

Financial Results for the First Quarter of FY2026/3

ExaWizards Inc. (4259.T)

August 12, 2025



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01.

Executive Summary of Q1 FY2026/3

Executive Summary of the First Quarter of the Fiscal Year Ending March 31, 2026

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.**

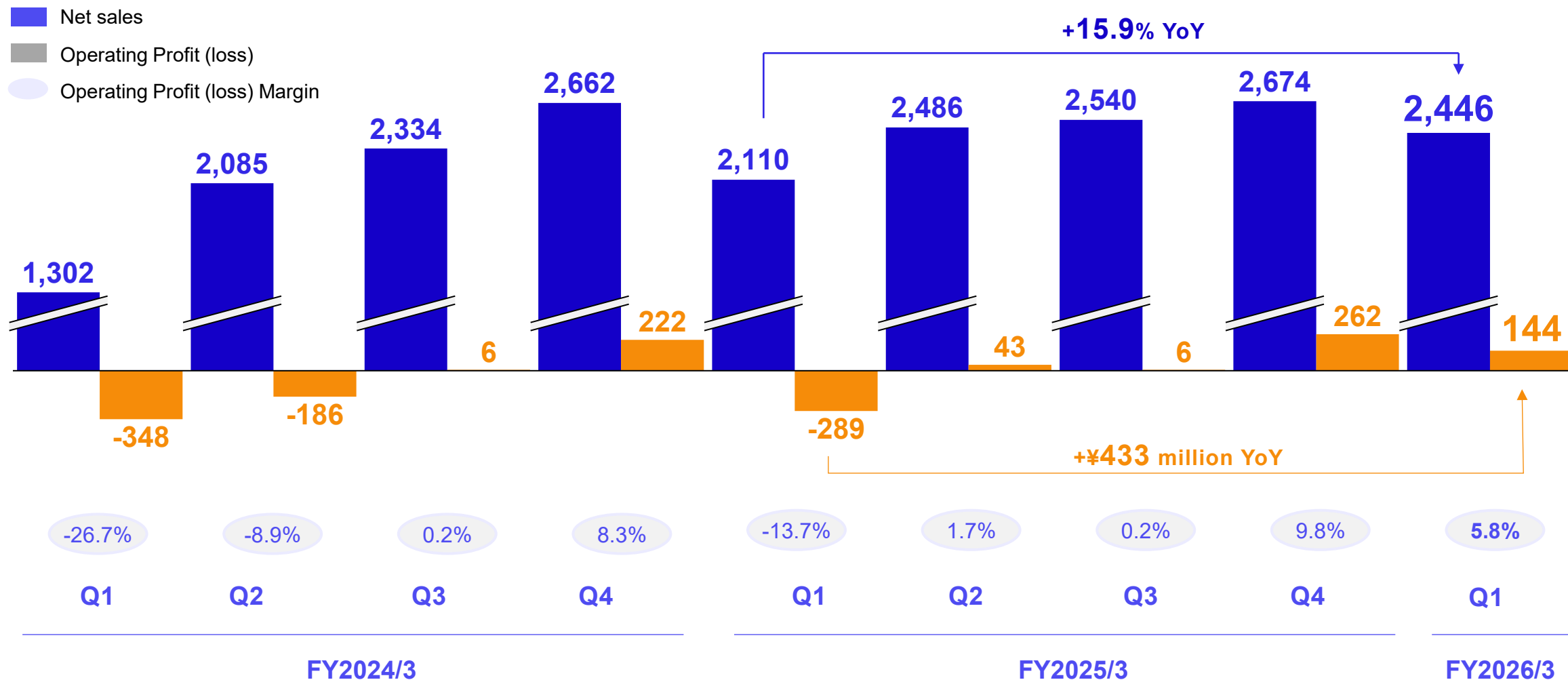
Business Update

- 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



		Q1 FY2026/3		
(Million Yen)		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.
- 23456
- All line items turned profitable for the first time since founding.

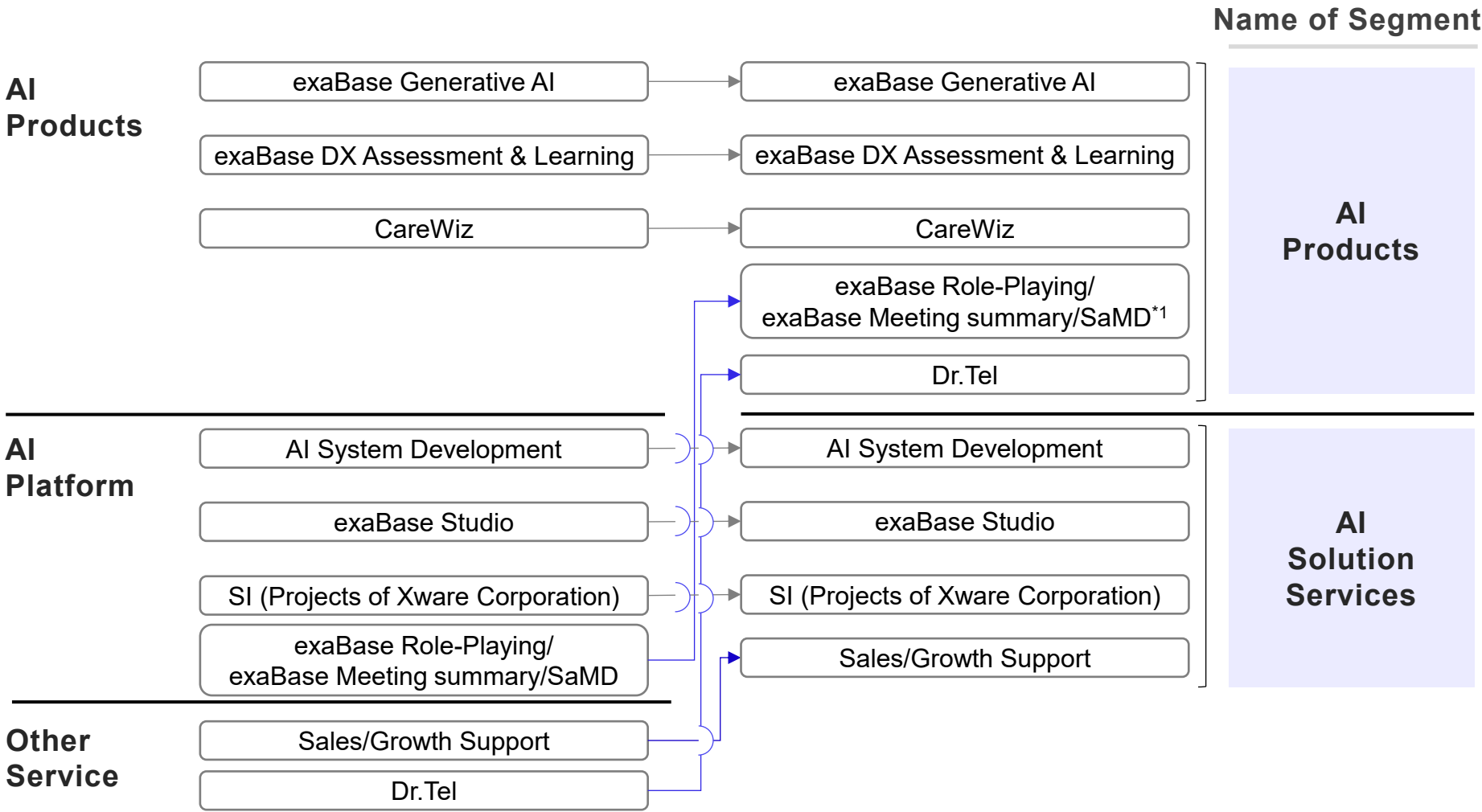
Segment Restructuring from Q1 to Accelerate AI Products Business Growth

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)

New Segments(FY2026.3～)



