

August 13, 2025

Fiscal Year Ending March 2026 Q1 Financial Results

2025.04.01 - 2025.06.30

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Summary of Consolidated Financial Results for the 1st Quarter of the FY2026

● Revenue and profit declined due to the termination of transactions with a major client.

└ Despite the year-on-year decline in revenue and profit, initial sales of new services remained strong in Q1 and are expected to contribute to recurring revenue from Q2 onward.

● The Company is actively implementing initiatives aimed at future business growth.

└ **New clients** | The number of new client acquisitions is steadily increasing, primarily driven by inbound inquiries through referrals and the website.

└ **Existing clients** | Enhanced upselling and cross-selling efforts have resulted in tentative orders from numerous companies for Q2 and beyond.

└ **Business partnerships** | The Company has initiated discussions for a strategic partnership with a major company ranked No.1 in its industry, with formal collaboration expected to begin in the second half of the fiscal year.

Net sales

Year on Year

– 20.1%

1,408,904

JPY thousands

Ordinary profit

Year on Year

– 36.2%

327,307

JPY thousands

Operating profit

Year on Year

– 36.3%

327,224

JPY thousands

Quarterly profit attributable to owners of parent

Year on Year

– 40.5%

211,113

JPY thousands

Overview of Financial Results

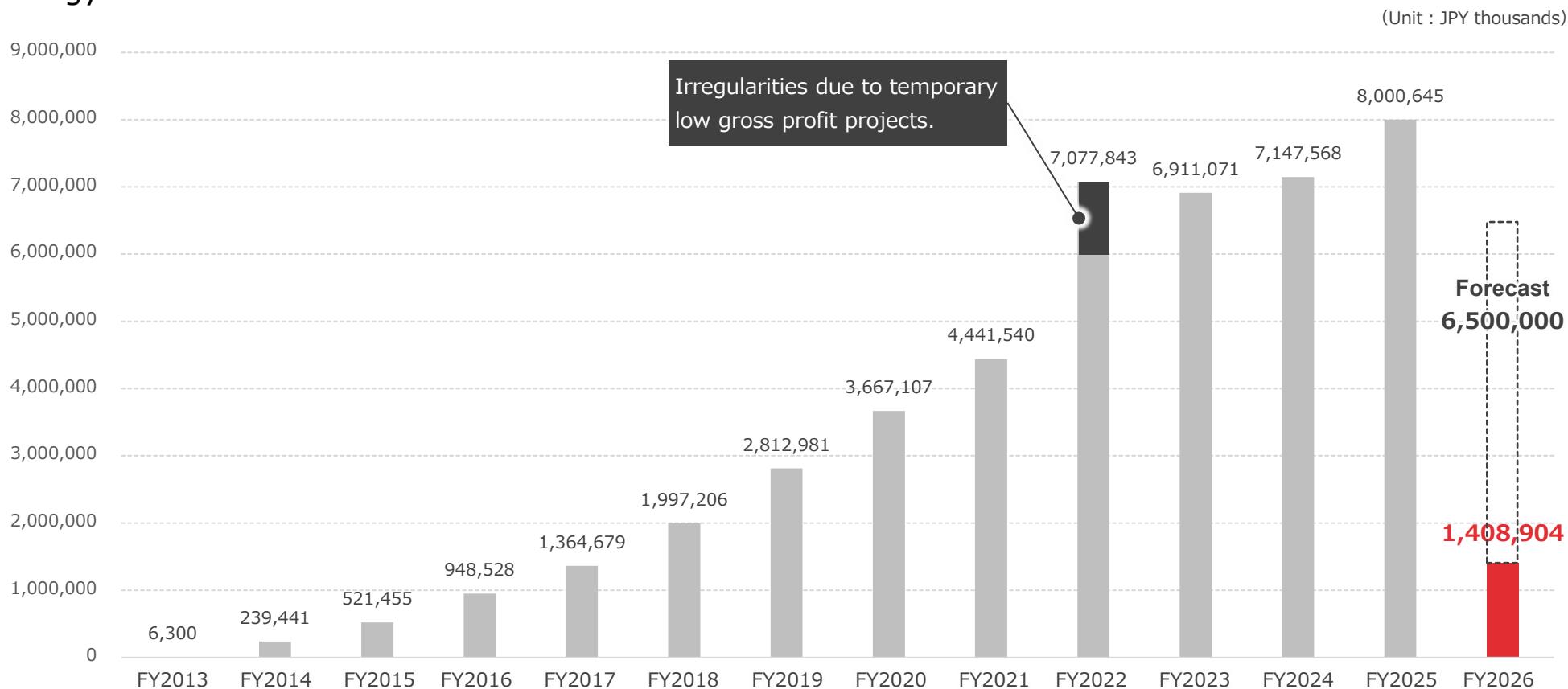
Although both revenue and profit declined year-on-year, Q1 progress toward the full-year forecast remains generally in line with the plan.

- In Q1, profit margins temporarily declined due to a high volume of initial sales, which are expected to lead to recurring revenue in future quarters.
- Selling, general and administrative expenses increased, primarily due to personnel costs, reflecting proactive hiring aimed at future business growth.

