

# Financial Results for the First Quarter of FY2026/3

**ExaWizards Inc. (4259.T)**

August 12, 2025





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- 2 Summary of Financial Results for Q1 FY2026/3**
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# Executive Summary of Q1 FY2026/3

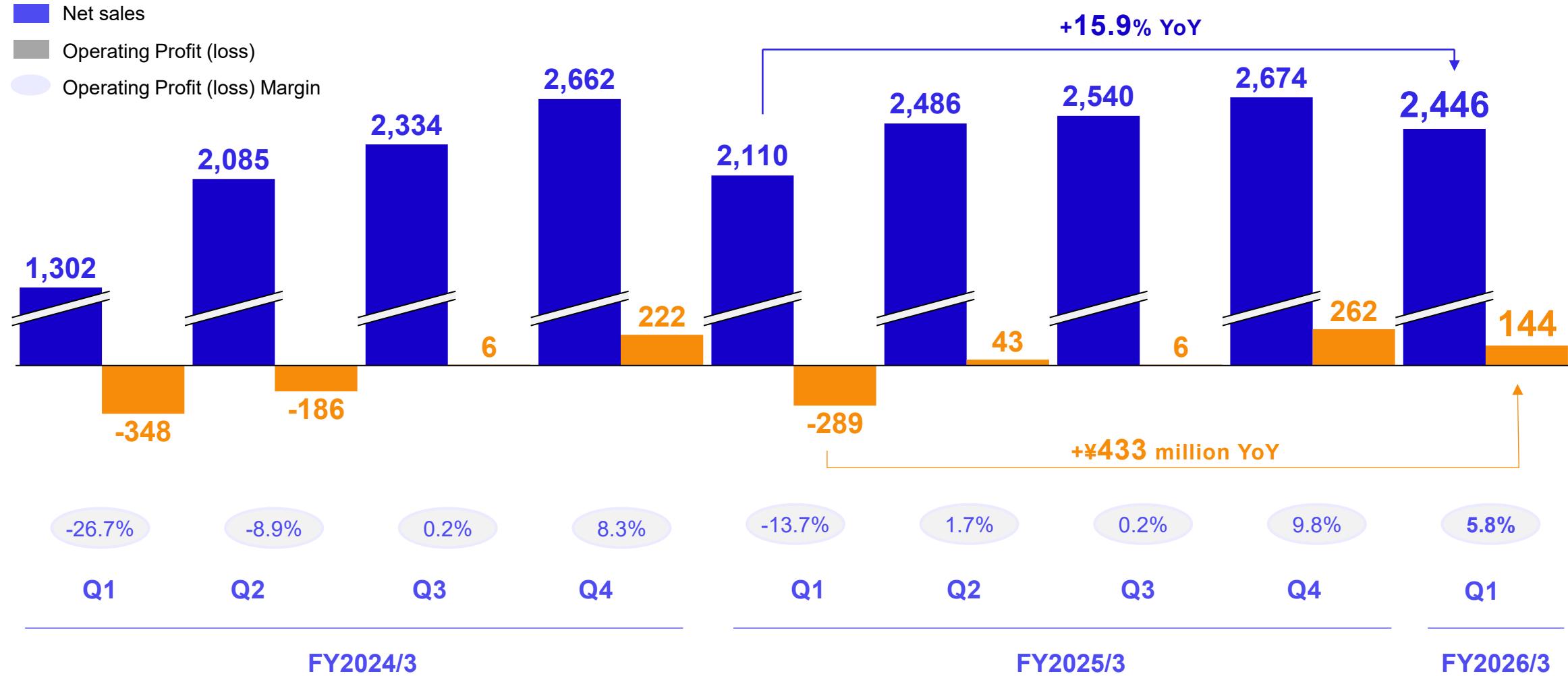
## Financial Results for Q1 FY2026/3

- Net sales for Q1 FY2026/3 was ¥2,446 million (+15.9% YoY), operating profit was ¥144 million (+¥433 million YoY) , **achieved profitability in Q1 for the first time since founding.**
- AI Products Business**
  - Strong performance of exaBase Gen.AI with over 100,000 users and sustained Q4 FY2025 sales levels for exaBase DX Assessment & Learning contributed to AI Products Business segment growth.
  - As a result, net sales was ¥1,053 million(+99.1% YoY), operating profit was ¥474 million (+¥525 million) , **doubling the growth from the same period last year.**
- AI Solution Services Business**
  - Reallocated reportable segments from the current period to accelerate AI product development (Integrated AI Platform Business and Other Service Business).
  - Net sales was ¥1,456 million (-12.2% YoY) , operating profit was ¥311 million (+25.2% YoY), **recorded higher profit despite lower revenue.**
- Business Update**
  - Amid rapid growth in the generative AI market, momentum is building for AI agent adoption among Japanese companies.
  - Against this market backdrop, formulated the Company's AI agent strategy:
    - ✓ 1. **AI Agent Development & Operations Platform Powered by exaBase Studio**
    - ✓ 2. **Customer-Centric AI Agent Solutions**
    - ✓ 3. **Full-Cycle AI Agent Support: Implementation to Talent**
    - ✓ 4. **Transformation to AI-Driven Management**

# Summary of Financial Results for Q1 FY2026/3

## Q1 FY2026/3 | Consolidated Net Sales/ Operating Profit/ Operating Profit Margin

**Net Sales was ¥2,446 million (+15.9% YoY), Operating Profit was ¥144 million (+¥433M YoY)**  
**Recorded a profit in Q1 for the first time in the Company's history**



	(Million Yen)	Q1 FY2026/3		
		Results	Results of Q1 FY2025/3	YoY Growth/Chg.
1	Net Sales	2,446	2,110	+15.9%
	Cost of Sales	773	1,019	
2	Gross Profit	1,672	1,091	+ ¥581M
	Gross Profit Margin(%)	68.4%	51.7%	+16.7pt
	SG&A	1,528	1,380	
3	Operating Profit (Loss)	144	(289)	+ ¥434M
	Operating Profit (Loss) Margin (%)	5.9%	(13.7%)	+19.6pt
	Non-operating Income	2	1	
	Non-operating Expenses	7	7	
4	Ordinary Profit (Loss)	139	(295)	+ ¥435M
	Extraordinary Profit	1	0	
	Extraordinary Losses	-	1	
5	Profit (Loss) before Income Taxes	140	(296)	+ ¥437M
	Total income taxes	68	0	
6	Profit (Loss)	72	(297)	+ ¥398M
	Profit (Loss) attributable to owners of Parent	66	(303)	+ ¥397M

## Highlight topics for Q1 FY2026/3

1

Growth of the AI Products Business which increased 15.9% YoY had driven the overall net sales.

2

Gross profit and gross profit margin improved following the AI Products Business turning profitable.

2 3 4 5 6

**All line items turned profitable for the first time since founding.**

# Segment Restructuring from Q1 to Accelerate AI Products Business Growth

### Purpose of change

To further accelerate the AI Products Business, consolidated operations that deeply engage with customer sites to explore their needs

### Old Segments(~FY2025.3)

#### AI Products

exaBase Generative AI

exaBase DX Assessment & Learning

CareWiz

#### AI Platform

AI System Development

exaBase Studio

SI (Projects of Xware Corporation)

exaBase Role-Playing/  
exaBase Meeting summary/SaMD

#### Other Service

Sales/Growth Support

Dr.Tel

### New Segments(FY2026.3~)

exaBase Generative AI

exaBase DX Assessment & Learning

CareWiz

exaBase Role-Playing/  
exaBase Meeting summary/SaMD<sup>\*1</sup>

Dr.Tel

AI System Development

exaBase Studio

SI (Projects of Xware Corporation)

Sales/Growth Support

### Name of Segment

AI Products

AI Solution Services

# Clarified the business positioning of each segment

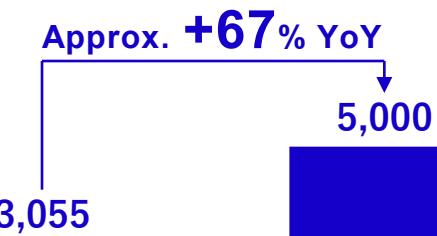
### Position of each business

- **Growth driver of overall sales**
  - Net sales +67% YoY
  - Planning & development of new products

AI  
Products

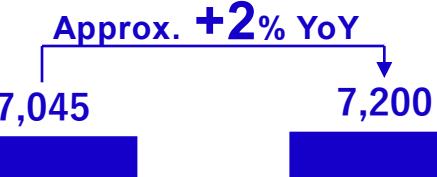
### Segment Sales Forecast\* of FY2026/3 (Million Yen)

Note: The sum of segments differs from consolidated figures as consolidation adjustments are excluded.



