Safie Inc.

TSE: 4375

Q1 FY2026
Financial Results Presentation Material

May 15, 2026

Safie Inc.

Create a better future with intelligent vision

A platform that digitizes the world from homes to cities into data infrastructure, enabling better decisions for people and machines.

1. Executive summary

Safie IR Website

safie

Executive summary

Q1 FY2026 results

Revenue
¥5.10B
YoY +20.9%

Gross profit
¥2.66B
YoY +28.4%

Adjusted operating profit*1
¥203M
Increased QoQ

Executive summary

- **Adjusted operating profit for Q1 FY2026 increased QoQ.**
  Promoted Onsite AX steadily by advancing the utilization of diverse IoT devices and AI solutions.
  Executed the first M&A, maintaining a strategic commitment to further execution for business growth.
- **Summary for Q1 FY2026**
  - ✔ Revenue grew by 20.9% YoY and gross profit by 28.4% YoY.
    Adjusted operating profit increased QoQ in Q1 FY2026.
  - ✔ One-time revenue reached ¥1.40B (+19.3% YoY) and recurring revenue reached ¥3.69B (+21.5% YoY).
- **Business updates toward business growth**
  - ✔ **Growing number of Onsite AX cases utilizing diverse IoT devices and AI solutions**.
    Expansion in billing cloudcams and solution revenue, contributing to higher revenue per customer.
  - ✔ Laska Inc., an installation company, will join the Safie Group, enhancing installation and maintenance capabilities to accelerate Onsite AX.
- **Forecast for Q2 and full-year FY2026**
  - ✔ To achieve our full-year targets, SG&A for Q2 is expected to increase driven by an increase in advertising costs aimed at enterprise customer acquisition, personnel expenses associated with headcount expansion, and office-related costs.
  - ✔ No changes have been made to the full-year forecast.

*1 Adjusted operating profit/loss = operating profit/loss + stock-based compensation expense + depreciation of intangible assets arising from M&A + temporary expenses. Temporary expenses include items such as NEDO related expenses that newly incurred for NEDO project.

2. Q1 FY2026 financial results

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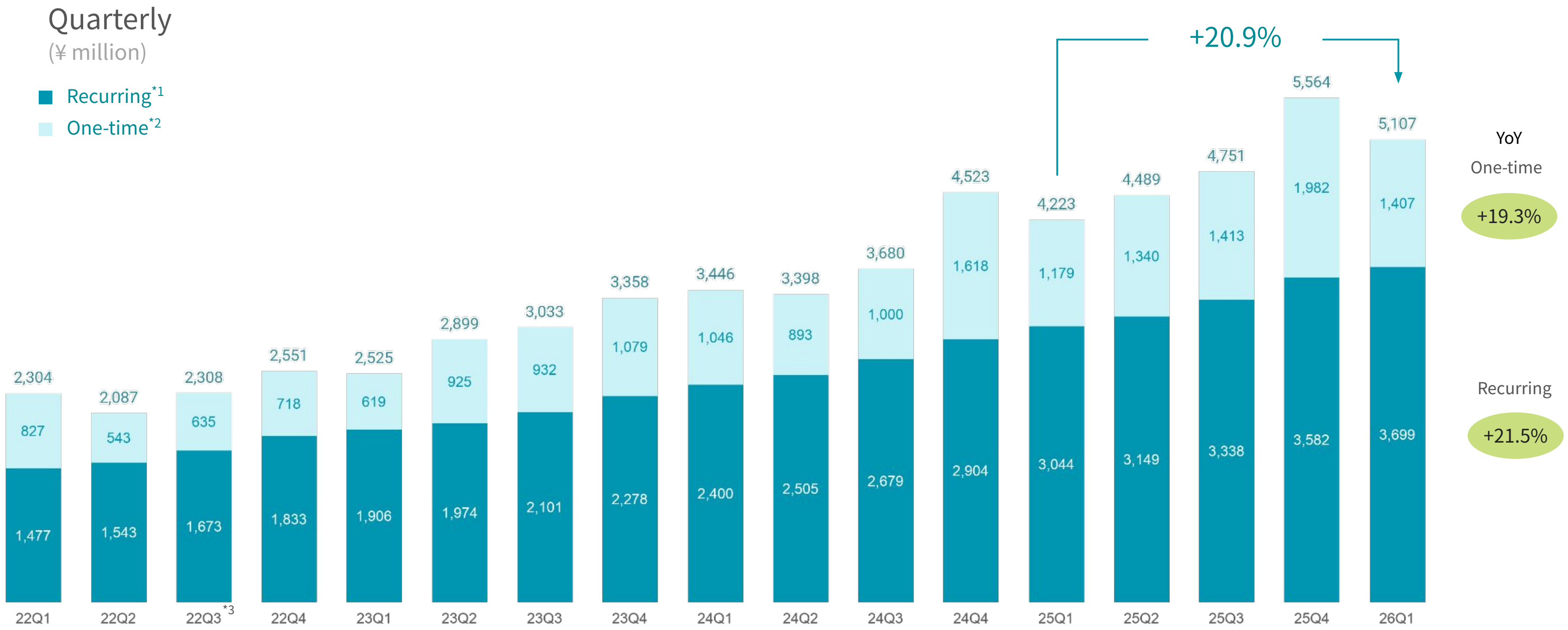
Revenue grew by 20.9% YoY in Q1 FY2026. One-time revenue exceeded ¥1.4B, maintaining solid momentum supported by continued revenue contribution from enterprise customers.