(Unit : JPY thousands)

Item	FY2025	FY2024	Year on Year	FY2025 Forecast		
	Actual	Actual		Full-year	Progress rate	
Net sales	1,408,904	1,762,994	(354,089)	(20.1%)	6,500,000	21.7%
Cost of sales	782,662	966,054	(183,391)	(19.0%)	—	—
Gross profit	626,241	796,939	(170,697)	(21.4%)	—	—
Selling, general and administrative expenses	299,016	283,338	+ 15,678	+ 5.5%	—	—
Operating profit	327,224	513,600	(186,375)	(36.3%)	2,000,000	16.4%
Ordinary profit	327,307	512,658	(185,351)	(36.2%)	1,980,000	16.5%
Profit attributable to owners of parent	211,113	354,693	(143,580)	(40.5%)	1,386,000	15.2%

- Customer acquisition has continued to progress steadily since the previous fiscal year, accompanied by stable upselling and cross-selling to existing clients.
- Although revenue declined year-on-year due to the termination of transactions with a major client, progress toward the full-year forecast remains broadly on track.
- The Company continues its sales activities for both new and existing clients with the same level of energy and commitment as before.



Operating Profit & Ordinary Profit Trends

Although profit declined due to the termination of transactions with a major client, progress toward the announced figures is generally in line with the plan.

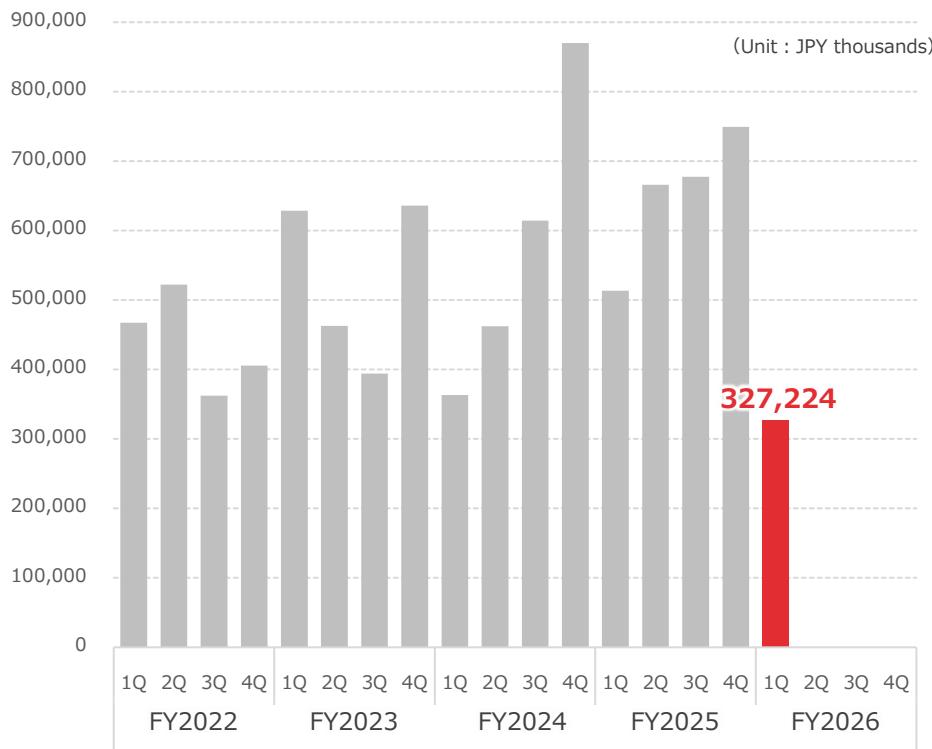
└ Progress Against Plan Operating profit: 16.4% of the full-year forecast of JPY 2.0 billion |
Ordinary profit: 16.5% of the full-year forecast of JPY 1.98 billion

In Q1, profit margins declined due to a higher proportion of initial sales from newly launched services.

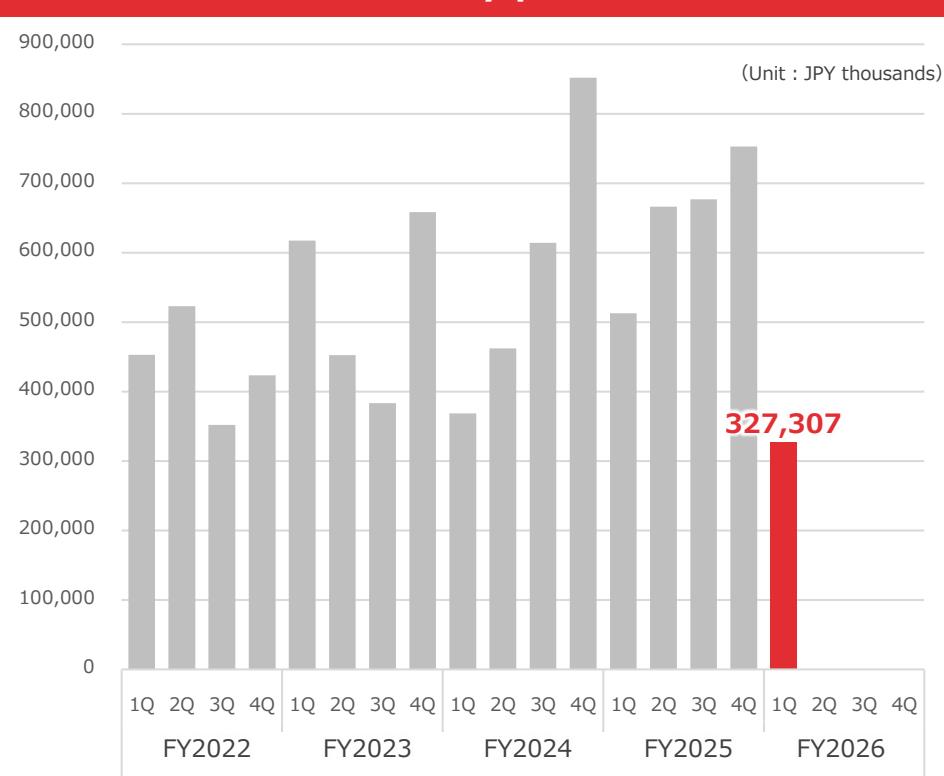
└ Q1 FY2026 Profit Margins Operating profit margin 23.2% | Ordinary profit margin 23.2%