- **Pursuing “quality” of projects rather than excessive top-line growth**
  - Expand exaBase Studio
  - Strengthening customer ties through on-site partnership
- **Contribution through profit generation**

AI  
Solution  
Services



# Overview and Progress of the Business Segments

## Summary of Business Results by Segment for Q1 FY2026/3

**AI Products Business doubled YoY with increased resources; AI Solution Services Business saw margin improvement from productivity gains amid lower revenue**

(Million Yen)	AI Products Business			AI Solution Services Business		
	Results of Q1 FY2026/3	Results of Q1 FY2025/3	YoY Growth/Chg.	Results of Q1 FY2026/3	Results of Q1 FY2025/3	YoY Growth/Chg.
Net Sales	1,053	528	+99.1%	1,456	1,659	▲12.2%
Cost of Sales	114	197		655	820	
Gross Profit	938	331	+182.7%	801	839	▲4.6%
Gross Profit Margin(%)	89.1%	62.7%	+26.4pt	55.0%	50.6%	+4.4pt
SG&A	463	383		489	590	
Operating Profit (Loss)	474	(51)	+¥525M	311	248	+25.2%
Operating Profit Margin (%)	45.1%	(9.7%)	+ 54.8pt	21.4%	15.0%	+6.4pt



- Doubled YoY growth
- Reached high gross margin of approx. 90%
- Turned operating profit positive, becoming a revenue pillar

- Revenue down from strategic resource reallocation and project selection
- Margin gains through improved operational efficiency

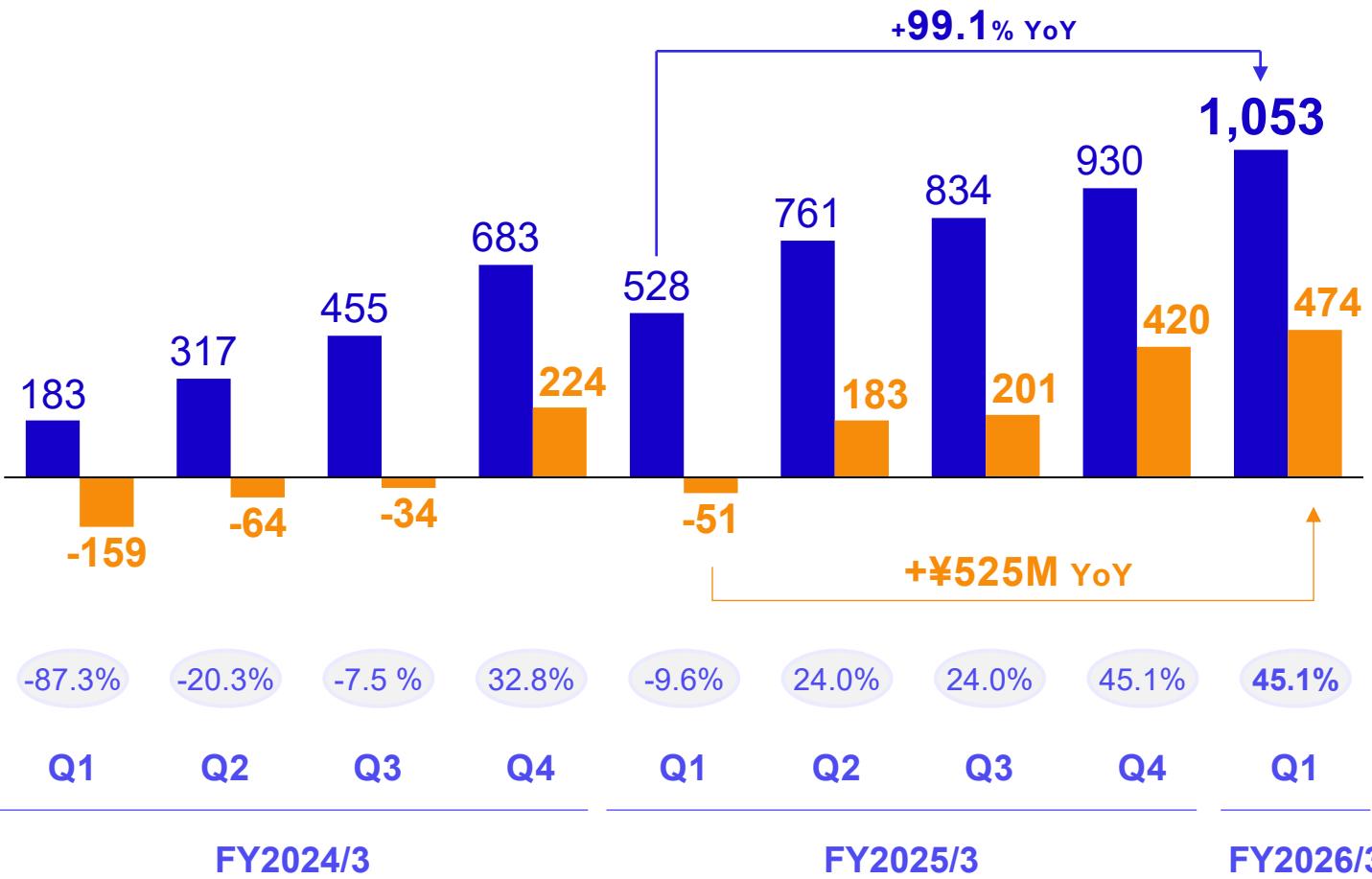
Revenue reached record-high 1,053 million yen, doubling YoY. Segment profit of 474 million yen with 45.1% operating margin, maintaining Q4's high profitability level

## Sales Growth (Million Yen)

Net Sales

Segment Profit

Segment Profit Margin



## ■ Net Sales

- +99.1% YoY growth
- Broke historical Q4→Q1 seasonal decline pattern through recurring revenue buildup, achieving Q4→Q1 growth

## ■ Operating Profit

- +¥525 million improvement YoY
- Operating margin maintained at Q4 level

## exaBase Gen.AI/exaBase DX Assessment &amp; Learning have driven the growth

Products	Net Sales(Million Yen)			Topics from Q1
	Results of Q1 FY2026/3	Results of Q1 FY2025/3	YoY Growth/Chg.	
exaBase Generative AI <sup>*1</sup>	645	193	+210.3%	<ul style="list-style-type: none"> <li>Reached approx. 100,000 users in 2 years since launch</li> </ul>
exaBase DX Assessment & Learning	301	194	+55.2%	<ul style="list-style-type: none"> <li>Won Excellence Award in Learning Service Category at 10th HR Technology Awards</li> </ul>
CareWiz	91	80	+13.8%	<ul style="list-style-type: none"> <li>Participated in MHLW pilot program using CareWiz Toronto<sup>*3</sup></li> </ul>
Other AI Products <sup>*2</sup>	43	61	(29.5%)	<ul style="list-style-type: none"> <li>Consolidated old product portfolio to focus resources on exaBase Generative AI/DIA</li> <li>The sales of exaBase Role Playing and Meeting summary is scheduled to be included from Q2.</li> </ul>
<b>TOTAL</b>	<b>1,053</b>	<b>528</b>	<b>+99.0%</b>	

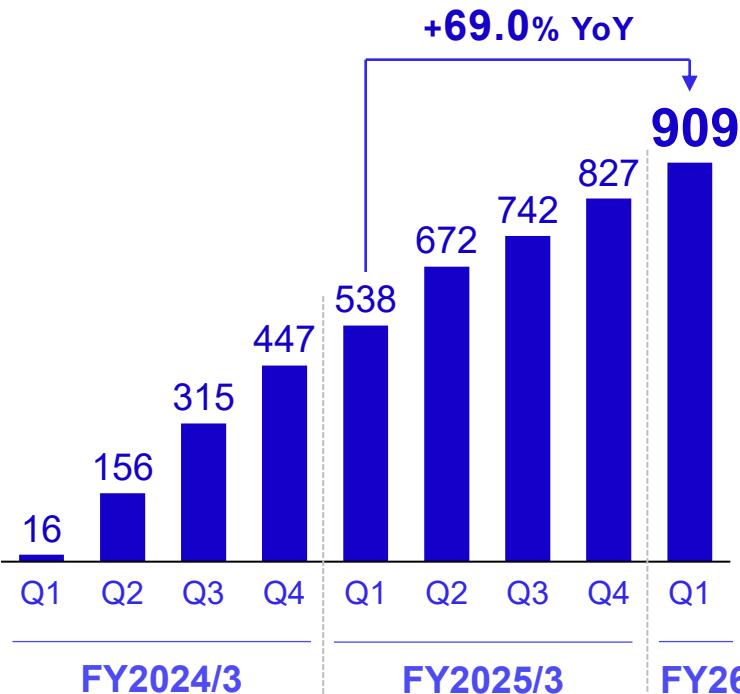
Notes: \*1 It includes net sales of exaBase IR Assistant

\*2 It includes exaBase Forecast &amp; Analysis, exaBase 1on1, exaBase FAQ, exaBase Company Search, and exaBase Well-Being

\*3 MHLW's "Survey and Effectiveness Measurement Project on Productivity Improvement Initiatives through Care Technology