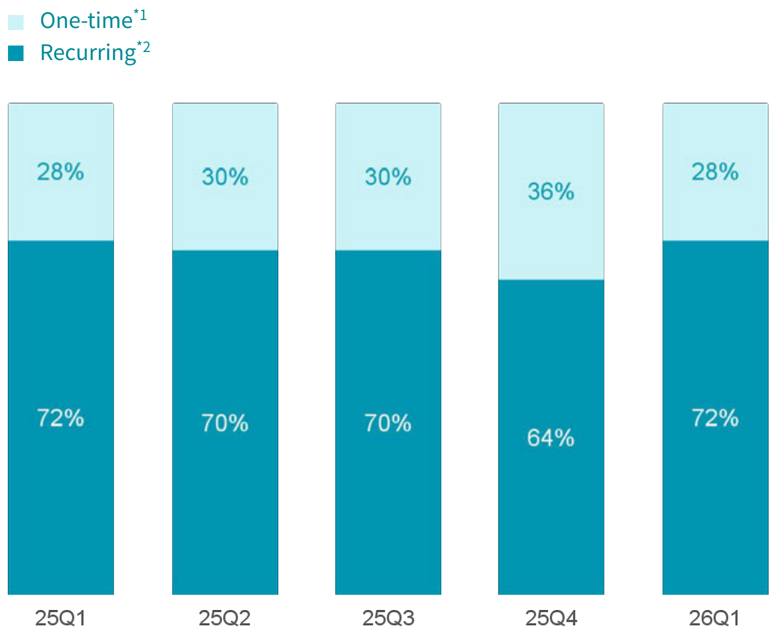


*1 Recurring revenue includes cloud, applications, rental and including SIM, etc.
*2 One-time revenue includes merchandise and camera set up installation work etc.
*3 Reporting on a consolidated basis from Q3 FY2022.

