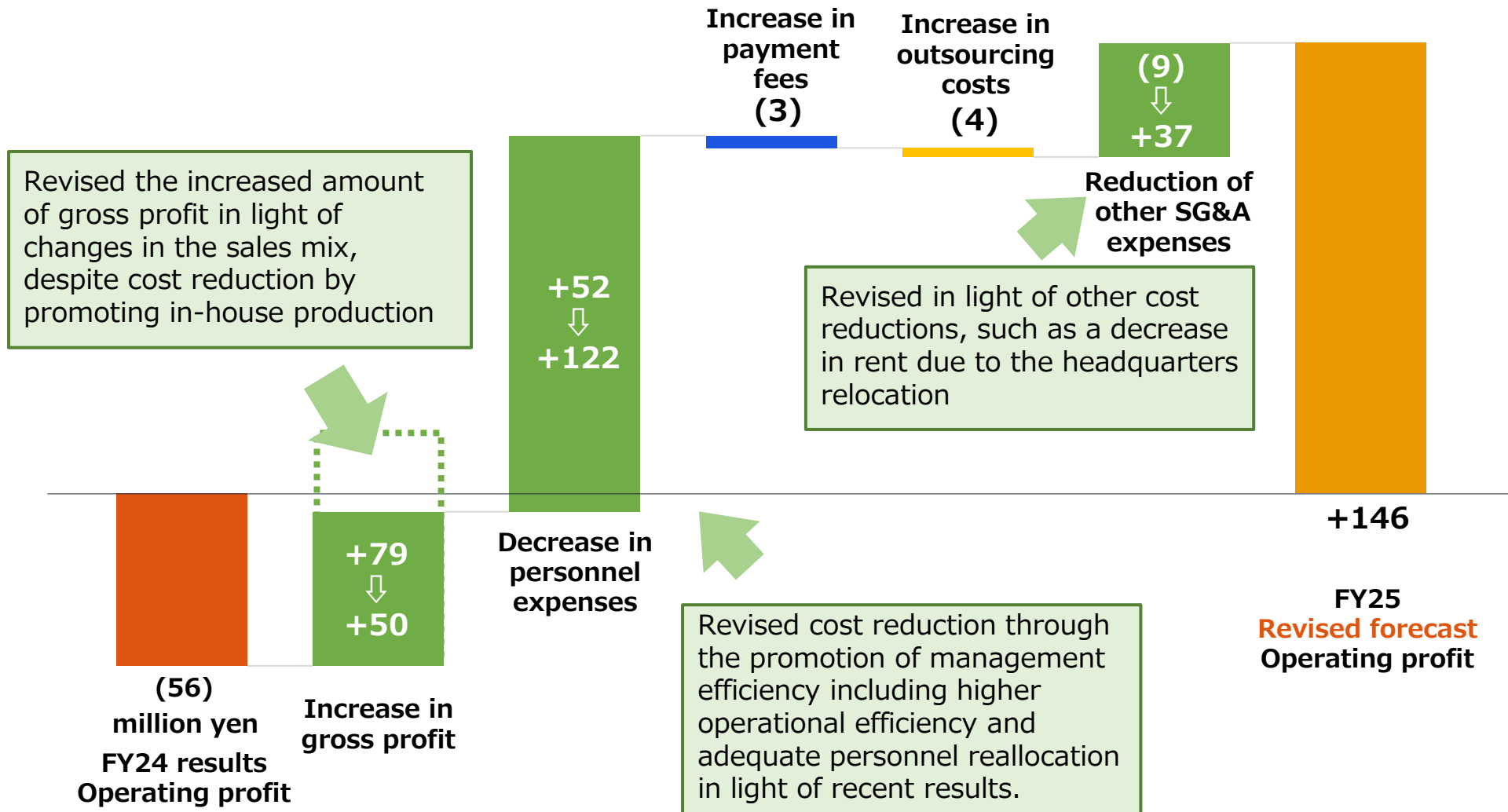
Factors Causing Increase or Decrease in Operating Profit: Comparison of FY24 Results and FY25 Initial Forecast

In the initial forecast, we expected operating profit of ¥66 million, by working to increase the number of contract development projects in the enterprise and other areas, and reducing costs through ongoing cost structure reviews and productivity improvements.