## User base surpassed 100,000 with ARR growing to approx. 2.6 billion yen

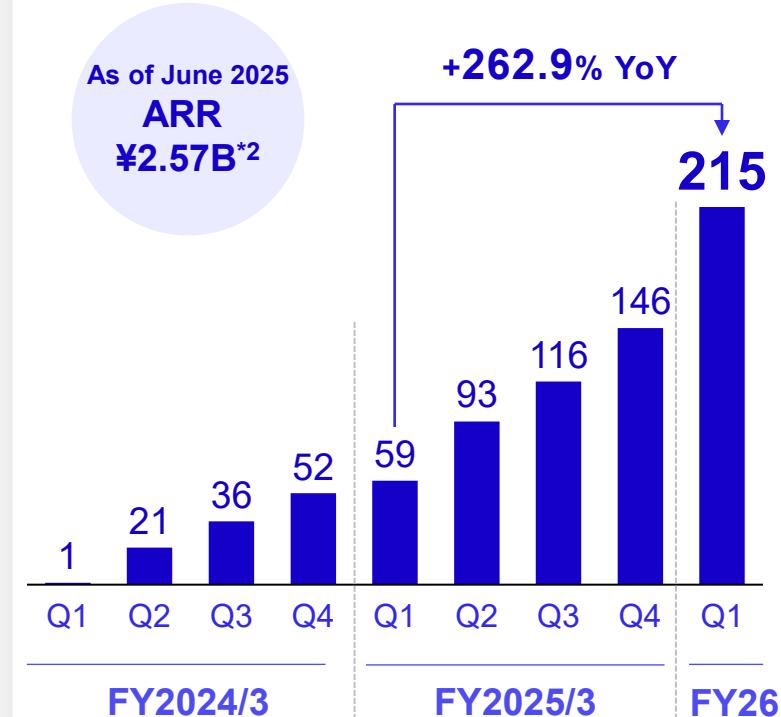
## Organizations



## Users (Thousand Users)



## MRR\*1 (Million Yen)



## ■ Growth: +69% YoY

- Surging orders through both direct sales and partner channels
- 73 local government** already onboard (as of June 2025)

## ■ Growth: +97% YoY

- On-site adoption driving account growth within existing clients
- Strong new customer

## ■ Growth: +262% YoY

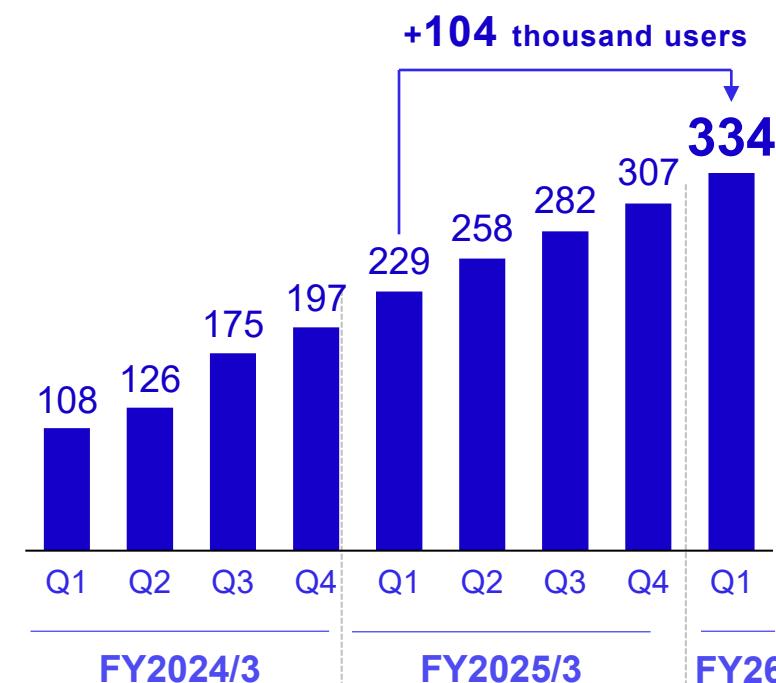
- WAU<sup>3</sup> exceeding 50% within customers, driving higher usage-based revenue

## Customer/user growth steady; revenue flat vs. prior Q4 without seasonal factors

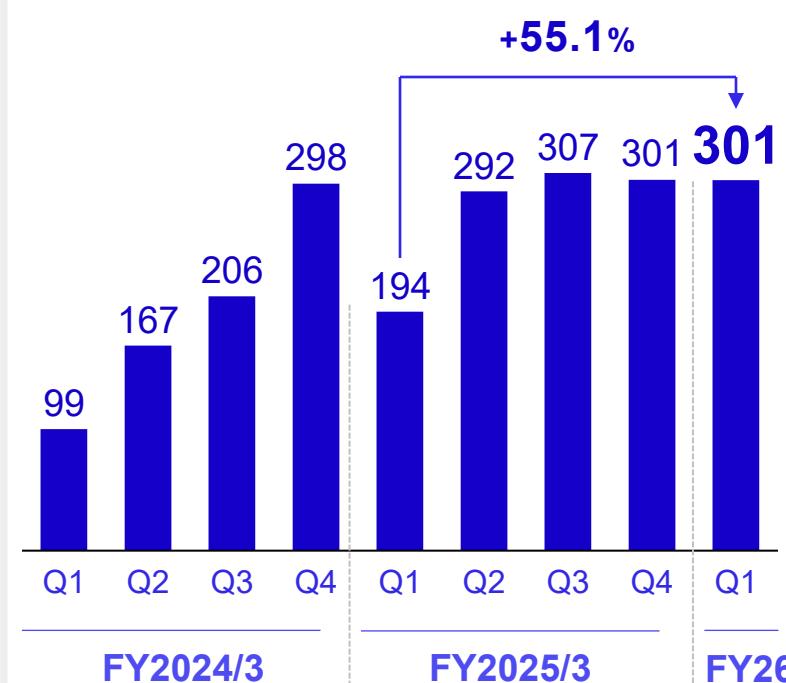
## Total Organization



## Total Users (Thousand users)



## Quarterly Net Sales (Million Yen)



## ■ +517 organizations YoY

- Sustaining prior H2 customer growth pace

## ■ +100,000 Users YoY

- Maintaining prior H2 user growth momentum

## ■ Grew +55% YoY

- Reduced seasonality, Q1 growth sustained without typical Q4 drop-off

## AI Solution Services Business: Quarterly Trend of Financial Results

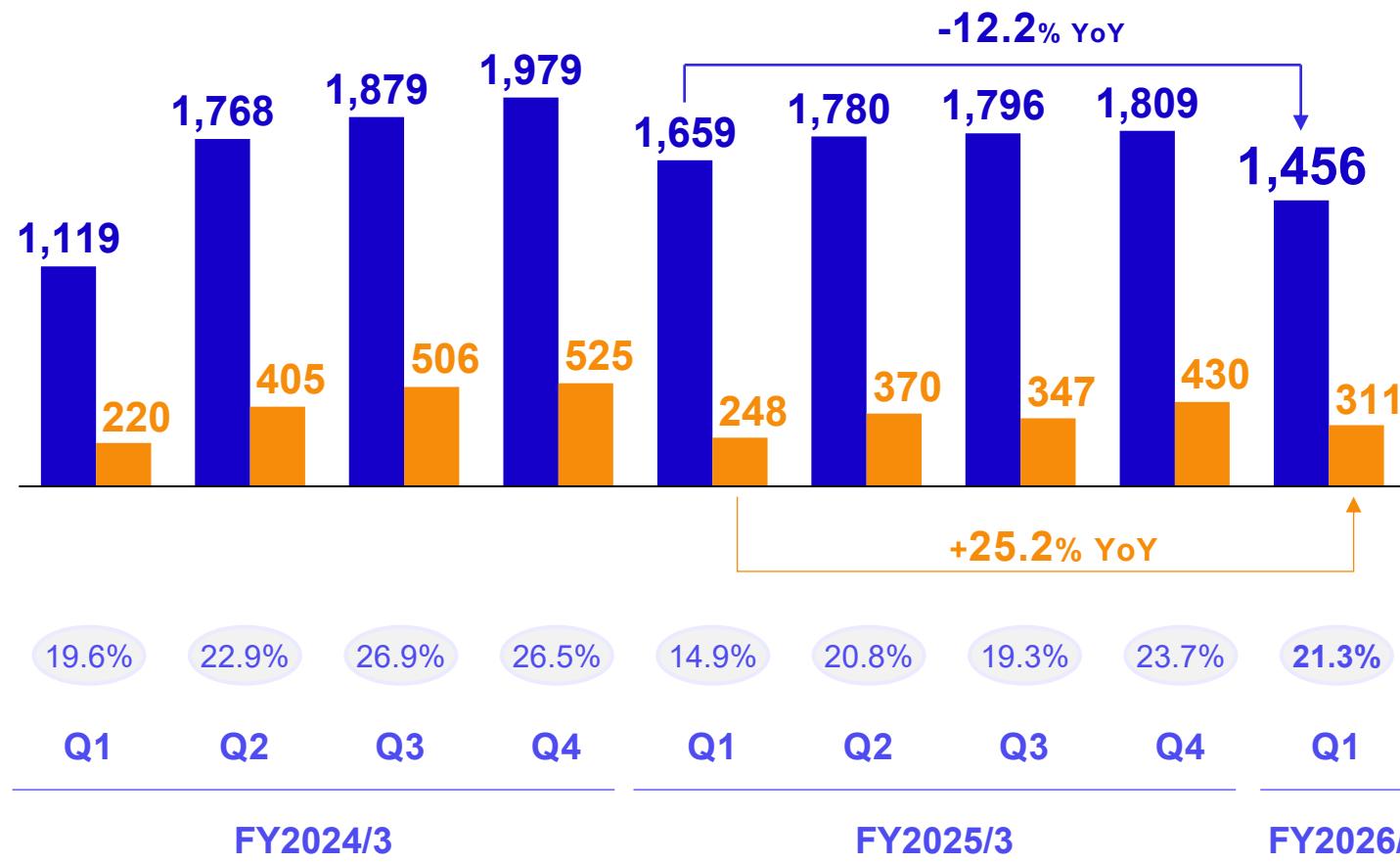
Revenue: 1,456M yen (down), Operating profit: 311M yen (up) via productivity gains