Note: Profit margins are expected to improve over the full year as recurring revenue accumulates in subsequent quarters.

Operating profit



Ordinary profit



Main reasons of increase/decrease.

【Asset】 Assets decreased due to a decline in cash and deposits resulting from tax payments, as well as a decrease in accounts receivable.

【Debt】 Liabilities decreased due to a reduction in accrued corporate taxes and accounts payable.

【Net Asset】 Although quarterly net income attributable to owners of the parent was recorded, net assets decreased due to the payment of dividends from retained earnings.

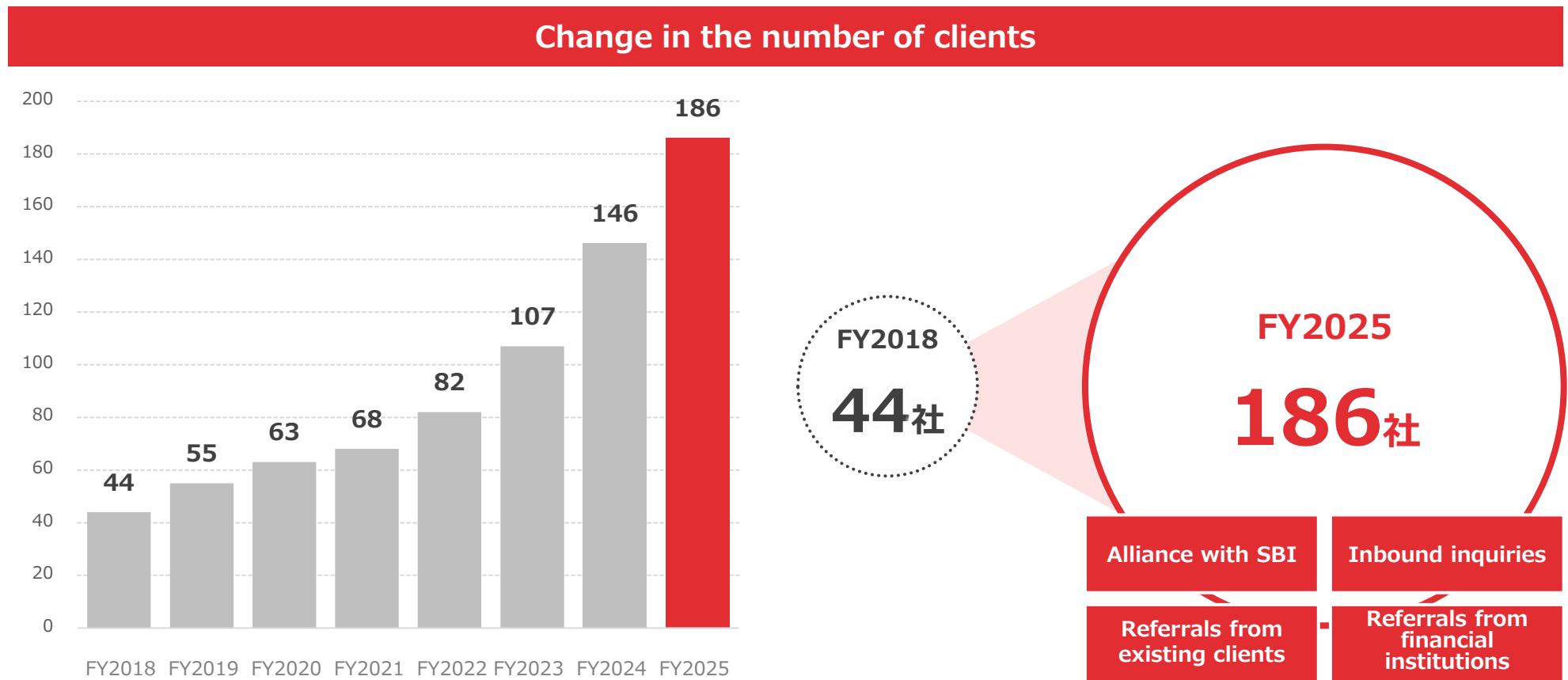
(Unit : JPY thousands)

Item	FY2026 1Q	FY2025	Year on Year comparison	
	Actual	Actual	Increase/decrease	Increase/decrease ratio
Current assets	5,243,812	6,402,871	(1,159,059)	(18.1%)
Cash and deposits	4,587,926	5,346,541	(758,615)	(14.2%)
Non-current assets	1,056,612	1,123,188	(66,576)	(5.9%)
Total assets	6,300,424	7,526,060	(1,225,636)	(16.3%)
Liabilities	517,473	1,143,272	(625,799)	(54.7%)
Net assets	5,782,951	6,382,788	(599,837)	(9.4%)
Equity ratio (%)	91.8%	84.8%	—	—

Number of Clients

Achieved a stable increase in the number of client companies.