Clarified the business positioning of each segment

Position of each business

AI Products

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



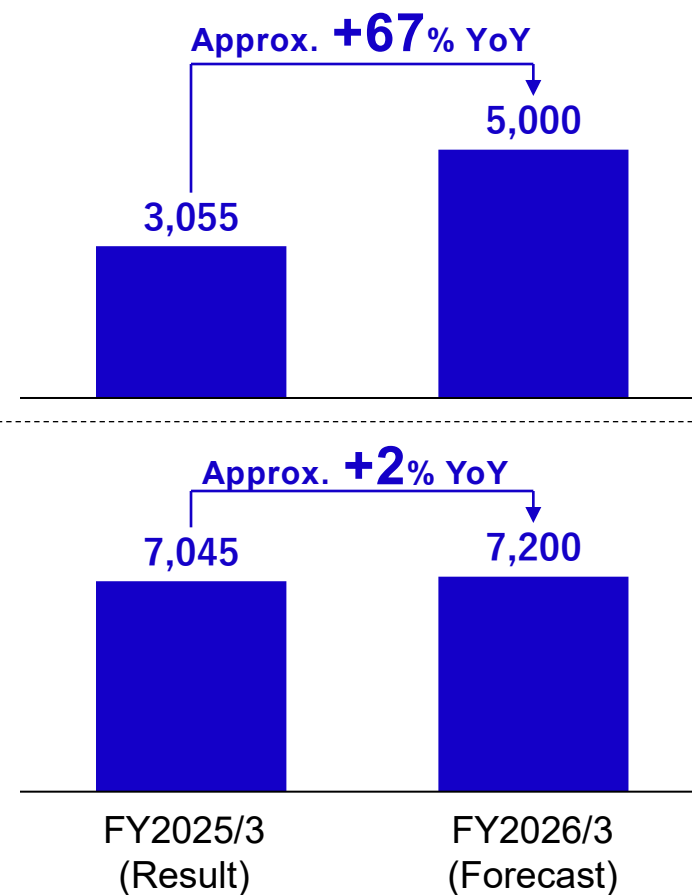
AI Solution Services

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



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

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



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

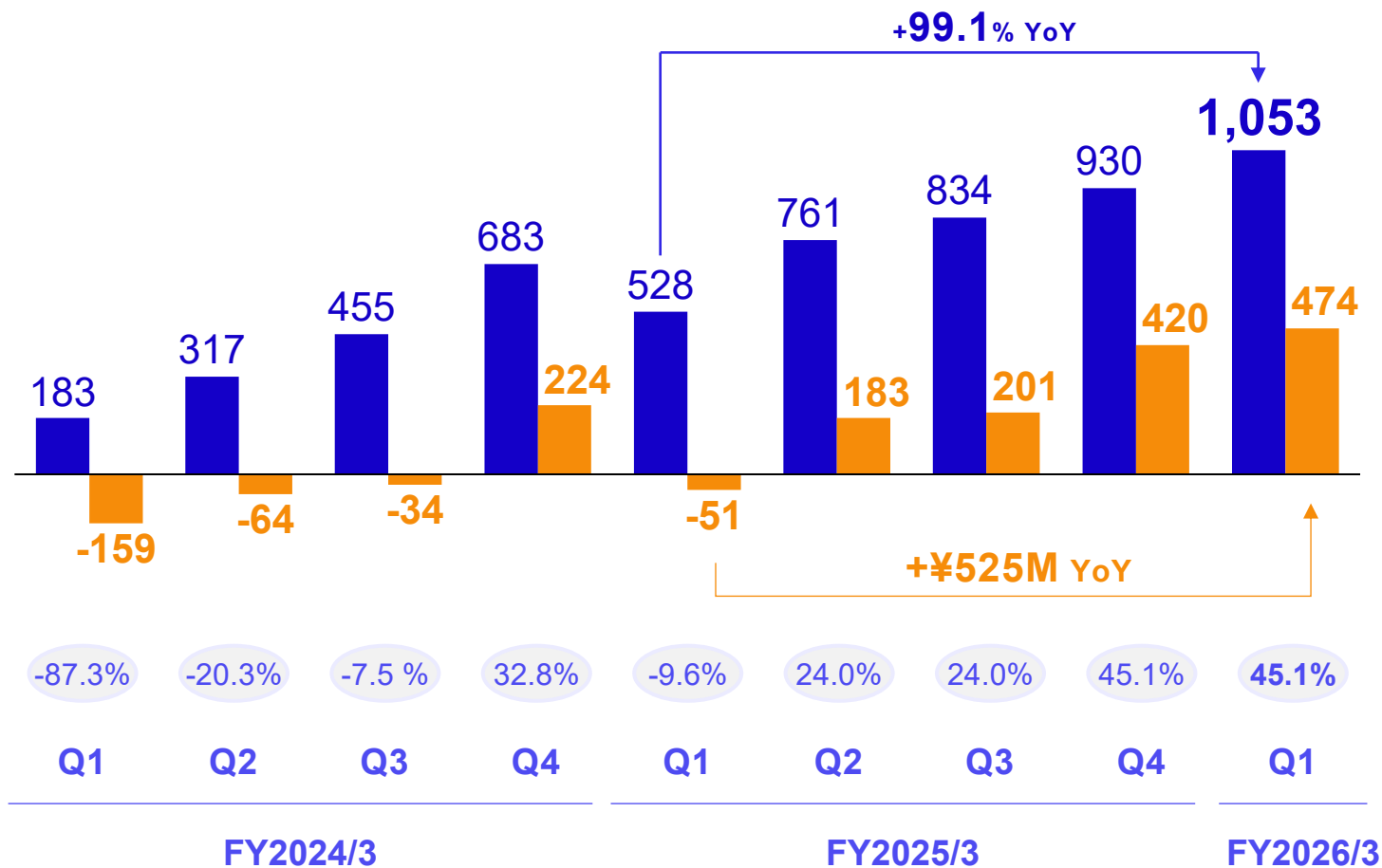


- Revenue down from strategic resource reallocation and project selection
- Margin gains through improved operational efficiency

AI Products Business: Quarterly Trend of Financial Results

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

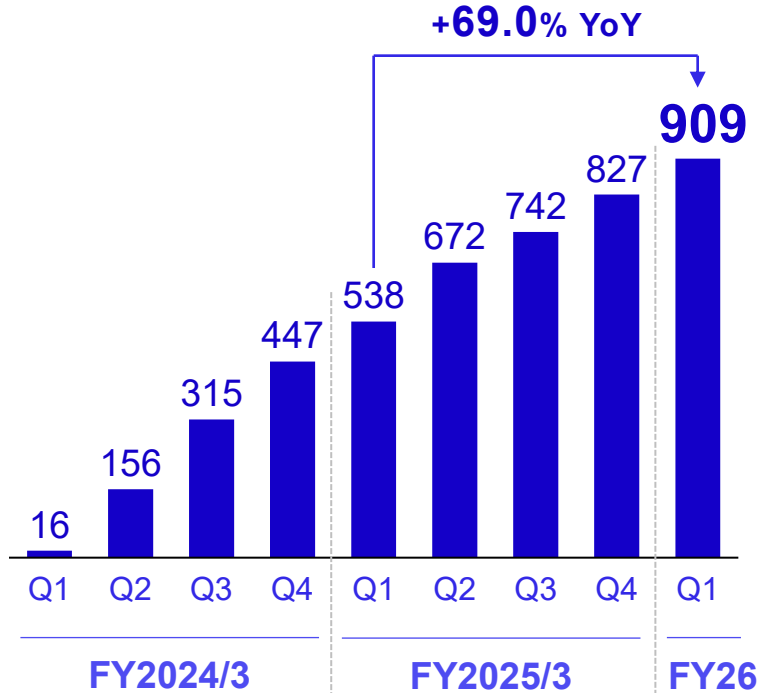
- **+¥525 million improvement YoY**
- **Operating margin maintained at Q4 level**

exaBase Gen.AI/exaBase DX Assessment & 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 ^{*1}	645	193	+210.3%	<ul style="list-style-type: none">Reached approx. 100,000 users in 2 years since launch
 exaBase DX Assessment & Learning	301	194	+55.2%	<ul style="list-style-type: none">Won Excellence Award in Learning Service Category at 10th HR Technology Awards
 CareWiz	91	80	+13.8%	<ul style="list-style-type: none">Participated in MHLW pilot program using CareWiz Toruto^{*3}
Other AI Products ^{*2}	43	61	(29.5%)	<ul style="list-style-type: none">Consolidated old product portfolio to focus resources on exaBase Generative AI/DIAThe sales of exaBase Role Playing and Meeting summary is scheduled to be included from Q2.
TOTAL	1,053	528	+99.0%	