Factors Causing Increase or Decrease in Operating Profit: Comparison of FY24 Results and FY25 Revised Forecast

The full-year forecast for FY2025 has been revised in light of the current earnings trend, while continuing to advance measures to increase earnings and reduce costs.



3. Progress in Implementation of Policy for FY 2025 and Actions for the Second Half

Management Policy for FY2025

<Three Basic Strategies>

- (1) Provide services in **new business areas**
 - (2) **Enhance** existing services **and sales promotion**
 - (3) **Maximize value** through the reinforcement of collaboration on a TEMONA Group-wide basis
- ⇒ We will increase revenue and improve profitability by working on these focus points

(1) Provide Services in New Business Areas

We will aim to increase revenue by providing services in new areas

○ Progress of implementation in the Second Quarter of FY 2025 and actions for the second half

Progress in
implementation

- Established Subsc Solutions Inc. (November 2024)
- Launched "Subsc-credit," a subscription settlement scheme for companies. A subscription service that provides equipment necessary for business operations at real stores, including dental clinics and fitness clubs. It supports cost reduction (including financing) according to business type and business phase.

Actions for
second half

- Aim for further business expansion by increasing the variety of "Subsc-credit" plans and growing the service to meet various needs.
- Aim to create new services to solve various business issues such as funds, business knowhow, and human resources for EC and subscription business operators.

(2) Enhance Existing Services and Sales Promotion

Aim to improve client satisfaction and lower the cancellation rate, while promoting the acquisition of new accounts, and improve profitability in the medium to long term

○ Progress of implementation in the Second Quarter of FY 2025 and actions for the second half

Progress in implementation

- Continuously updated the functions of the services we provide, such as the cart system "Subsc-Store," "Tamago Repeat Tamashii" and the peripheral service "ECield."
- Provided "ECield" to the Japan Subscription Business Association on an OEM basis, and officially released "SubsCield," a co-creative fraud information platform, in December 2024. Expanded the range of services as well.

Actions for second half

- Aim to increase added value by combining services, such as actively incorporating products (mainly health food and beauty products) handled by "Subsc-Store" and "Tamago Repeat Tamashii" franchisees (customers) into "BC Mall," a real store market provided by TEMONA.
- Start to introduce MTG's popular brands "ReFa" and "SIXPAD" beauty and health products at "BC Mall."

(3) Maximizing Value through the Reinforcement of Collaboration on a TEMONA Group-wide Basis

Aim to improve profitability by undertaking ongoing initiatives

○ Progress of implementation in the Second Quarter of FY 2025 and actions for the second half

Progress in implementation

- Cooperated with a subsidiary AIS in "landing page (LP) production" and "advertisement production" in the EC businesses, where the needs of TEMONA Group customers were high.
- Progressed engineering work in cooperation with subsidiary Sackle.

Actions for second half

- Temporarily transfer mainly engineers to Sackle and integrate engineering functions into Sackle (started in April of FY2025).
- In addition to improving productivity and optimizing costs within the Group, engineers will gain experience in a wide variety of projects to strengthen their skills and maximize the value of the entire Group.

TEMONA

サブスクで世の中を豊かに

Appendix

Contents (appendix)

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1 . About Us

Company Overview

The expansion of subscriptions will help to realize a prosperous world in which many businesses will continue to provide essential, high-value services and pursue customer satisfaction.

Our Purpose is to “enrich the world with subscriptions” by supporting businesses with our subscription-specific technology and expertise.

About the Company

Company name	TEMONA. Inc.
Established	October 2008
Capital	¥386.42 million
Representative	Hayato Sagawa, president & representative director
Headquarters	2-12-19 Shibuya, Shibuya-ku, Tokyo
Employees	113 (as of March 31, 2025)