- New customer acquisition continued to be driven primarily by inbound channels, with no major change in approach.
- Marked increase in inquiries, numerous referrals from client financial institutions, and strengthened collaboration with SBI Group, a strategic capital and business partner.
- In FY2025, 40 new client companies were acquired. This momentum continued in Q1 of FY2026, with steady acquisition of new clients.



Business Overview

Data Collection, Processing & Mapping Technologies

Services out of our technology stack

HTML Information Compliance Measures

Regardless of acquisition difficulty, cleansing, mapping, and content classification processes were applied to large volumes of crawled data, enabling the generation of analyzable records.

Non-HTML Content Measures

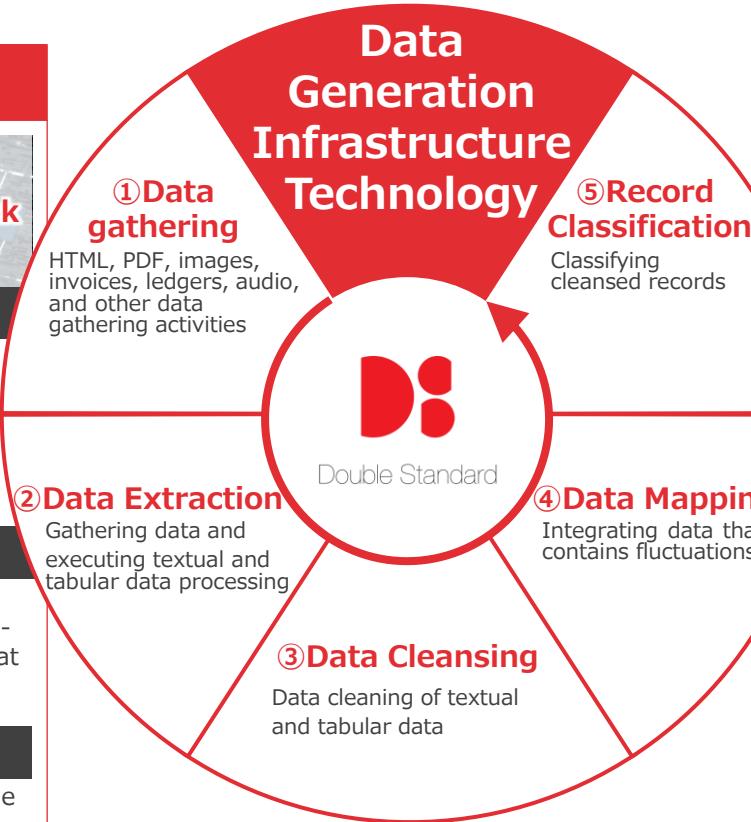
In addition to data extraction via AI OCR, our cleansing technology is applied to optimize field-level data, enabling processing equivalent to that of HTML-based content.

Handwriting and Voice Recognition Measures

For handwritten text and voice data—both prone to character corruption under standard processing—proprietary methods are applied, including data completion, to achieve high-accuracy results.

Unstructured Data Handling Measures

Established a technical foundation utilizing embedding technology, which converts large volumes of text into numerical vectors to evaluate relevance and similarity, enabling automatic question-and-answer generation and document categorization.



Data Generation Infrastructure and Latest Processing Technologies

Vector Database Processing Technology

A technology that converts text into numerical vectors and derives similarity and relevance from the converted data, enabling its application across various business operations, such as Q&A systems and advanced search functions.

Data Processing Service

Services out of our technology stack + service planning and development capabilities

Data Processing & Change Detection System

Example: Automatically detects all new and updated content on target company websites, helping clients avoid missed changes through a cost-effective service.

Data Processing & Business Improvement System (1)

Example: Developed multiple systems that collect and integrate data—such as product prices and rental rates—and use data processing to derive optimal solutions from large datasets.

Data Processing & Business Improvement System (2)

Example: Utilizes voice data and location information to generate accurate digital records, supporting clients in sales promotion and operational efficiency.

Other services for corporations

Examples include:

- Various AI-OCR services
- Various data cleansing services
- Various services utilizing vector database processing

We generate data by applying two technical elements, "data cleansing" and "data enhancement"

Data generating system



Solving the biggest pain point in routine tasks: Reducing manual data entry!