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

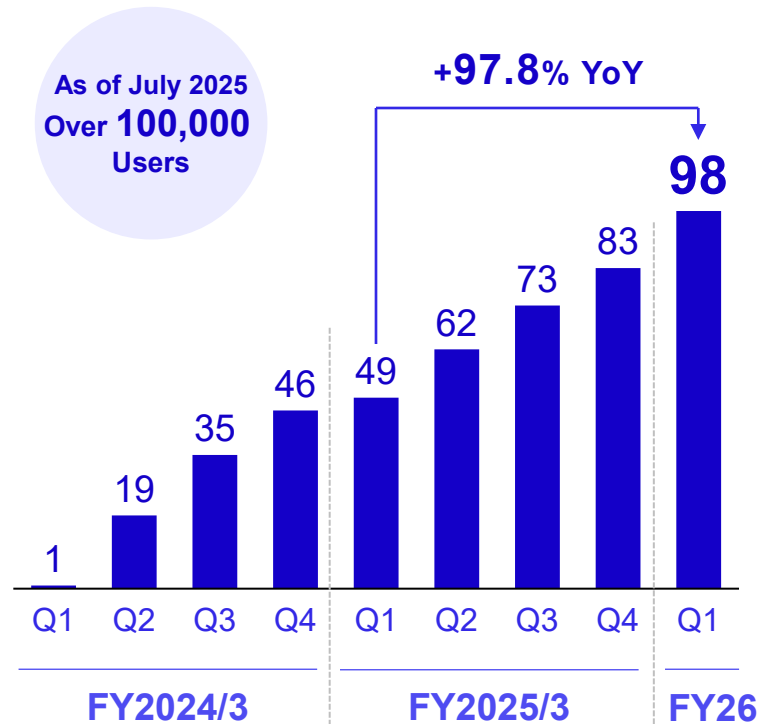
Organizations



■ Growth: +69% YoY

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

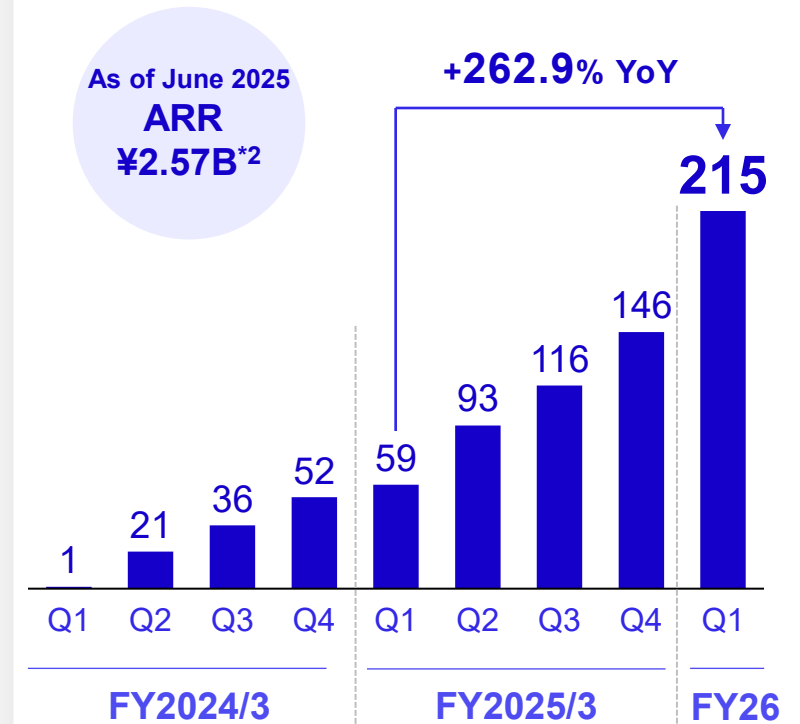
Users (Thousand Users)



■ Growth: +97% YoY

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

MRR*1 (Million Yen)

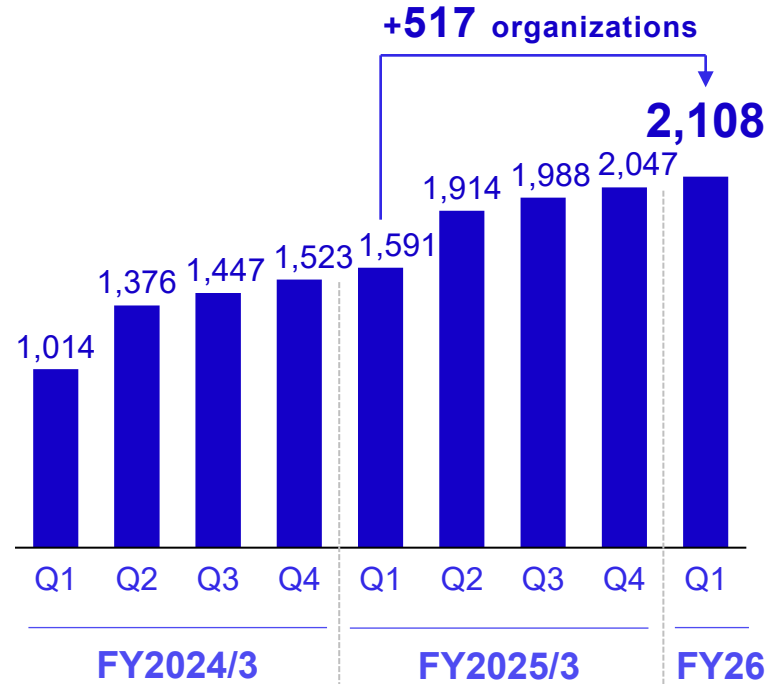


■ Growth: +262% YoY

- WAU*3 exceeding 50% within customers, driving higher usage-based revenue

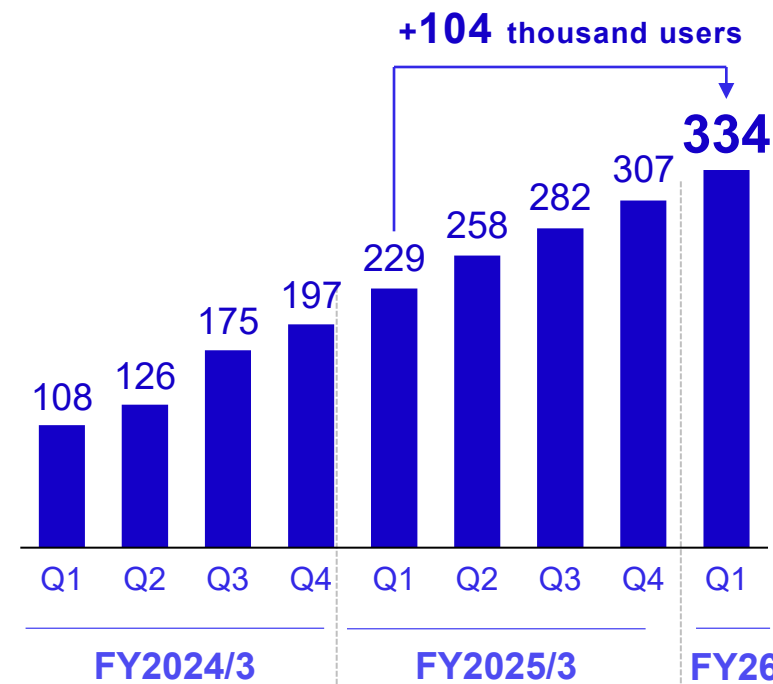
Customer/user growth steady; revenue flat vs. prior Q4 without seasonal factors