Main services provided

サブスクストア



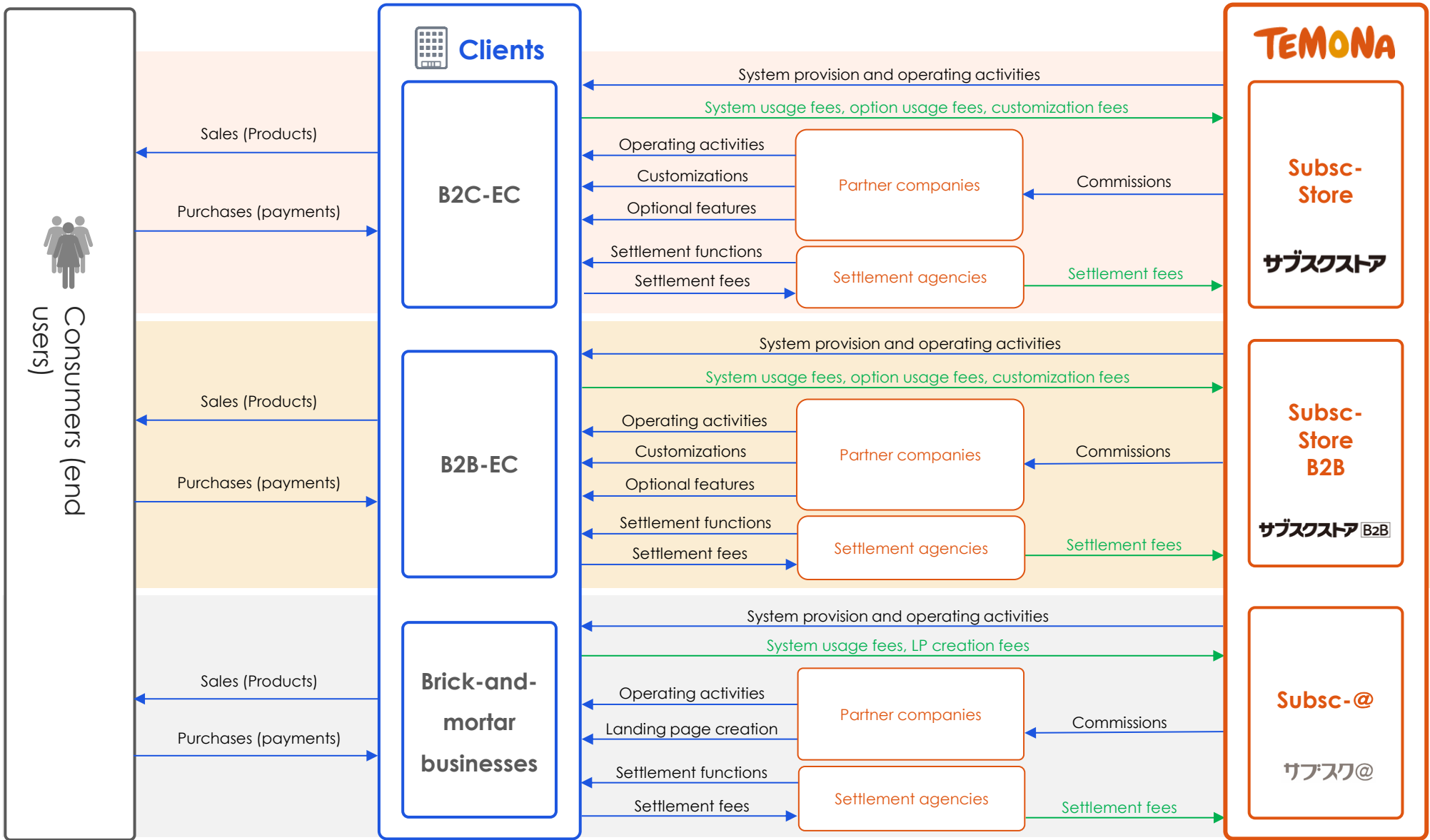
サブスクストア B2B



サブスク@



Business System Chart



Service Overview: Subsc-Store

サービス一覧 ▾ サブスク成功ノウハウ ▾

サブスクストア

定期通販カートの特徴 料金プラン 導入事例 導入までの流れ よくあるご質問 お問い合わせ > 資料請求 >

市場シェア **No.1** ※1

年間取引総額 **1,523** 億円 ※2

導入アカウント数 **1,000** 以上 ※3

サブスク・D2C・定期通販/単品通販やるなら
業界シェアNo.1のサブスクストア

売上げアップと業務効率化を専任コンサルタントが支援

お問い合わせ > 資料請求 >

B2B向け 定期通販カート サービスはこちら >

※対象:「サブスクストア」「たまごレポート」「ヒキアゲール」「サブスクストアB2B」の合計アカウント数

Subsc-Store is a cloud-based system that enables users to centrally manage regular purchase systems/carts for the kind of product and customer management required for single-item e-commerce, D2C, and subscription businesses.