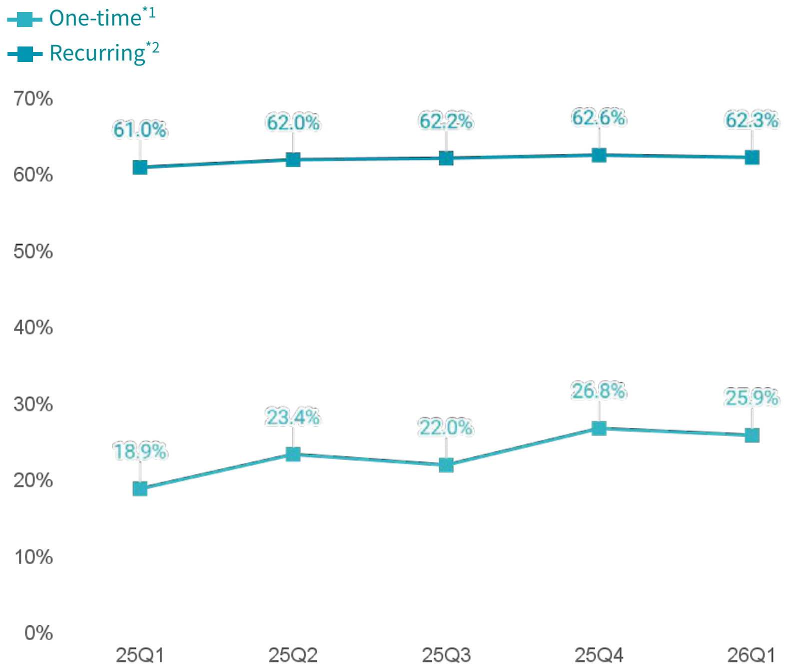
Revenue breakdown and trend of gross profit margin of one-time and recurring revenue

Recurring gross profit margin declined slightly, by lower cloud gross profit margin due to foreign exchange fluctuations.

Revenue breakdown (quarterly)



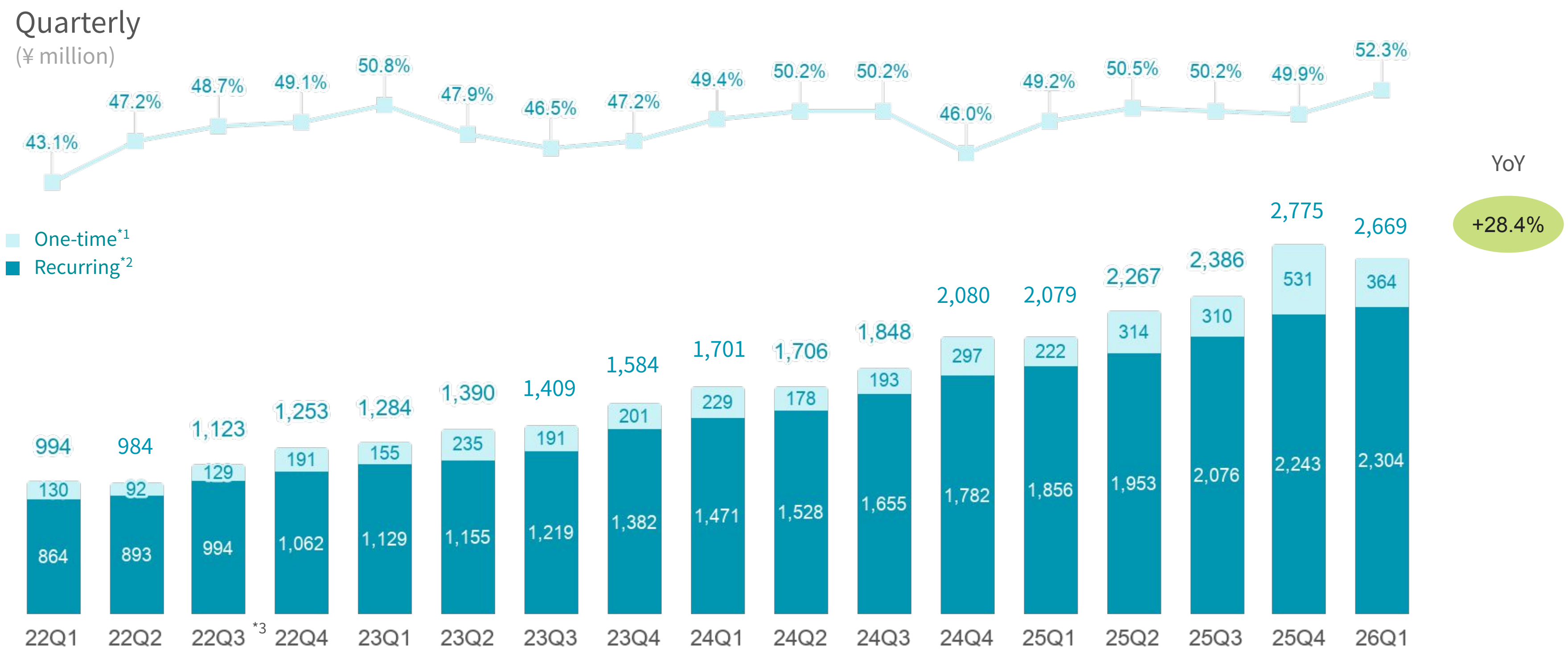
Trend of gross profit margin



*1 One-time includes merchandise and camera set up installation work etc.
*2 Recurring includes cloud, applications, rental and SIM, etc.