Total Organization



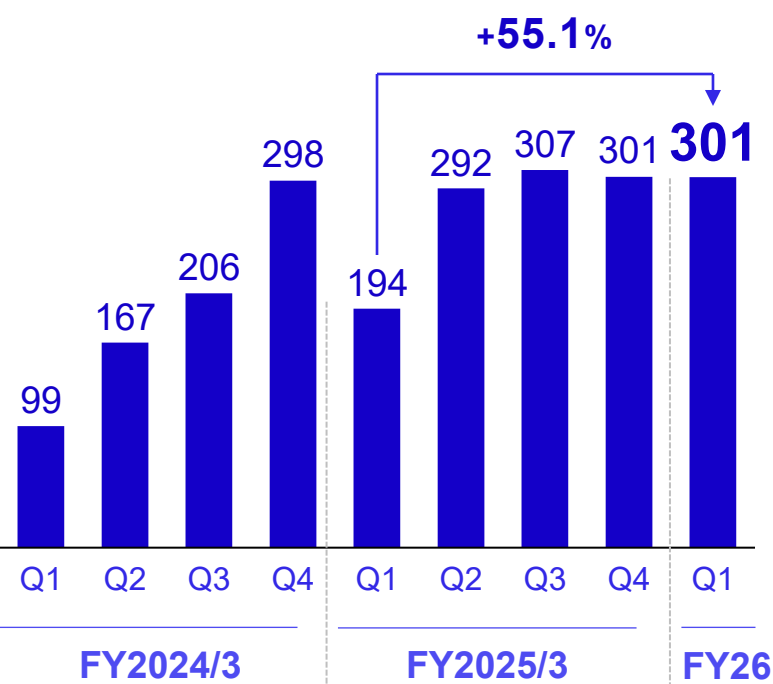
- +517 organizations YoY
 - Sustaining prior H2 customer growth pace

Total Users (Thousand users)



- +100,000 Users YoY
 - Maintaining prior H2 user growth momentum

Quarterly Net Sales (Million Yen)

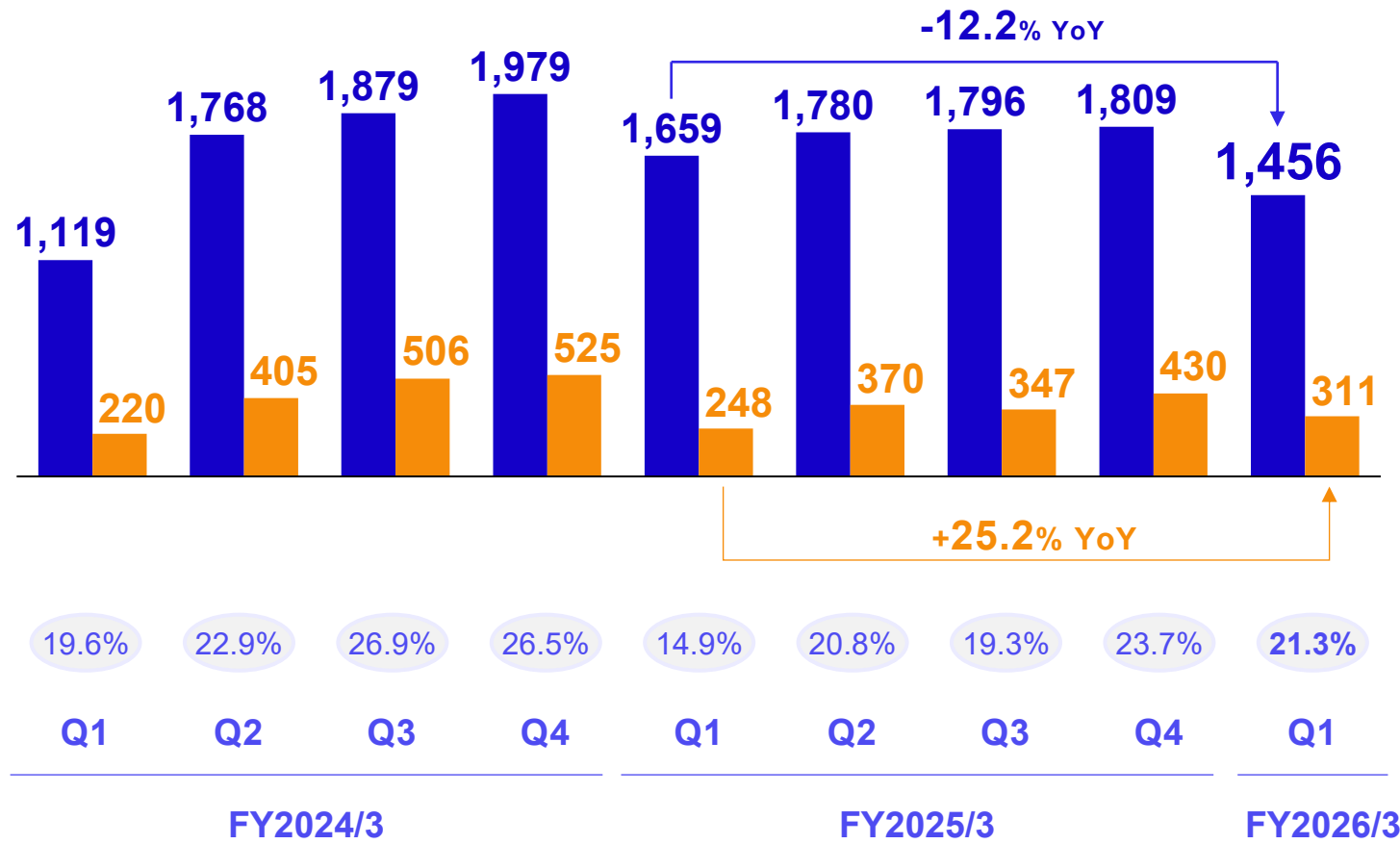


- Grew +55% YoY
 - Reduced seasonality, Q1 growth sustained without typical Q4 drop-off

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

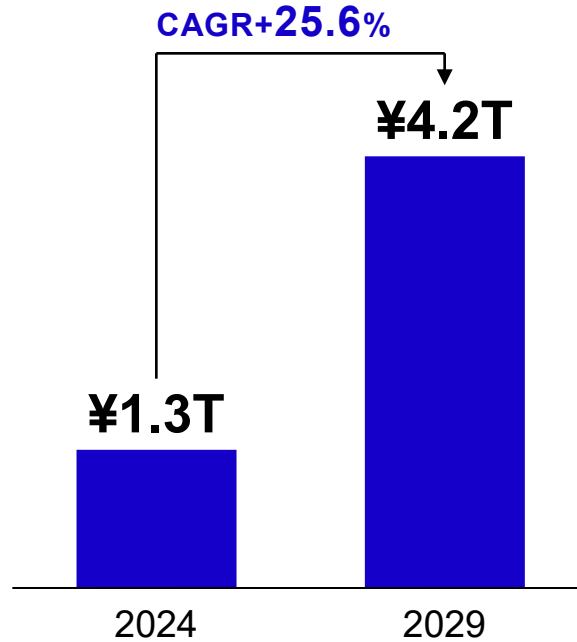


- Net Sales
 - Revenue down 12.2% YoY due to resource shift to AI Products Business and stricter project selection
- Operating Profit
 - Operating profit up 25.2% YoY on improved productivity and lower depreciation