### Sales Growth (Million Yen)

Net Sales

Segment Profit

Segment Profit Margin



#### Net Sales

- Revenue down 12.2% YoY due to resource shift to AI Products Business and stricter project selection

#### Operating Profit

- Operating profit up 25.2% YoY on improved productivity and lower depreciation

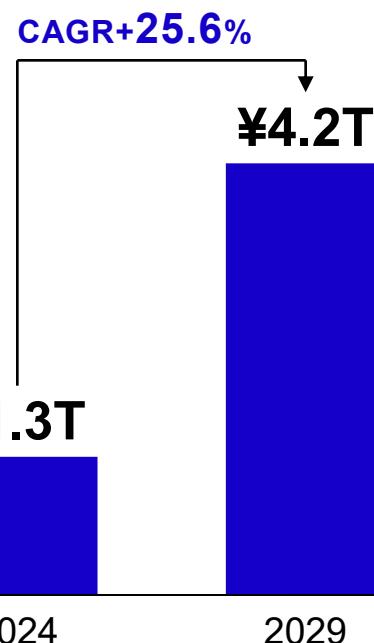
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# Business Update

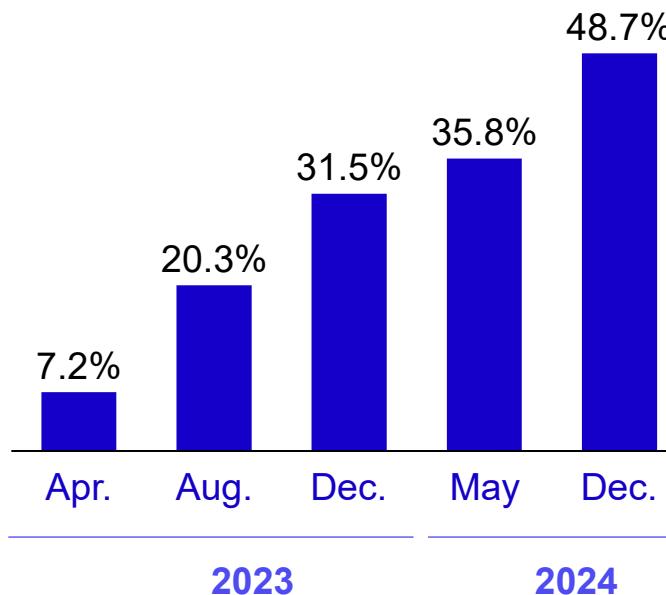
# Generative AI market surging with nearly half of companies using it daily

### Forecast for Domestic Gen. AI Market Demand<sup>\*1</sup>

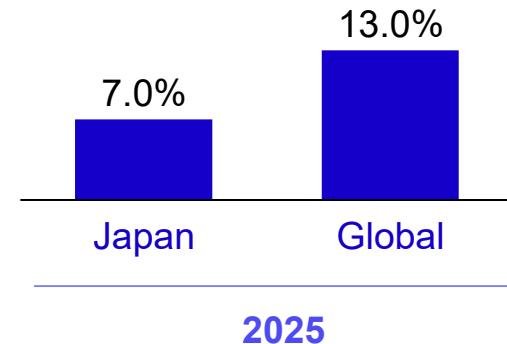


### Generative AI/AI agent adoption in Japan

#### Companies using generative AI daily<sup>\*2</sup>



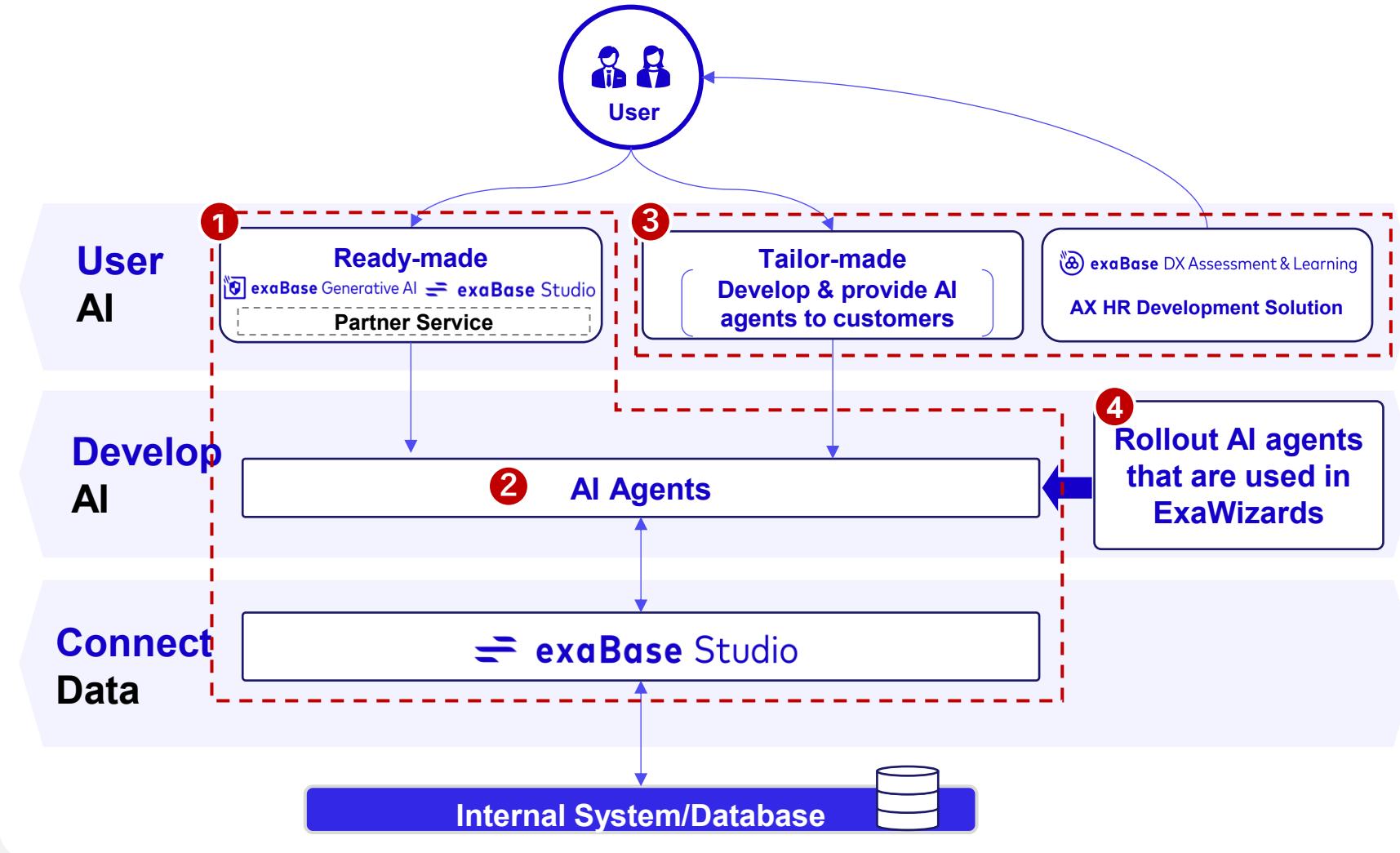
#### AI agent deployment rate<sup>\*3</sup>