Gross profit trend

Gross profit grew by 28.4% YoY. Gross profit margin reached 52.3%, supported by an increased recurring revenue ratio.



*1 One-time includes merchandise and camera set up installation work etc.
*2 Recurring includes cloud, applications, rental and SIM, etc.
*3 Reporting on a consolidated basis from Q3 FY2022.

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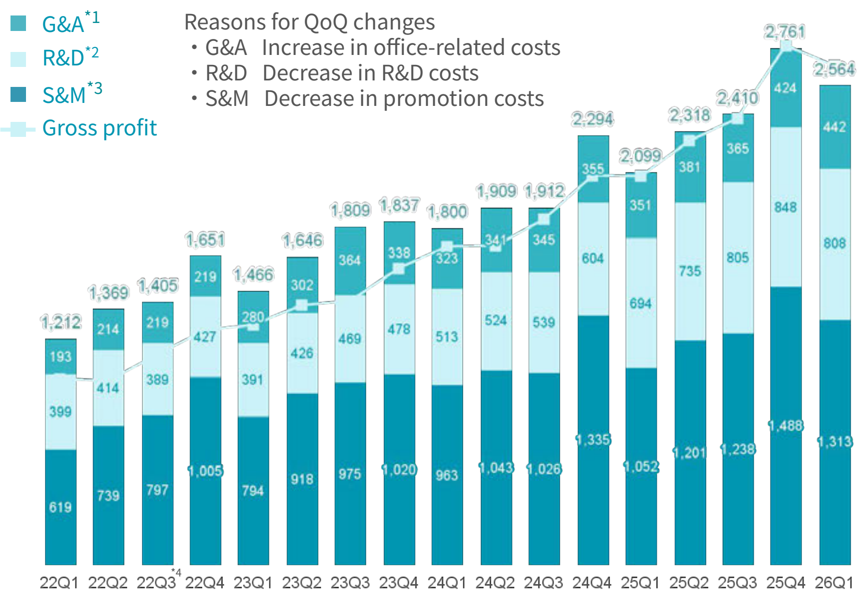
Trend of SG&A expenses

G&A cost ratio to revenue rose in Q1 FY2026 due to increased office-related expenses.

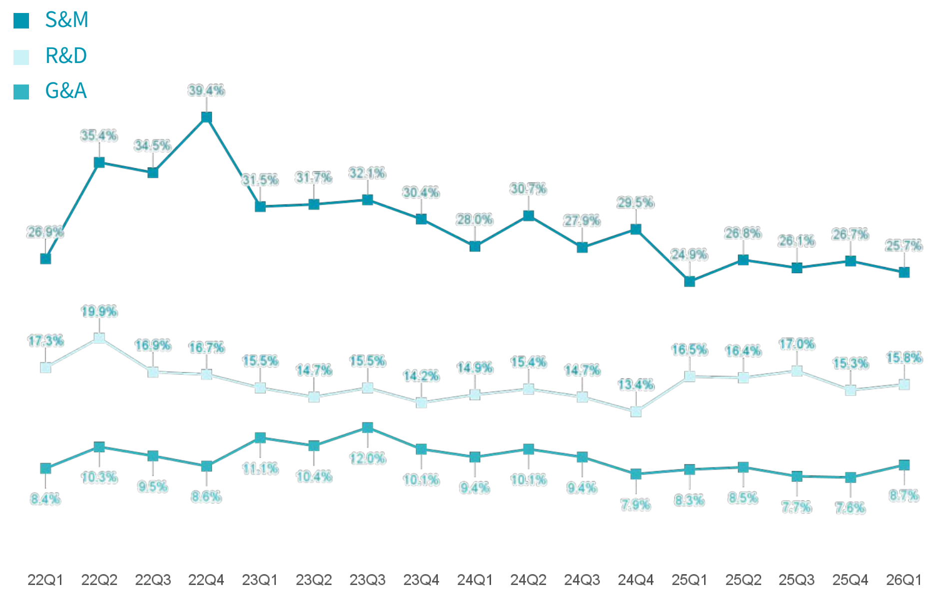
Quarterly

(¥ million)