Business Update

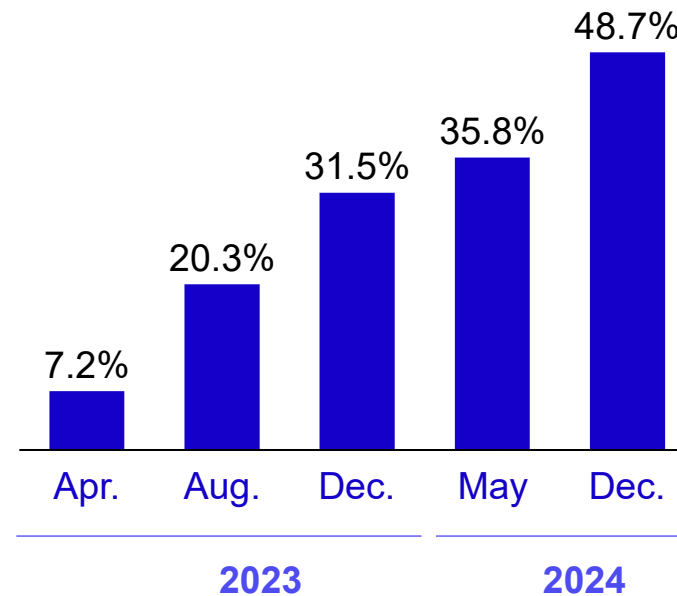
Generative AI market surging with nearly half of companies using it daily

Forecast for Domestic Gen. AI Market Demand*¹

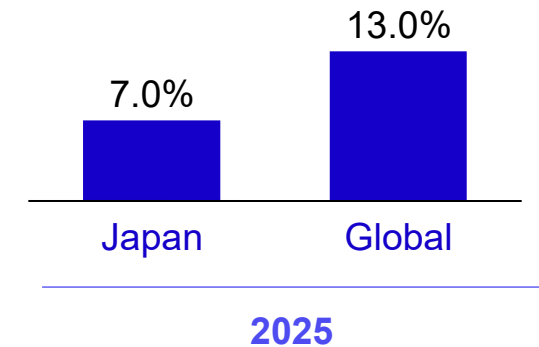


Generative AI/AI agent adoption in Japan

Companies using generative AI daily*²



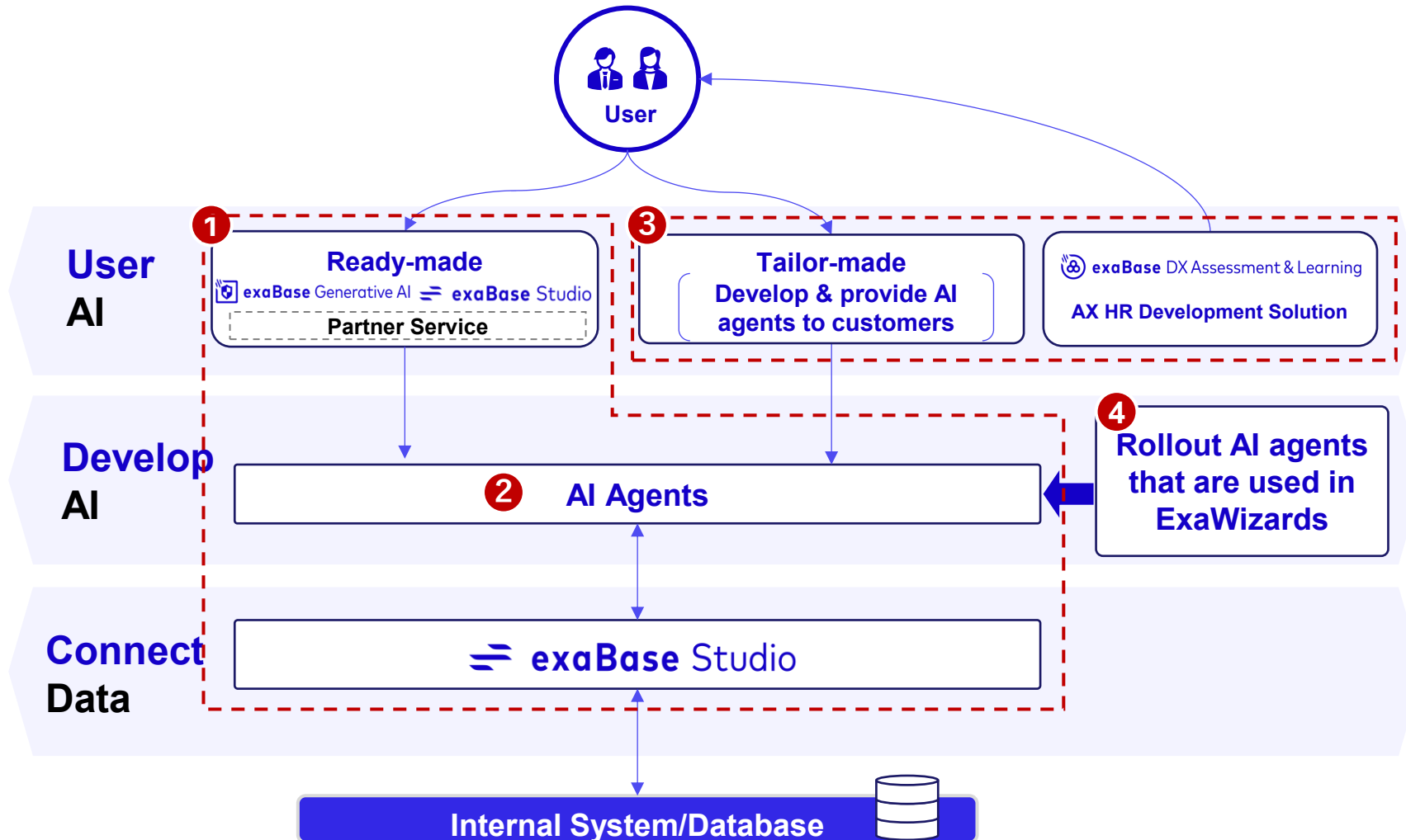
AI agent deployment rate*³



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

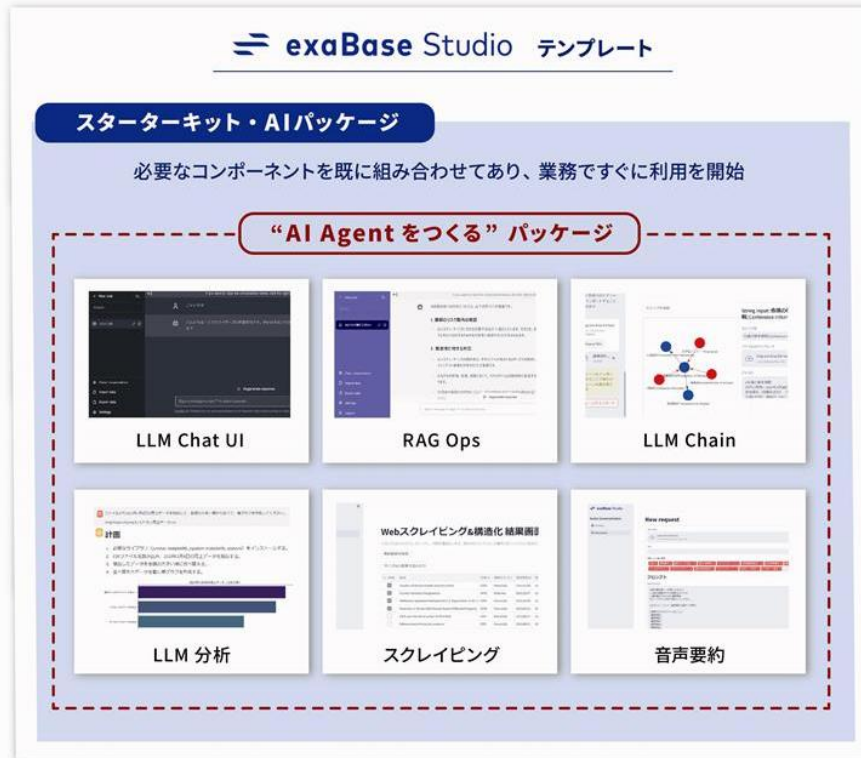
4 Transformation to AI-Driven Management