D-Fit&D-Just – Manual data entry reduction services –

Target document

Analog format	
会社名／屋号	ふりがな かぶしきかいしゃ〇〇〇
法人形態	<input checked="" type="checkbox"/> 株式 <input type="checkbox"/> 有限公司 <input type="checkbox"/> 合資・合名
代表者名	ふりがな やまだ たろう
所在地	〒 000-0000 東京都港区〇〇〇

Paper document

Hand writing

Digital format



PDF format



Excel format



Word format

Convert to PDF by uploading
(under development)

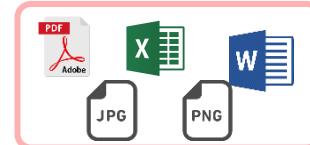
Two patterns provided

Comparison with ordinary "AI OCR", "RPA" models

Comparison item

「D-Fit」 & 「D-Just」

Supported formats



- Multiple formats are supported



Other "AI OCR", "RPA" models

- Restricted document formats



Applicable only individually

Applicability to small quantity task

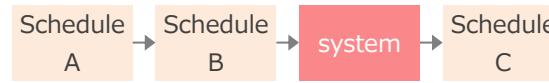


- Applicable to small quantity task



Influence on existing procedures

- Able to preserve existing workflow

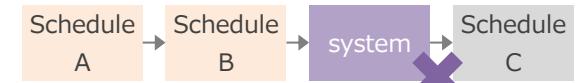


No change on workflow

- Comparatively expensive to apply small quantity task



- Need to review and adjust existing workflow



Need to change workflow

We have prepared two patterns to provide 「D-Series」 service. Most suitable pattern depending on "type of documents" and "situation of user" can be used.

D-Fit (general system)

All-in-one package service which has all basic functions (provides simple functions from inputting ledgers to outputting the results of OCR processing)

D-Just (strengthening individual function system)

Customizable service tailored to needs, including support for complex layout patterns and collaboration with other systems (provides solution completely meets clients' needs)

Almost all types of OCR "Identity verification documents", "My number confirmation document" supported

D-Confia – Identity verification service –

Supported documents list

Identity verification documents with face photo



Driver license
(front & back)



Driver record
certificate
(front & back)



Residence card
(front & back)



Special
Permanent
Resident
Certificate
(front & back)



My number card
(front & back)



Passport

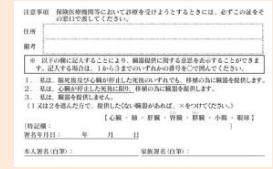
Other identity verification



Notification
card



Certificate of
residence



Health
insurance
card



Basic
resident
register card

We can flexibly read documents that have various formats depending on the issuer

Point



Using our proprietary data processing technology, we can extract information from various types of identification documents.

【Supplemental information】

- New issuance of the Basic Resident Register Card was halted on December 22, 2015.
- From new "passports" issued after February 2020, there will be no address field. (This may render them unsuitable for identification purposes.)

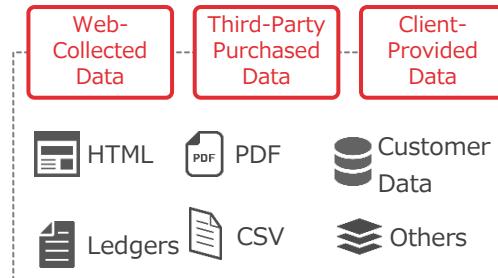
Data preparation service covering collection, processing, and record matching

D-Cleanse

Service Overview

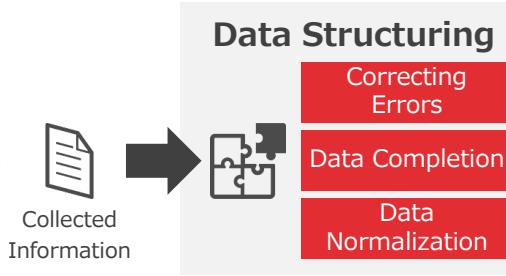
Data Collection

We collect information from HTML, PDF, CSV, forms, databases, and other sources, then convert it into text and structure it into columns.



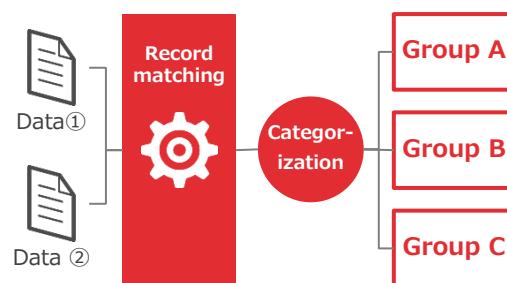
Data Cleansing

Collected information is refined by correcting errors and supplementing missing data, resulting in well-structured datasets.



Data Mapping

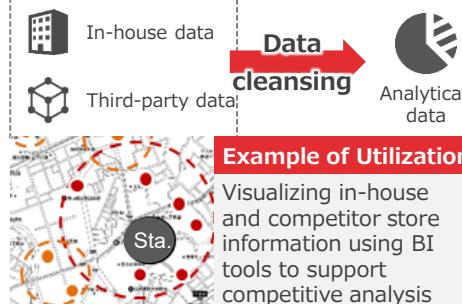
Considering variations in notation, duplicate records are consolidated (record matching), then categorized based on predefined rules.