Year of AI agents - real-world deployment starts now

# Creating a world where customers build AI agents to transform their productivity

## ExaWizards' Service Lineup for Building AI Agents



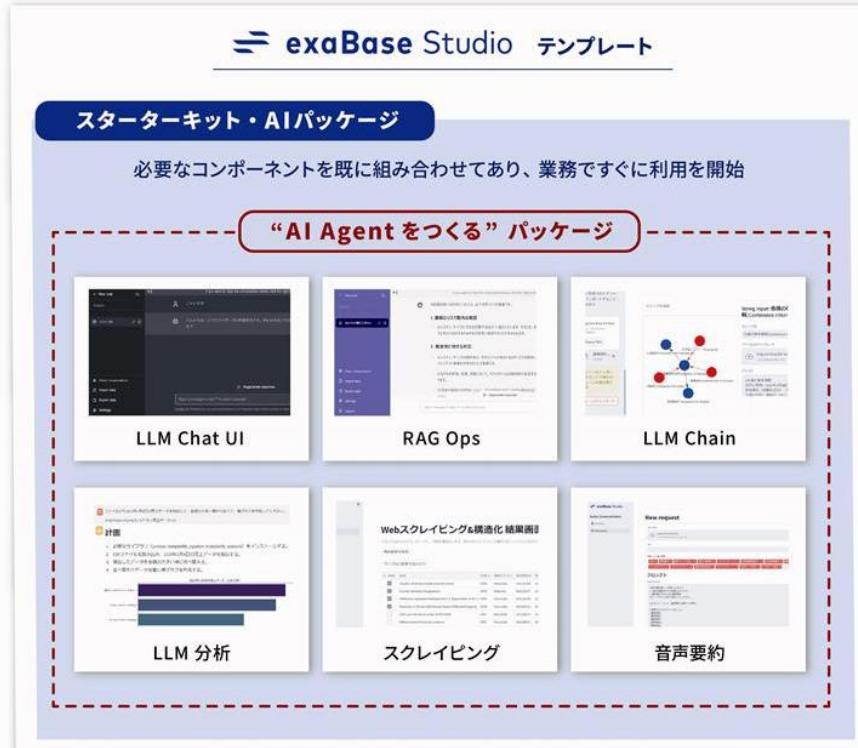
## AI Agents Strategies

- 1 AI Agent Development & Operations Platform Powered by exaBase Studio**
  - Seamless integration with various SaaS and chat applications
- 2 Customer-Centric AI Agent Solutions**
  - Accelerating development through strengthened strategic partnerships
- 3 Full-Cycle AI Agent Support: Implementation to Talent**
  - Full lifecycle support: deployment, post-launch assistance, maintenance & operations
  - AX talent development to maximize AI agent utilization
- 4 Transformation to AI-Driven Management**
  - Boosting productivity through internal AI agent deployment

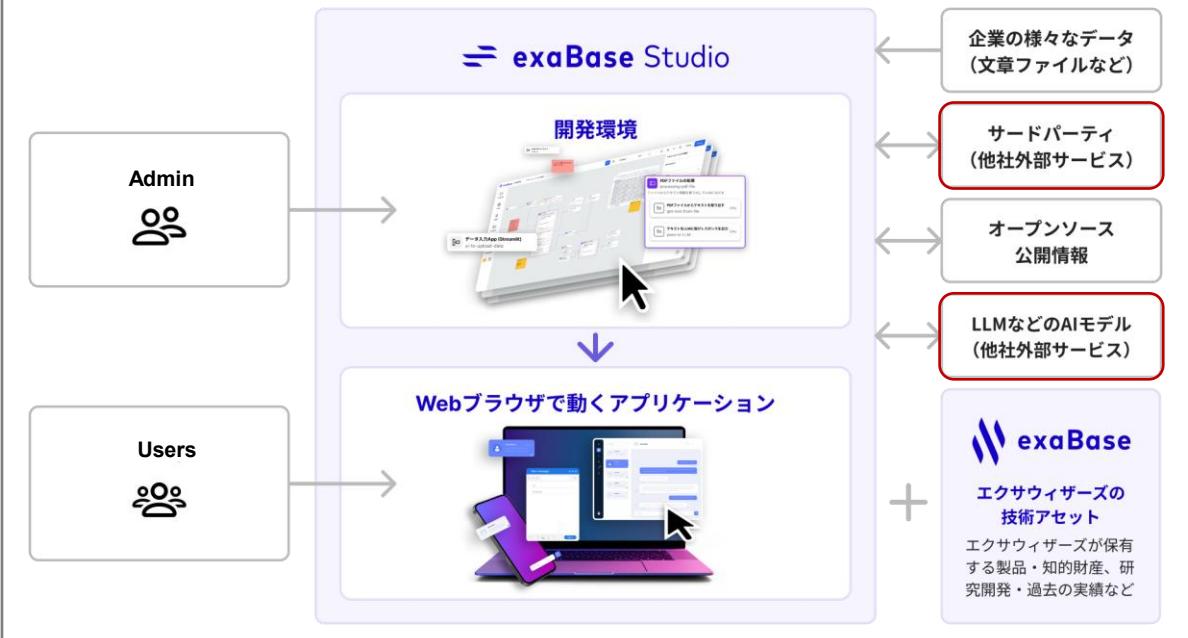
## Self-service AI agent creation with plug-and-play external connectivity

### Additional function for exaBase Generative AI

#### AI Agent Packages: Ready to Build, Ready to Launch



#### Universal Connectivity: 3<sup>rd</sup>-Party Services & Leading AI Models



Continuously Expanding Third-Party Service Integrations

## Starting with 20 business-specific AI agents, expanding to 200 by 2026

### AI Agents Built to Transform Your Business Workflows

Business aware

AI agents

#### Industries



Finance



Manufacture



Logistic



Retail



Infrastructure

20 types

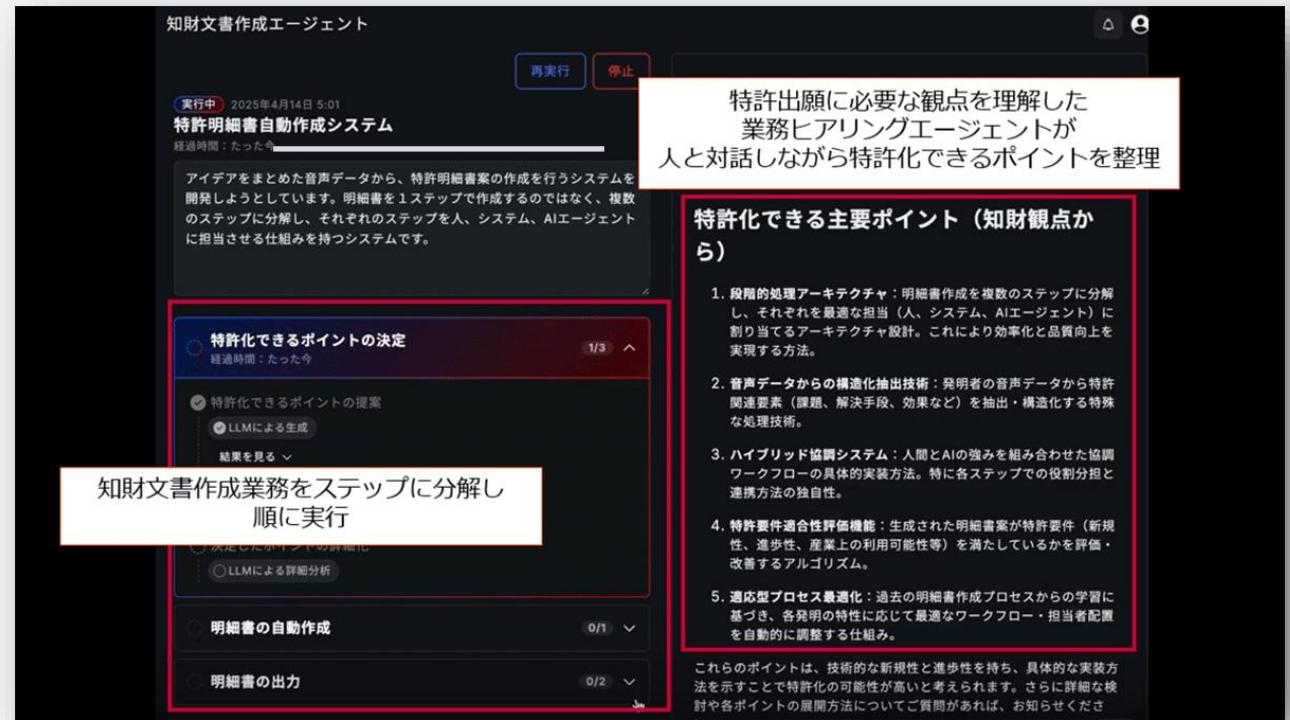
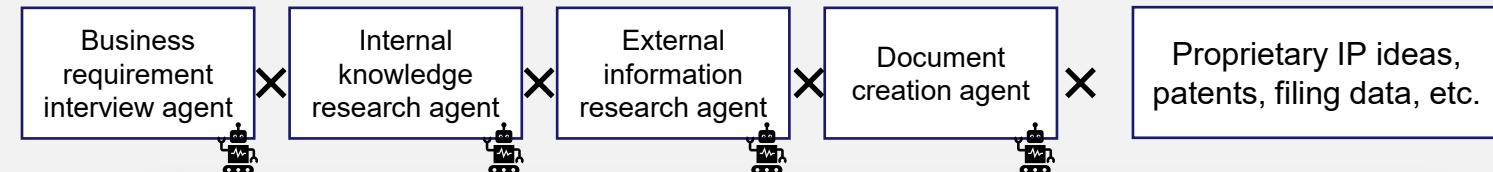