- Boosting productivity through internal AI agent deployment

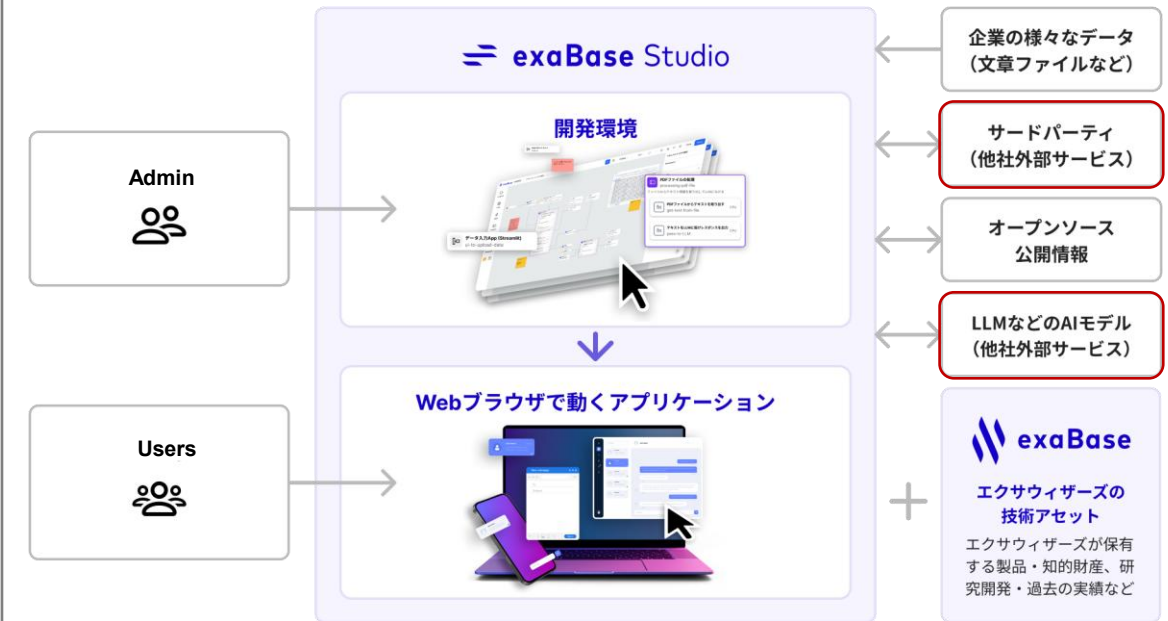
Self-service AI agent creation with plug-and-play external connectivity

Additional function for exaBase Generative AI

AI Agent Packages: Ready to Build, Ready to Launch



Universal Connectivity: 3rd-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

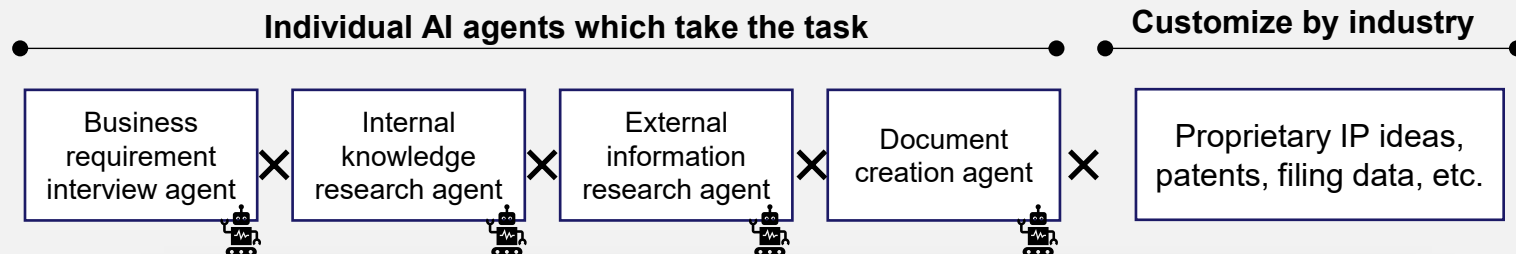


Infrastructure

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



知財文書作成エージェント

実行中 2025年4月14日 5:01
特許明細書自動作成システム
経過時間: たった今

アイデアをまとめた音声データから、特許明細書案の作成を行うシステムを開発しようとしています。明細書を1ステップで作成するのではなく、複数のステップに分解し、それぞれのステップを人、システム、AIエージェントに担当させる仕組みを持つシステムです。

特許出願に必要な観点を理解した業務ヒアリングエージェントが人と対話しながら特許化できるポイントを整理

特許化できる主要ポイント（知財観点から）

- 段階的処理アーキテクチャ: 明細書作成を複数のステップに分解し、それぞれを最適な担当（人、システム、AIエージェント）に割り当てるアーキテクチャ設計。これにより効率化と品質向上を実現する方法。
- 音声データからの構造化抽出技術: 発明者の音声データから特許関連要素（課題、解決手段、効果など）を抽出・構造化する特殊な処理技術。
- ハイブリッド協調システム: 人間とAIの強みを組み合わせた協調ワークフローの具体的な実装方法。特に各ステップでの役割分担と連携方法の独自性。
- 特許要件適合性評価機能: 生成された明細書案が特許要件（新規性、進歩性、産業上の利用可能性等）を満たしているかを評価・改善するアルゴリズム。
- 適応型プロセス最適化: 過去の明細書作成プロセスからの学習に基づき、各発明の特性に応じて最適なワークフロー・担当者配置を自動的に調整する仕組み。

これらのポイントは、技術的な新規性と進歩性を持ち、具体的な実装方法を示すことで特許化の可能性が高いと考えられます。さらに詳細な検討や各ポイントの展開方法についてご質問があれば、お知らせください