Use Cases Integration of multiple customer databases

Preparation of competitive analysis data

Generation of optimal market analysis data through reconciliation of in-house and third-party data



Example of Utilization

Visualizing in-house and competitor store information using BI tools to support competitive analysis

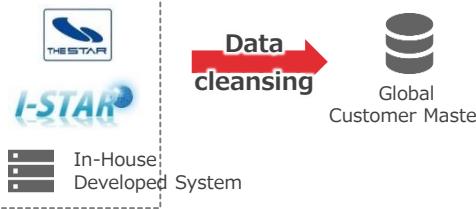
Industry Code Assignment

Industry classification was supplemented for incomplete card data, enabling more advanced analytics and ad targeting.

Use Case	Major Category	Sub Category
Wara Wara Shibuya	Food & Beverage	Izakaya
Torikushi Toriya Shinjuku	Food & Beverage	Yakitori
Le Coucheoup	Food & Beverage	French

Global Customer Master Construction

Record Linkage Measures for AML/KYC and Customer Risk Assessment in Response to [FATF Recommendations](#)



Integrated disparate departmental databases through data cleansing powered by AI and proprietary technologies.

その他

- Travel Site Support Service
- Lowest-Price Product Data Generation Engine
- POS Data Utilization System
- Accommodation – Dynamic Pricing
- AI-Powered Rent Appraisal System
- Pharmaceutical and Genomic Data Generation System

etc...

Detects website updates and notifies in real time

D-Check

Service Overview

- Automatically detects updates on websites of interest, such as competitors and client companies.
- Enables accurate tracking of the latest information without missing any updates.



Automatic Detection of Website Updates



D-Check regularly monitors designated websites to detect any updates.

Email alert on update



If an update is detected on the target site, a notification email will be sent to the registered address.

Compare screens before and after the change



You can compare the screens before and after the change to identify the modified areas.

Use Cases Update Monitoring for Condominium Listing Sites



Entire Page

Detects changes in the entire page, including the HTML source.

Property List

Detects changes in text and URLs within this section.

New Updates

Notifies when specific keywords (e.g., model room, websites) are added.

Instantly detects updates!



Addition, Update, and Deletion of Listed Properties



New Update Notification



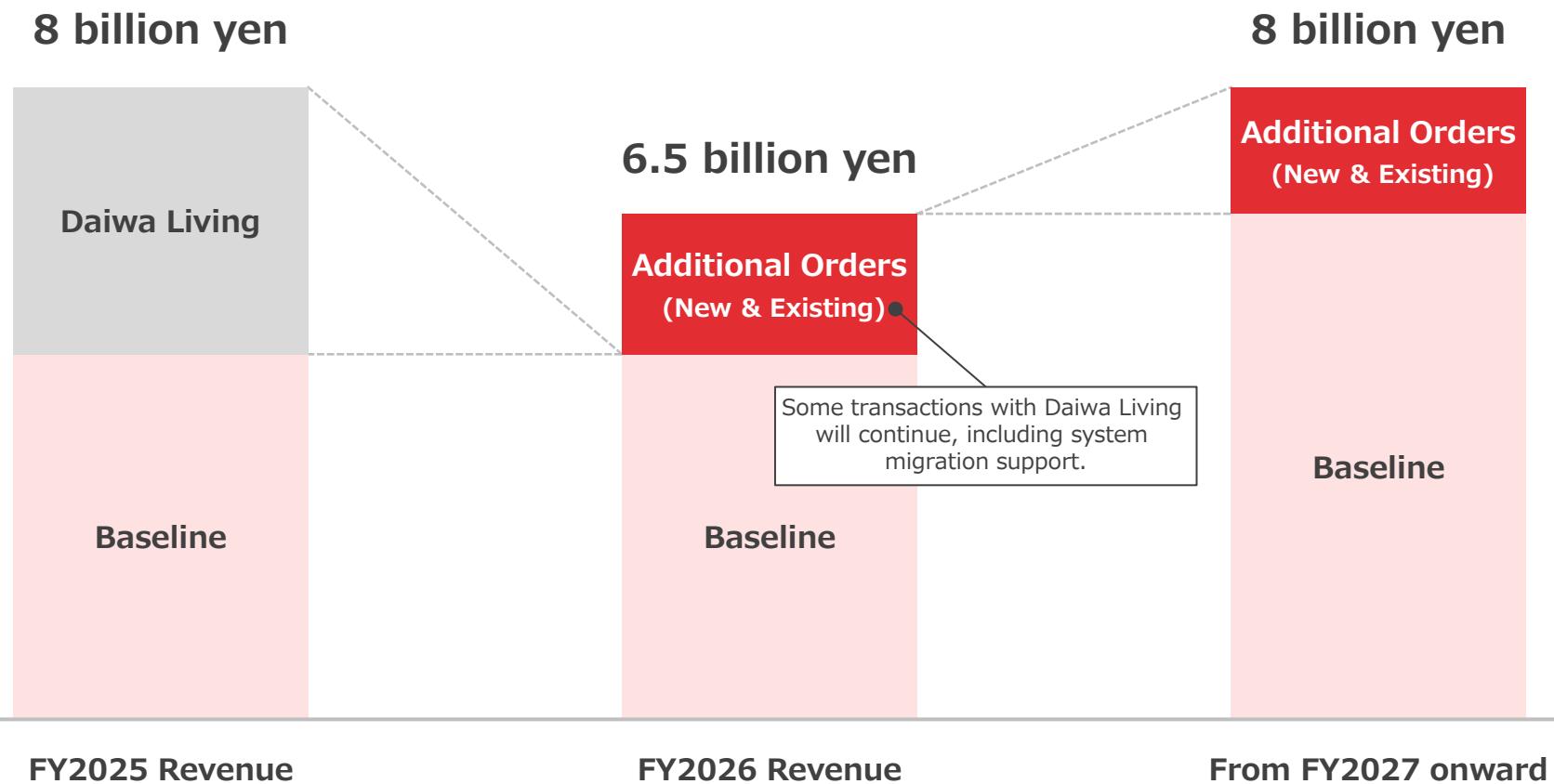
Other Overall Changes (Image Count & Text)