サブスクストア

Pricing plans (not incl. tax)

Standard Plan	¥49,800 per month
Premium Plan	¥79,800 per month
Expert Plan	Varies depending on development work required

できないことは、 もう何もない。

マニアックすぎて使い手を選ぶ、
プロ事業者専用D2Cリピート通販システム

資料請求・お問い合わせ



Tamago Repeat Tamashii is a cloud-based mail-order system that is tailor-made for subscription business. By modernizing aging functions of the previous Tamago Repeat, making speed improvements, and adding technological functions, it will solve all the problems of the single-item mail-order sales and the D2C business.

Pricing plan (not incl. tax)	
ASP Plan	¥49,800 per month
Gold Plan	¥79,800 per month



Service Overview: Subsc-Store B2B



サブスクストア B2B

サービス一覧 ▾ サブスク成功ノウハウ ▾

機能概要 導入事例 ご利用の流れ よくあるご質問 お問い合わせ・資料請求 >

面倒なBtoB取引業務をWeb化！

BtoB EC、法人・卸の
受発注業務を効率化！
やるなら
サブスクストア B2B

お問い合わせ・資料請求 >

B2C向け
定期通販カート
サービスはこちら >

本日注文/契約		本日出件予定	
0	1	1065	0
請求	契約	出件待ち	請求注文/契約

注文/契約ステータス	
未入金	148
出件待ち	1883
出件済	640
出件作業中	1603
配達済み	0
キャンセル	4
継続定期	11
出件停止	307

最近1ヶ月の売上推移

60000
50000
40000
30000
20000
10000
0

2024/01 2024/02 2024/03 2024/04 2024/05 2024/06 2024/07 2024/08 2024/09 2024/10 2024/11 2024/12

前月1ヶ月の売上推移

Subsc-Store B2B is a one-stop operations support tool for B2B subscription businesses in a wide range of industries. Suitable for wholesale, professional and consulting services, property rental, maintenance services, group membership fee subscriptions, etc.

サブスクストア B2B

Pricing plan (not incl. tax)

¥79,800 per month

Service Overview: Subsc-@

サービス一覧 ▾ サブスク成功ノウハウ ▾

サブスク@

「サブスク@」とは サブスク@ができること セミナー 導入事例

お問い合わせ > 資料請求 >

店舗事業者向けサブスク・ECサービス

導入数 1000店舗以上の サブスク@

店舗でしか買えない商品や施術チケットの販売ができます

1,000 店舗以上の 開設実績

1店舗月商 1,400万円の 売上実績

全国 10社以上の メーカー・ディーラー様と 提携

お問い合わせ > 資料請求 >

11:18 サブスク@

CATEGORY

OFFICIAL PARTNER
HOLISTIC cures
[ホリスティックケアーズ]

Subsc-@ is a cloud system dedicated to supporting brick-and-mortar store subscriptions. Features include subscriber perk and discount voucher issuance, subscriber management, payment settlement, and store visit reservations, as well as notifications to encourage subscribers to visit stores.

サブスク@

Pricing plan

Please contact us for details

Disclaimer

Information provided in these briefing materials includes forward-looking statements based on plans, estimates, and forecasts regarding our business and industry trends as of the time of writing.

Such forward-looking statements are inherently subject to various risks and uncertainties. Known and unknown risks, uncertainties, and other factors may cause actual performance and financial results in future periods to differ materially from projections of future performance or results expressed in the forward-looking statements.

The actual performance and financial results of the Company in future periods may differ materially from the forward-looking statements contained in these briefing materials.

The forward-looking statements set forth by the Company in these briefing materials are based on information available as of May 23, 2025. The Company undertakes no obligation to update or revise forward-looking statements to reflect future events and circumstances.

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TEMONA

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