知財文書作成業務をステップに分解し順に実行

特許化できるポイントの決定 1/3

経過時間: たった今

特許化できるポイントの提案

LLMによる生成

結果を見る

LLMによる詳細分析

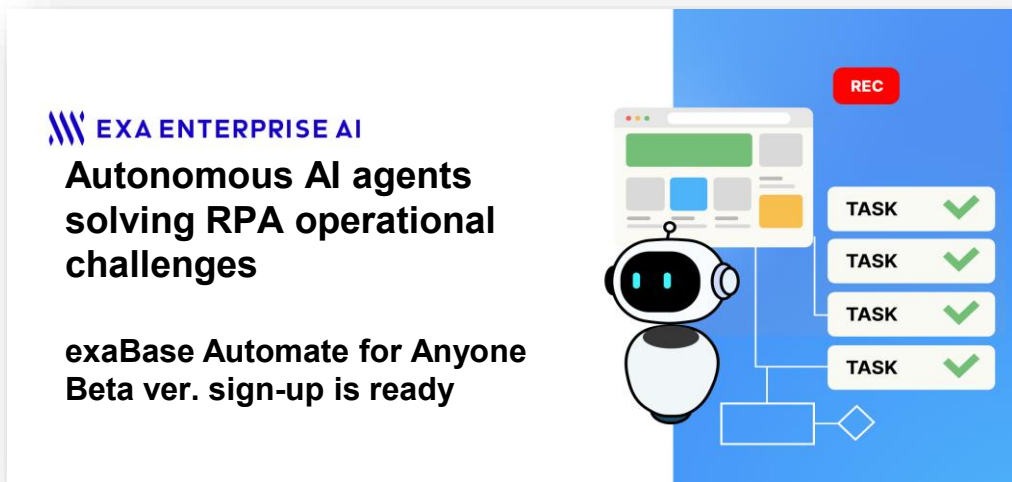
明細書の自動作成 0/1

明細書の出力 0/2

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

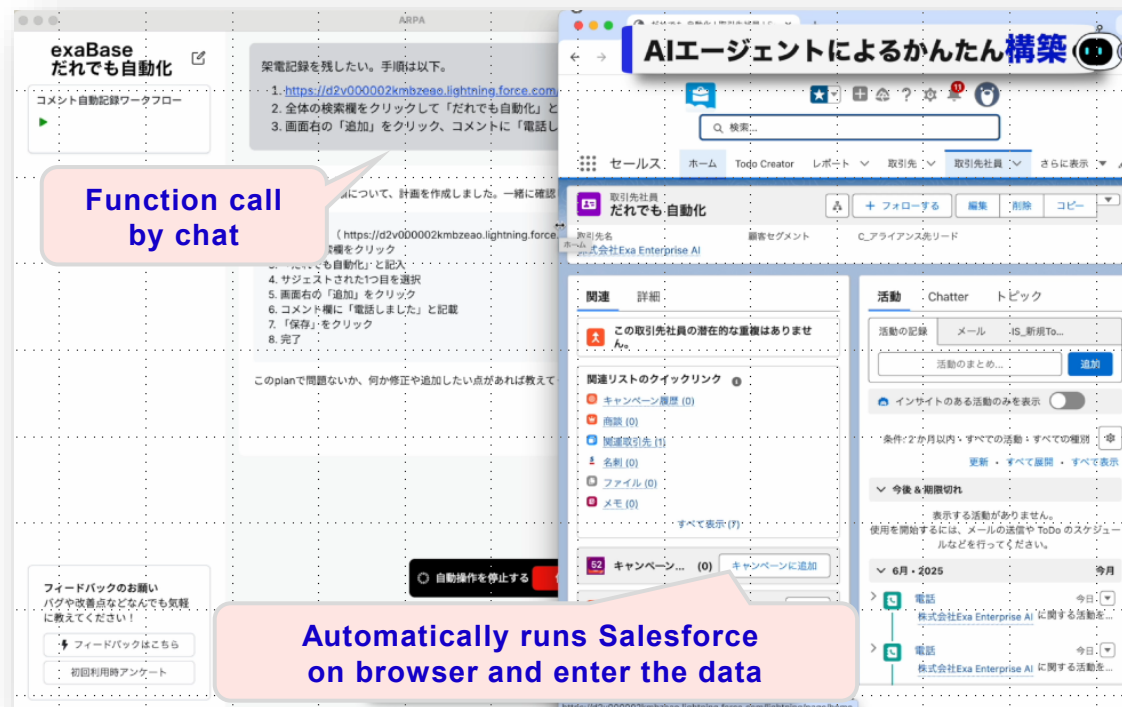
exaBase Automate for Anyone

Use case of RPA development



- ✓ 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

■ 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

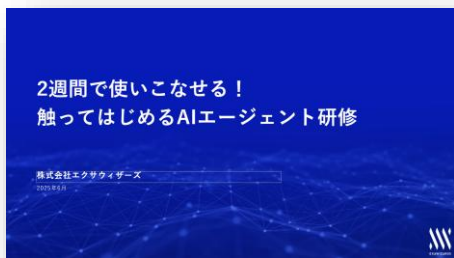
AI Agent Operations Support: Complete Service Overview

● ————— Upskilling ————— ● ————— Guided Journey to In-House Development ————— ●

Enhance the usage

Set-up Environment

Develop AI Agent



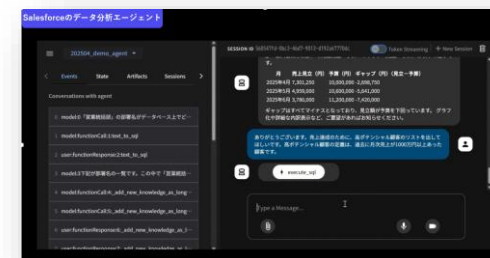
Training program of AI agents

- From AI Agent Fundamentals to Advanced Power-User Tips



exaBase Studio Environment Setup

- Preparing customer infrastructure for seamless exaBase Studio deployment



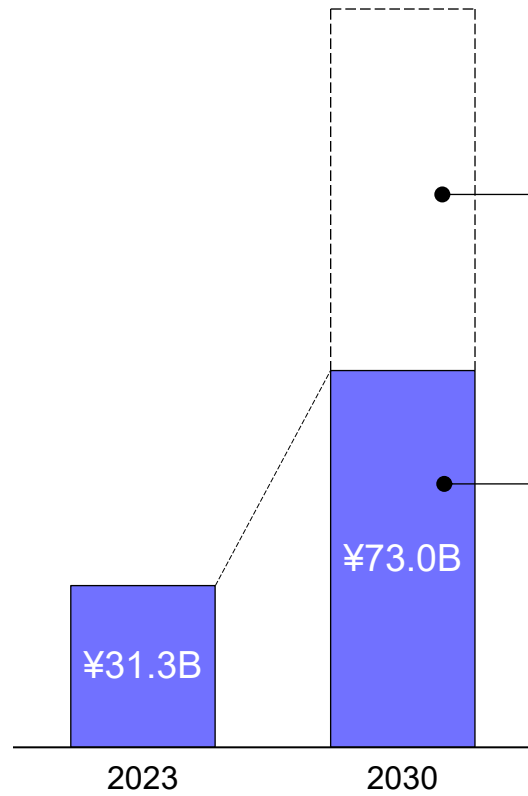
AI agent development

- 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

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

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*¹
- Steady growth, but enterprise DX talent development needs reaching saturation

Enhancing AX Support in our Talent Development Services

Training

- AX Ideathon
- AI Agent Development Support*²

Learning

- AX e-Learning Programs
- AI Agent Hands-on Training*²

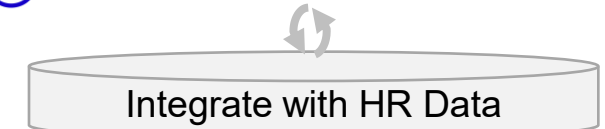
Planning

- AX Talent Requirements Definition
- AX Organization Design
- Training Program Selection

Vizualizing

- Integrating assessment outcomes with HR data

 **exaBase** DX Assessment & Learning



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*1 to
Focus on Higher-
Value Work

Up sell

Sales

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

Delivery

- Coding Agent
- Deep Research
- • • and more

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*2 AI
- FAQ AI
- • • and more