Fiscal Year Ending March 2026 Forecast

Note: Revision to earnings forecast (upward revision)

Aiming to achieve revenue on par with FY2025 through new customer acquisition and existing client expansion.

- **FY2026** : Revenue declined due to the termination of a major client contract.
- **From FY2027** : Targeting a revenue level on par with FY2025 through **new client acquisition** and **expansion of existing accounts**.



Continued recovery after major client loss

- Continued focus on new client acquisition and expansion with existing clients, as in the previous year.
- Aiming to broaden the customer base and reduce reliance on specific clients by strengthening relationships with potential key accounts.

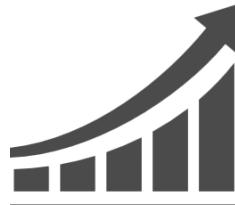
Priority items

1

Acquiring new clients

Accelerating deal acquisition through efficiency-focused, inbound-driven sales activities (inquiries and referrals).

Number of inquiries



Increasing

Our capital alliance partner, SBI group



Referrals from our financial institution clients



2

Expand business with existing clients

Based on examples of our services, we sell various services that have not yet been introduced to clients.

Strengthen sales of proprietary services



D-Fit & D-Just

D-Cleanse

D-Confia

D-Check

Data generate system

etc...

※ Regarding continued partial transactions with Daiwa Living, a major business partner

As announced on August 14, 2023, in the "Notice Regarding Termination of Contract with a Major Business Partner," the contract with Daiwa Living Co., Ltd., our key client, largely ended as of March 31, 2025. However, we have entered into separate agreements to provide support services related to the transition of multiple systems and services previously offered by our company, and as a result, certain transactions will continue.

- Expand the customer base while actively promoting upselling and cross-selling of core services to existing clients.
- Aiming for early recovery of revenue lost from the termination of a major client, while reducing dependence on specific customers.

Note: Upward revision to earnings forecast — Steady progress in recovery efforts following the termination of business with a key client

Forecasted net sales

6,500 million yen \Rightarrow 7,200 million yen

Forecasted operating profit

2,000 million yen \Rightarrow 2,100 million yen

(Unit : JPY thousands)

Item	FY2022 Actual	FY2023 Actual	FY2024 Actual	FY2025 Actual	FY2026 Forecast (Revised)
Net sales	7,077,843	6,911,071	7,147,568	8,000,645	7,200,000
Operating profit (Profit margin)	1,757,894 24.8%	2,121,071 30.7%	2,309,385 32.3%	2,606,351 32.6%	2,100,000 29.2%
Ordinary profit (Profit margin)	1,751,174 24.7%	2,111,734 30.6%	2,296,681 32.1%	2,608,474 32.6%	2,080,000 28.9%
Profit attributable to owners of parent (Profit margin)	1,082,821 15.3%	1,625,908 23.5%	1,654,553 23.2%	1,782,293 22.3%	1,456,000 20.2%

Dividend policy

- Our group recognizes that returning profits to our shareholders is an important management issue, therefore, our policy is to continue returning profits at high rate.
- Regarding dividends, our policy is to pay profit dividends while taking into consideration our consolidated performance and financial position. On the other hand, we will also work to strengthen our financial structure through investment in our technology infrastructure and internal reserves.

Dividend payout ratio

- The group's consolidated dividend payout ratio goal is set at **25%** which is determined by reflecting performance trends and past year's dividend payout ratio.
- The Company will mark its 10th anniversary of listing in December 2025. For FY2026, the annual dividend is set at **¥70 per share**, consisting of an ordinary dividend of ¥60 and a commemorative dividend of ¥10, with a payout ratio of 68.3%.

Dividend per share table

Item	Dividend per share (JPY)			Dividend payout ratio (%)
	Interim dividend	Year-end dividend	Total	
FY2024	–	55 yen	55 yen	45.1%
FY2025	–	60 yen	60 yen	45.5%
FY2026(Forecast)	–	70 yen	70 yen	68.3%

※The FY2026 forecast dividend includes ¥60 as an ordinary dividend and ¥10 as a commemorative dividend

Reference Data

VISION

Become a BEST OF THE BEST partner that brings innovative solutions to customers' challenges.

MISSION

Ahead of market and technological shifts, we create new, beneficial paradigms by challenging conventional wisdom.

VALUE

Client first: Through innovative solutions and dedication to quality, we consistently exceed our customers' expectations.

Trust: We are committed to earning and maintaining the trust of our customers and society through honest and fair actions.