Partnering with NTT DOCOMO BUSINESS to Deliver AI Agents for Highly Specialized and Confidential Operations

### AI Agent Use-case: IP Document Creation Agent Identifies Patentable Elements

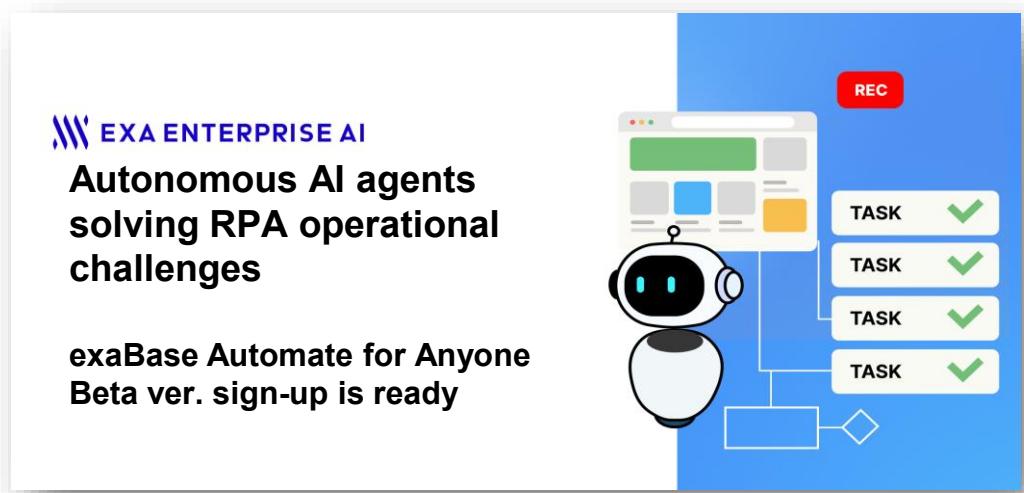
Individual AI agents which take the task

Customize by industry



## Launching exaBase Automate for Anyone, maintenance-free RPA for everyone

### exaBase Automate for Anyone



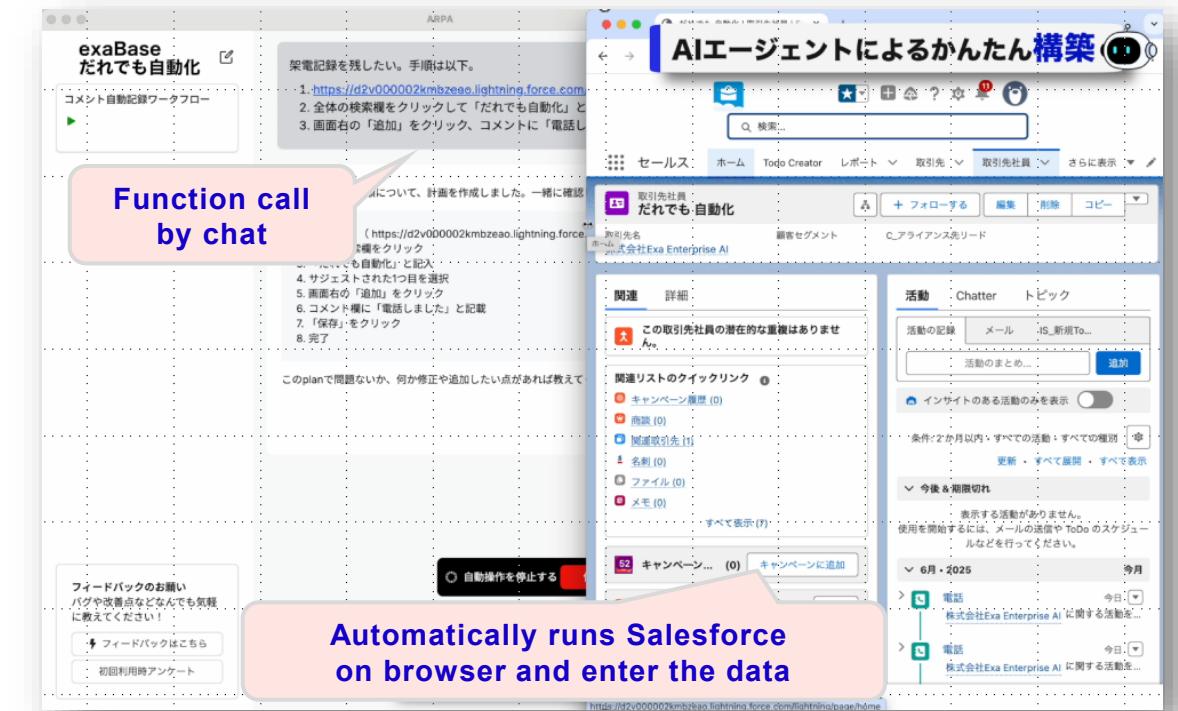
**EXA ENTERPRISE AI**  
Autonomous AI agents  
solving RPA operational  
challenges

exaBase Automate for Anyone  
Beta ver. sign-up is ready

- AI Learns Workflows from Screen Interactions and Auto-Builds RPA
- Text-Based Updates When Processes Change
- Self-Healing RPA: AI Auto-Adapts to UI Changes with Minimal Maintenance

### Use case of RPA development

#### ■ Building RPA for Salesforce call logging



Launched beta version sign-ups in June. Over 100 companies already enrolled.

## Hands-On Support to Enable Customer-Led AI Agent Development

### AI Agent Operations Support: Complete Service Overview

Upskilling

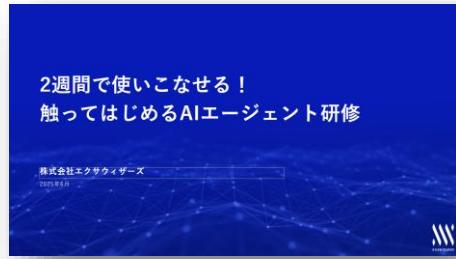
Guided Journey to In-House Development

Enhance the usage

Set-up Environment

Develop AI Agent

**Shifting to AI Agent-Centric Business Model: Agents That Can Take Over Entire Customer Operations**



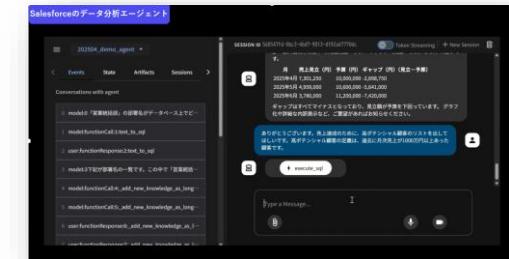
#### Training program of AI agents

- From AI Agent Fundamentals to Advanced Power-User Tips



#### exaBase Studio Environment Setup

- Preparing customer infrastructure for seamless exaBase Studio deployment

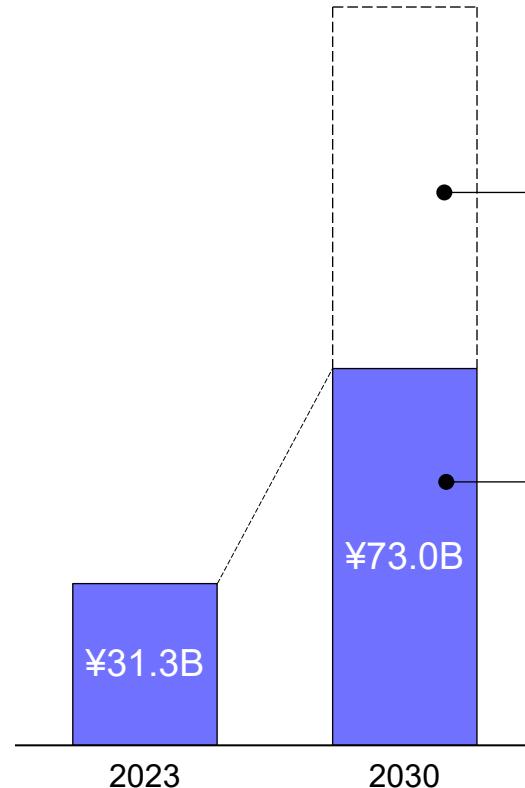


#### AI agent development

- AI Agents Developed from Real-World Needs
- Quick Deployment with Pre-Built AI Agents:
  - Salesforce Data Analytics
  - Sales Material Creation
  - Contract Review
  - Credit Assessment
  - DX Transformation Companion And more