PR/IR

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

Proven internal
solutions rolled
out to market

Infrastructure

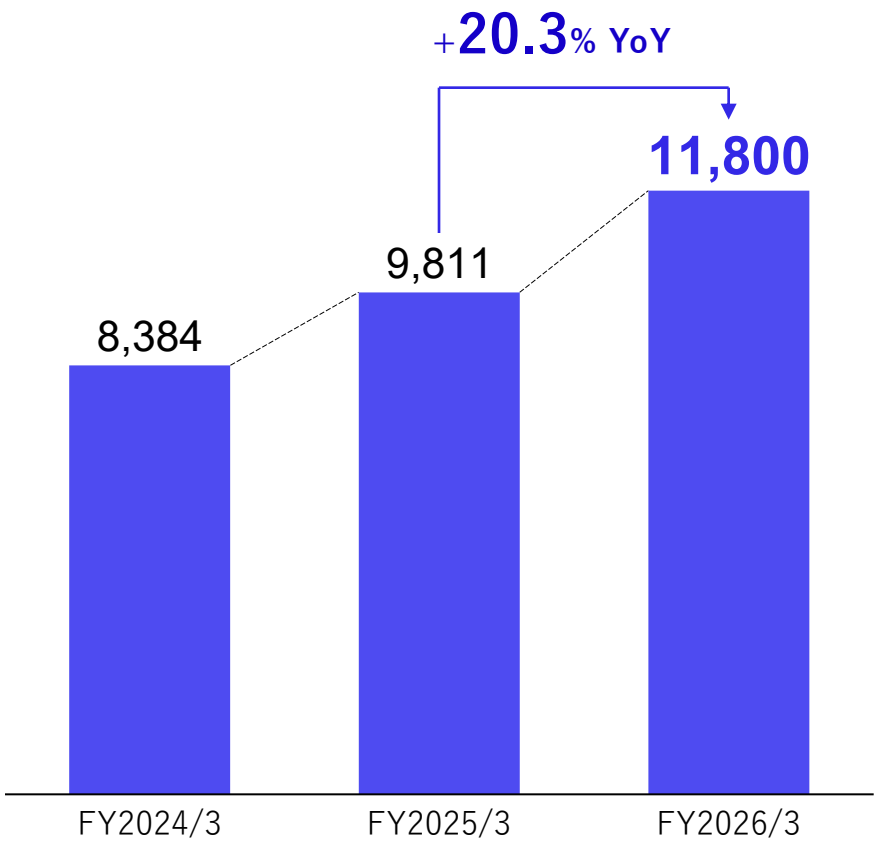
Own Services  exaBase Generative AI  exaBase Studio

External Services (Coding agent, Workflow tools, etc)

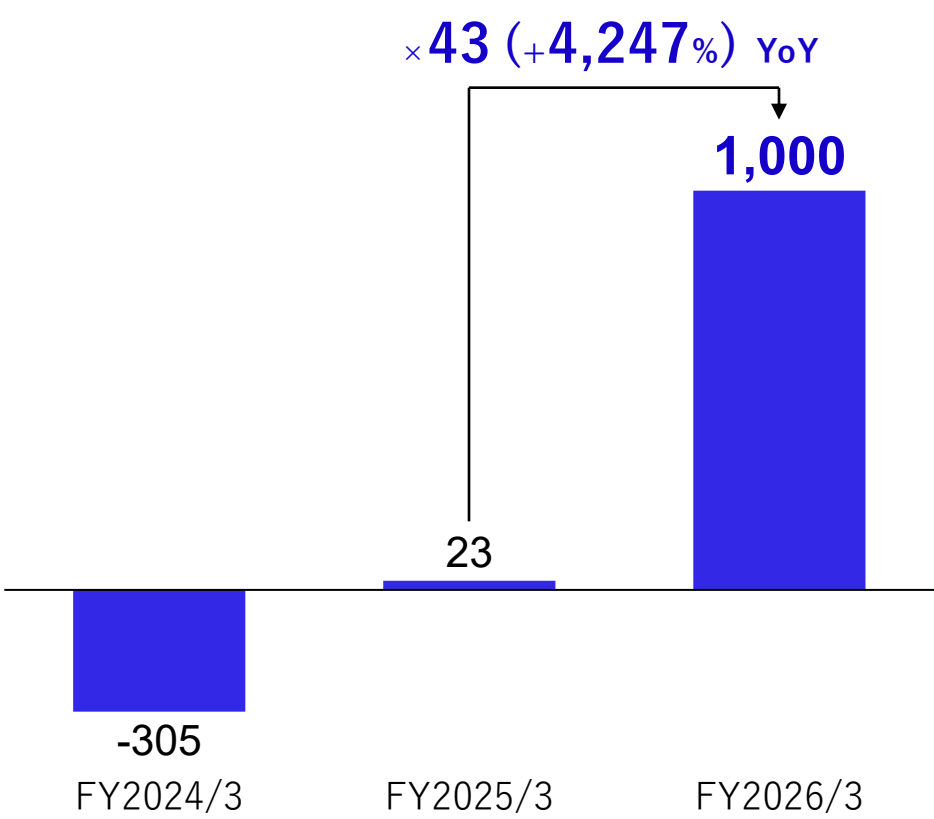
Earnings Forecast for the Fiscal Year Ending March 31, 2026

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)



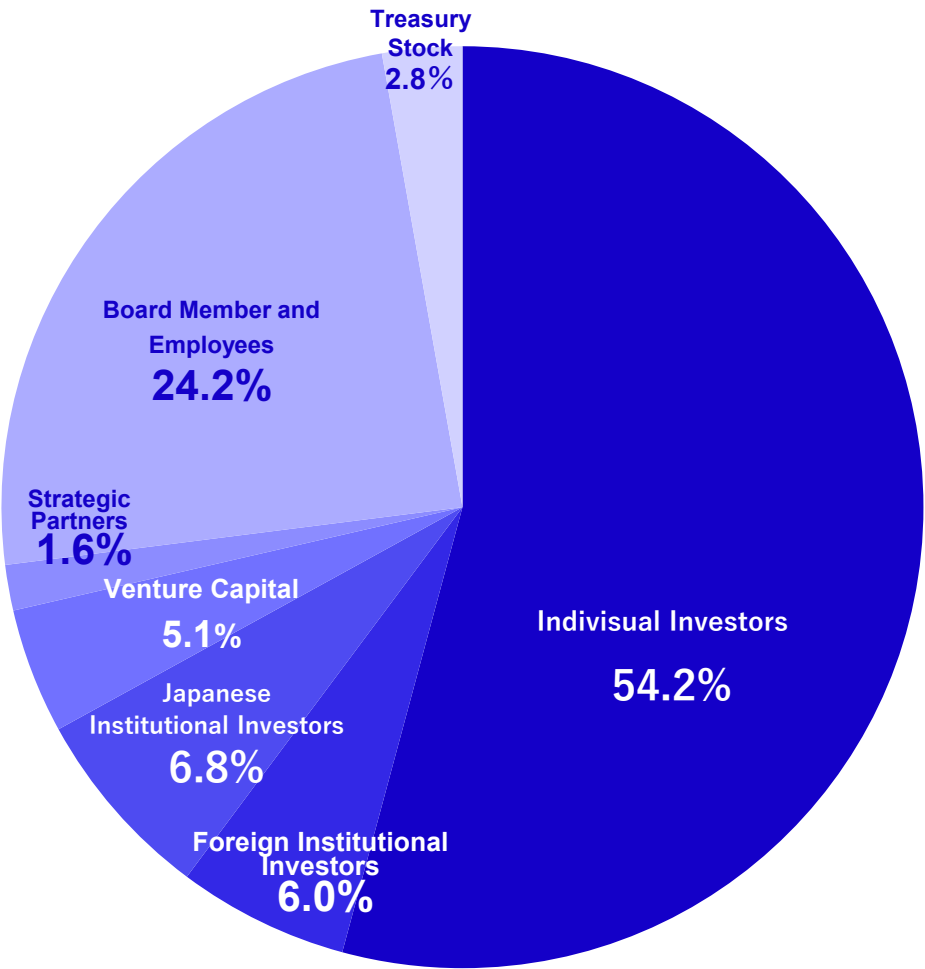
Appendix

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

Shareholder ⁽¹⁾	Number of shares held (thousand)	Shareholding ratio ⁽²⁾ (%) (%)
Makoto Haruta ^{*3}	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
Current assets	5,518	5,229	5,519
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
Non-current assets	4,413	1,795	1,943
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
Assets	9,931	7,024	7,462

(million yen)	FY2024/3	FY2025/3	Q1 FY2026
Current liabilities	1,806	2,065	2,021
Current portion of long-term borrowings	300	600	600
Account payable – other	660	350	334
Accrued expenses	460	432	469
Other	385	682	617
Non-current liabilities	3,141	2,419	2,331
Long-term borrowings*	2,550	1,950	1,875
Other	591	469	456
Net assets	4,983	2,539	3,109
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
Liabilities and Net Assets	9,931	7,024	7,462

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

- 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

- 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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