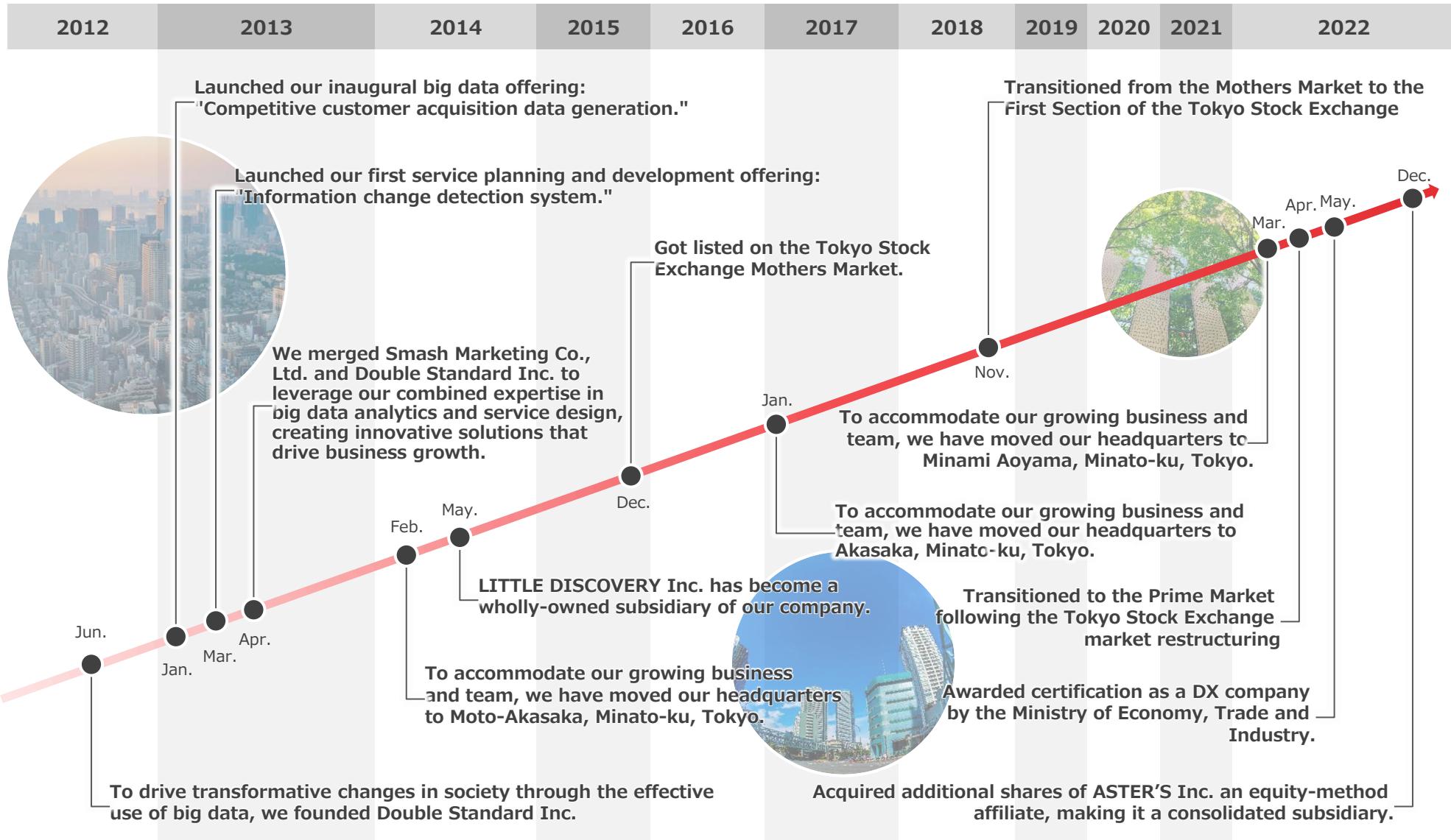
Responsibility: We empower our members to take full ownership of their work, always think independently, and be accountable for their actions.

Challenge: With a broad perspective, we continuously push the boundaries of technology and innovation.

Teamwork: By respecting each other's individuality and engaging in sincere discussions, we strive to deliver exceptional service that exceeds our customers' expectations.

Company name	Double Standard Inc. Stock Exchange Code 3925 Tokyo Stock Exchange's Prime market
Capital	263 million yen
Our business	Building a data business using our unique data cleansing technology. Planning and developing business systems with a focus on DX.
Location	2-2-3 Minamiaoyama, Minato-ku, Tokyo, Hulic Aoyama Gaien Higashi-dori Bldg.4F, 107-0062 Japan
Consolidated subsidiary	LITTLE DISCOVERY Inc. Aster's Co., Ltd.
Other group entities	SBI Holdings, Inc. (Capital and business alliance agreement)

Representative Director / CEO	SHIMIZU, Yasuhiro
Director / CTO / Founder	NAKAJIMA, Shozo
Director / CIO	IIJIMA, Manabu
Independent Directors	TOKUNAGA, Hirohisa (Lawyer)
Independent Directors	AKAURA, Toru (Special Adviser of the Japan Venture Capital Association)
Independent Directors / Auditors	OOSHIMA, Yasunori
Independent Directors / Auditors	MATSUI, Keiichi (Former Managing Director of ART CORPORATION)
Independent Directors / Auditors	TSUKADA, Kazuya (Certified Public Accountant)



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