# Launching Services to Meet Surging Demand for AX (AI Transformation) Talent Development

## DX/AX Talent Development Market Size Trends

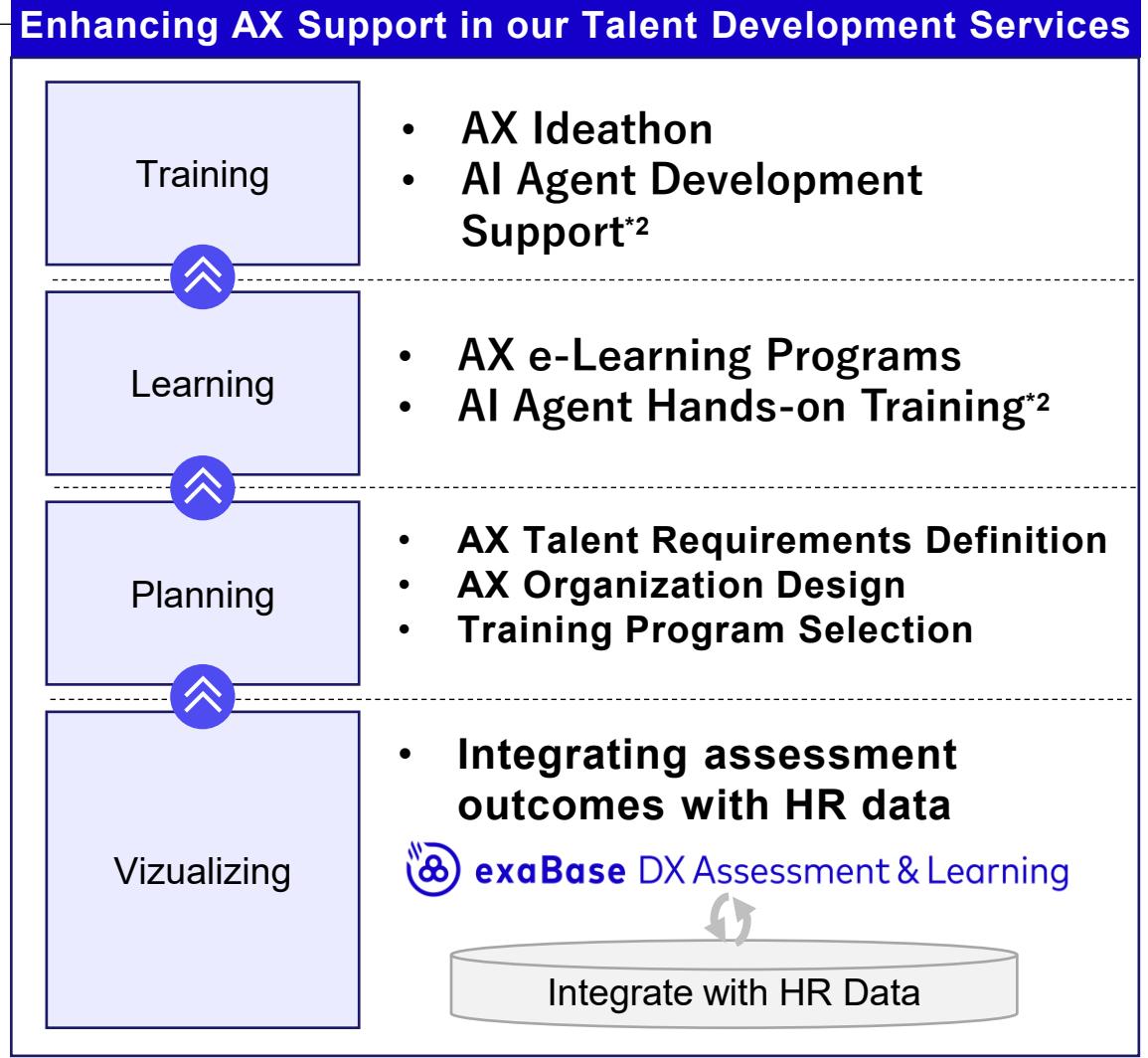


### Growing Demand for AX Talent Development

- Shift in expected employee capabilities in the era of generative AI adoption
- Need to acquire skills essential for the AI agent era

### DX Talent Development Market

- Growing at 12.9% CAGR<sup>\*1</sup>
- Steady growth, but enterprise DX talent development needs reaching saturation



# Driving Our Own AI Transformation: Full-Scale Adoption of Gen. AI and AI Agents

## Overview of AI Driven Management

### Management

Strategy Planning  
AI Agent

Organize AI agent  
Service Division

Set AI Usage  
KPI/KGI

AI Talent  
Development  
Powered by DIA

### Business Operation

Freeing Up **40,000+**  
Hours Monthly\*<sup>1</sup> to  
Focus on Higher-  
Value Work

#### Sales

- Document Creation AI
- AI Role-Playing
- Meeting summary
- Daily/Weekly Report
- • • and more

#### Delivery

- Coding Agent
- Deep Research
- • • and more

#### Up sell

#### Cost Reduction

#### Strategy Planning

- KPI Calculation AI
- Competitive Analysis AI
- • • and more

#### IP/Legal

- Contract Check AI
- IP Research AI
- • • and more

#### Recruitment

- AI Recruiting Assistant
- DIA × HR Data Analysis
- • • and more

#### Accounting

- Credit Management AI
- Variance Analysis AI
- • • and more

#### HR

- ES Survey<sup>\*2</sup> AI
- FAQ AI
- • • and more

#### PR/IR

- PR Writing AI
- IR Assistant
- • • and more

Proven internal  
solutions rolled  
out to market

### Infrastructure

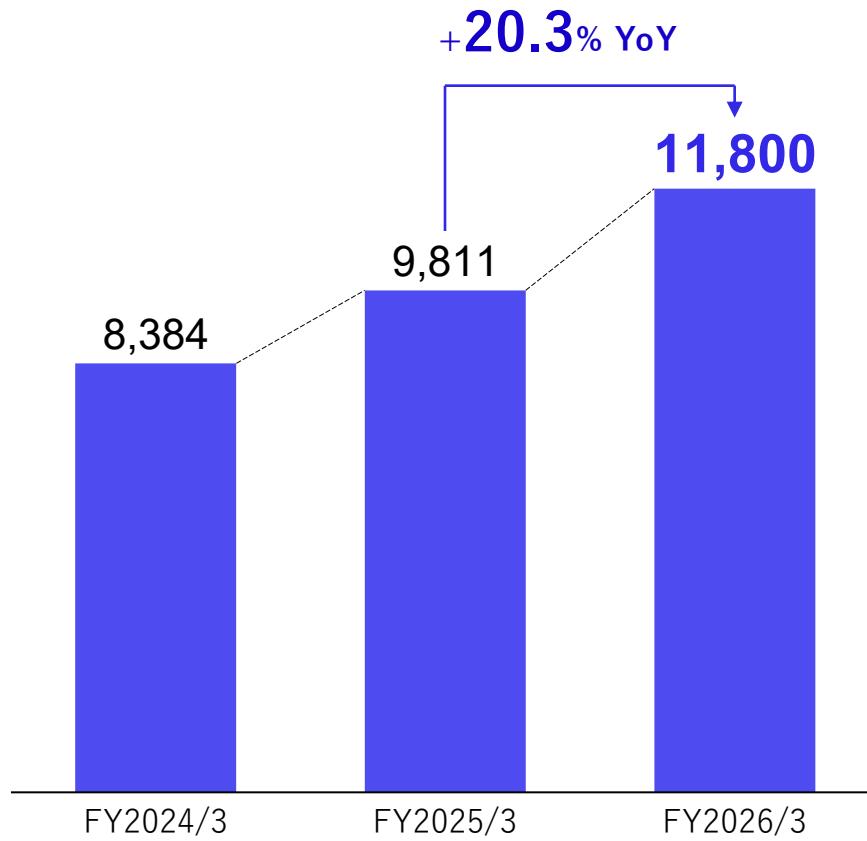
Own Services  exaBase Generative AI  exaBase Studio

External Services (Coding agent, Workflow tools, etc)

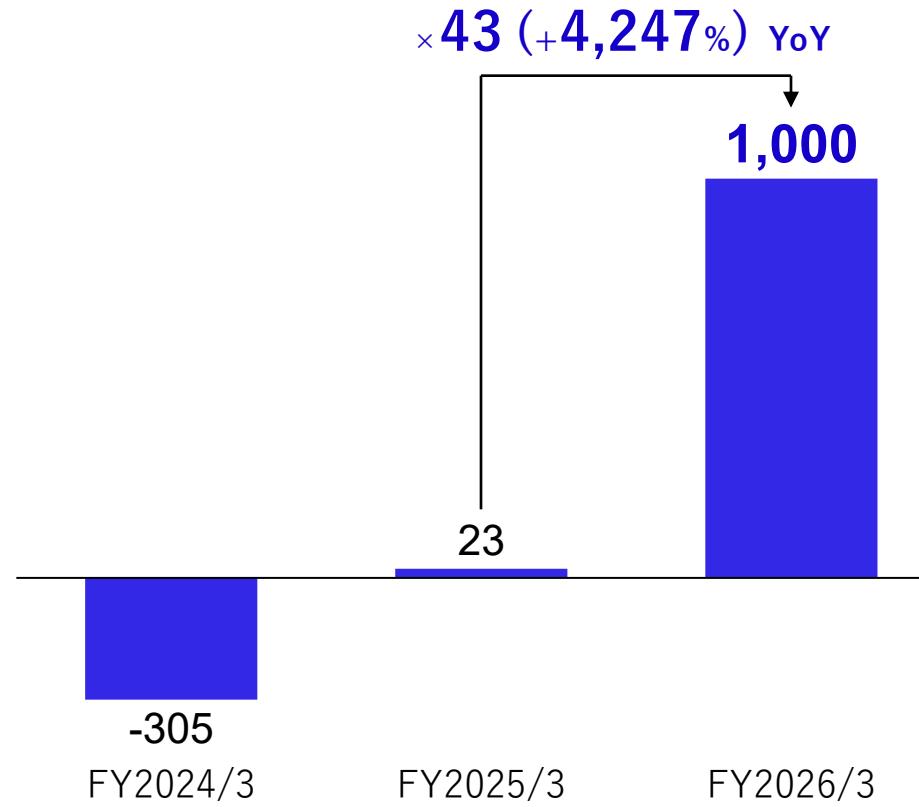
## Earnings Forecast for the Fiscal Year Ending March 31, 2026

Expect that Net Sales 11,800million yen(+20.3% YoY), OP 1,000million yen(+4,247% YoY)

Total Sales for FY2026 (millions of yen)



Operating Profit for FY2026 (millions of yen)



# Appendix

# Company Overview



**Company Name** ExaWizards Inc.

**Address** 5F, Sumitomo Fudosan Mita First Building, 4-2-8 Shibaura, Minato-ku, Tokyo 108-0023

**Other Offices** Hamamatsu, Osaka, Fukuoka

**Founded** February 2016

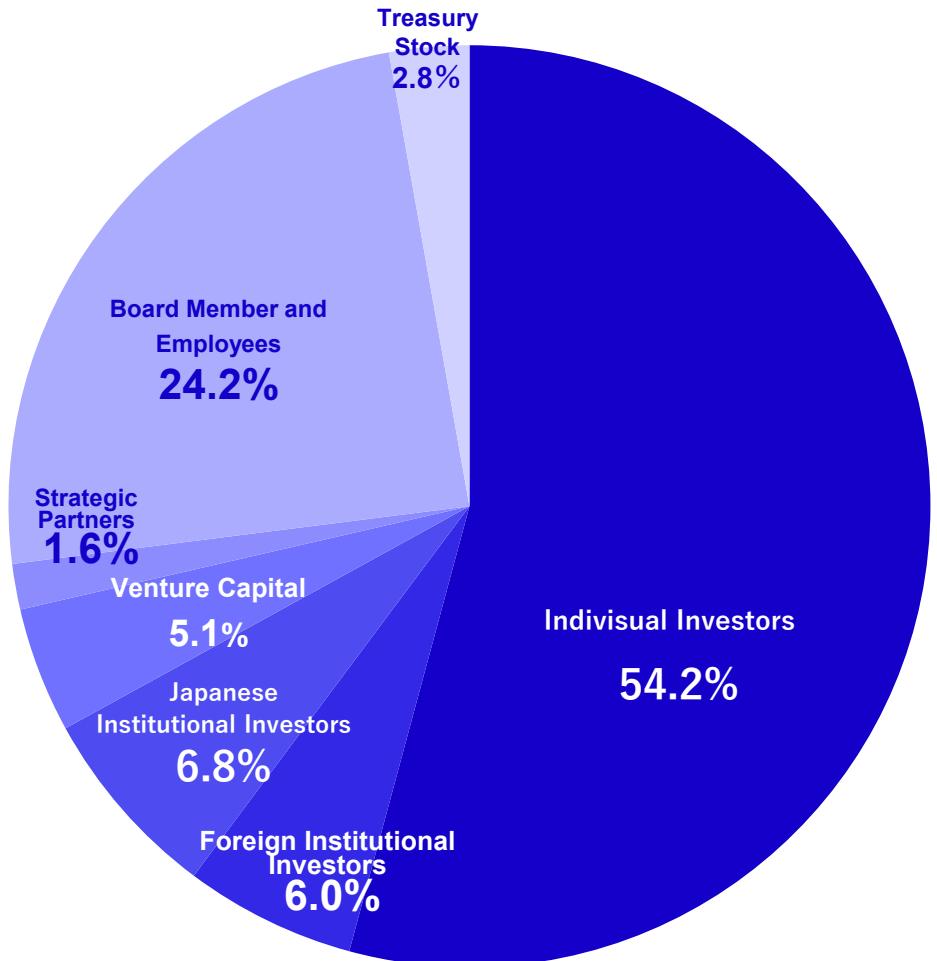
**Capital** 2.4 billion yen (March 31, 2025)

**Number of Employees** 587 (Consolidated basis, full-time employee, As of March 31, 2025)

**Business** Development of AI-enabled services for industrial innovation and social problems solutions

**Board Members** Representative Director & President : Makoto Haruta  
Managing Director : Takuma Oue  
Director : Yutaka Sakane  
Outside Director : Naoko Munakata  
Outside Director : Manabu Sato  
Outside Director : Hiroaki Sugita  
Outside Director : Masayuki Watanabe  
Full-time Outside Company Auditor : Shigeru Tsuru  
Outside Company Auditor : Masaru Iida  
Outside Company Auditor : Yuko Atsumi

# Shareholder Composition (As of March 31, 2025)



Total Number of Shares Authorized to be Issued by the Company	301,232,000	
Total Number of Shares Issued	85,804,200	
Number of Shareholders	27,784	
<b>Shareholder<sup>(1)</sup></b>		
Shareholder <sup>(1)</sup>	Number of shares held (thousand)	Shareholding ratio <sup>(2)</sup> (%)
Makoto Haruta <sup>*3</sup>	15,757	18.91
Yutaka Sakane	3,776	4.53
Toshikazu Furuya	3,403	4.08
Ko Narukama (Ishiyama)	2,860	3.43
Custody Bank of Japan, Ltd. (trust account)	2,333	2.80
D4V Fund I Investment Limited Partnership	2,166	2.60
iSGS Fund I Investment Limited Partnership	1,392	1.67

Notes \*1 For reference: The Company held 2,424 thousand shares of treasury stock as of March 31, 2025

\*2 Percentage of shares held to total number of shares issued (excluding treasury stock) ESOP trust shares (645 thousand shares) are not included in treasury stock.

\*3 Mr. Haruta's total shares held is add up of his own shares (1,572shares, ratio1.89%), betaCatalyst Inc.(8,185shares, ratio9.82%), RH Corporation(3,000shares, ratio3.60%), KH Corporation(3,000shares, ratio3.60%). Total shareholding ratio has been recalculated.

# Q1 FY2026/3 | Consolidated Balance Sheet

(million yen)	FY2024/3	FY2025/3	Q1 FY2026
<b>Current assets</b>	<b>5,518</b>	<b>5,229</b>	<b>5,519</b>
Cash and deposits	3,489	3,008	3,852
Accounts receivable - trade and contract assets	1,851	1,870	1,403
Other	178	349	263
<b>Non-current assets</b>	<b>4,413</b>	<b>1,795</b>	<b>1,943</b>
Property, plant and equipment	320	10	24
Intangible assets	3,544	1,754	1,539
Goodwill	894	56	43
Customer-related assets	1,746	1,030	1,007
Software	903	319	487
Investments and other assets	548	377	378
<b>Assets</b>	<b>9,931</b>	<b>7,024</b>	<b>7,462</b>

(million yen)	FY2024/3	FY2025/3	Q1 FY2026
<b>Current liabilities</b>	<b>1,806</b>	<b>2,065</b>	<b>2,021</b>
Current portion of long-term borrowings	300	600	600
Account payable – other	660	350	334
Accrued expenses	460	432	469
Other	385	682	617
<b>Non-current liabilities</b>	<b>3,141</b>	<b>2,419</b>	<b>2,331</b>
Long-term borrowings*	2,550	1,950	1,875
Other	591	469	456
<b>Net assets</b>	<b>4,983</b>	<b>2,539</b>	<b>3,109</b>
Share capital	2,401	2,440	2,448
Capital surplus	4,555	4,588	4,599
Retained earnings	-860	-3,437	-3,370
Treasury stock	-1,203	-1,182	-706
Other	91	129	138
<b>Liabilities and Net Assets</b>	<b>9,931</b>	<b>7,024</b>	<b>7,462</b>

Note \* It was procured at fixed interest rates, minimizing the impact of market interest rate fluctuations.

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## Our Approach to Investment of Capital and Shareholder returns

Towards sustainable improvement of corporate value, our priority is to invest in business for the time being

### Investment targets and approach to shareholder returns

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- At this moment, the Company's priority is to increase its corporate value by focusing on further business expansion and achieving sales growth.
- For this reason, we are looking to invest our funds in hiring human resources that will contribute to business growth, strengthening existing products, developing new products, M&A and alliances with partners, etc.

### Our mindset toward Growth Investments

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- For an investment to achieve disruptive growth (e.g., M&A, business model development), Company is considering strategic and flexible procurement methods, including cash on hand, borrowing from lenders, bonds and equity financing, and others, based on a strong financial base.
- While exploring various possibilities, the Company will carefully examine each project by its profitability, financial stability, and the Company's management policy.

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