Ratio of SG&A expenses to revenue

(%)

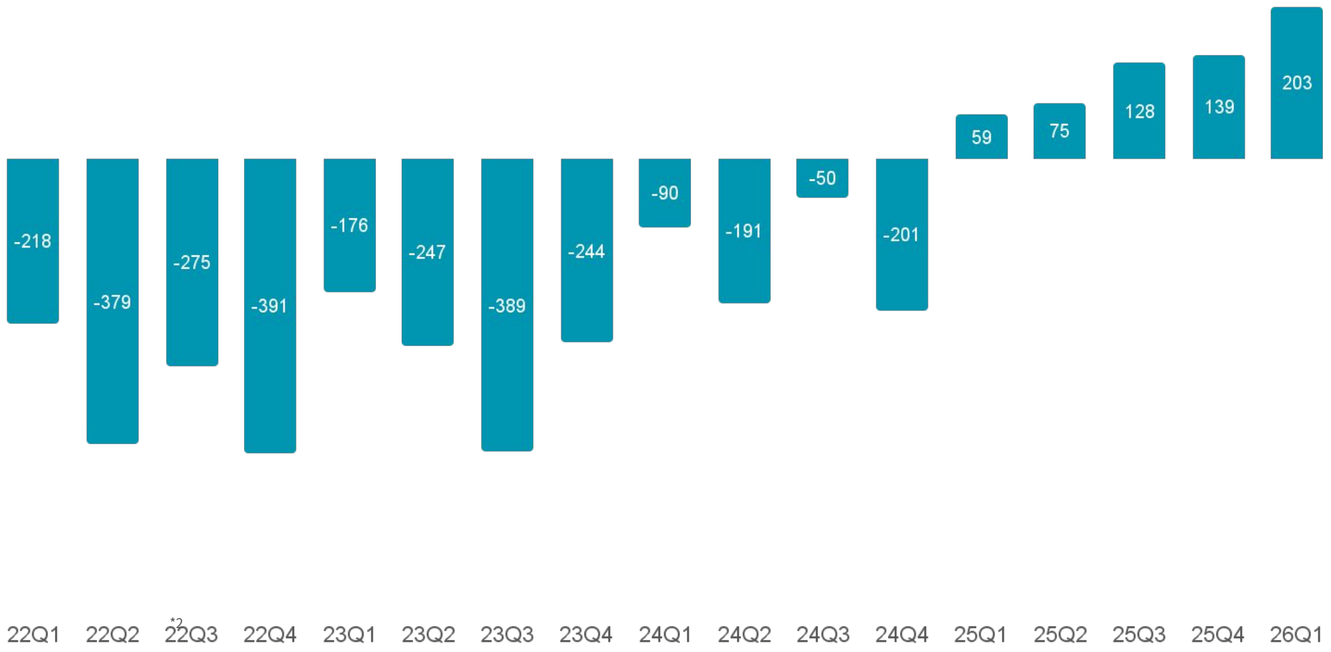


*1 G&A stands for General and Administrative and is the sum-total of administrative personnel cost and other related/common expenses.
*2 R&D stands for Research and Development and is the sum-total of R&D engineer personnel cost, outsourcing expense and other related/common expenses.
*3 S&M stands for Sales and Marketing and is the sum-total of sales promotion expense, advertising expense, sales personnel costs and other related/common expenses.
*4 Reporting on a consolidated basis from Q3 FY2022.

Trend of adjusted operating profit *1

Adjusted operating profit reached ¥203M in Q1 FY2026, off to a strong start toward achieving the full-year guidance target.

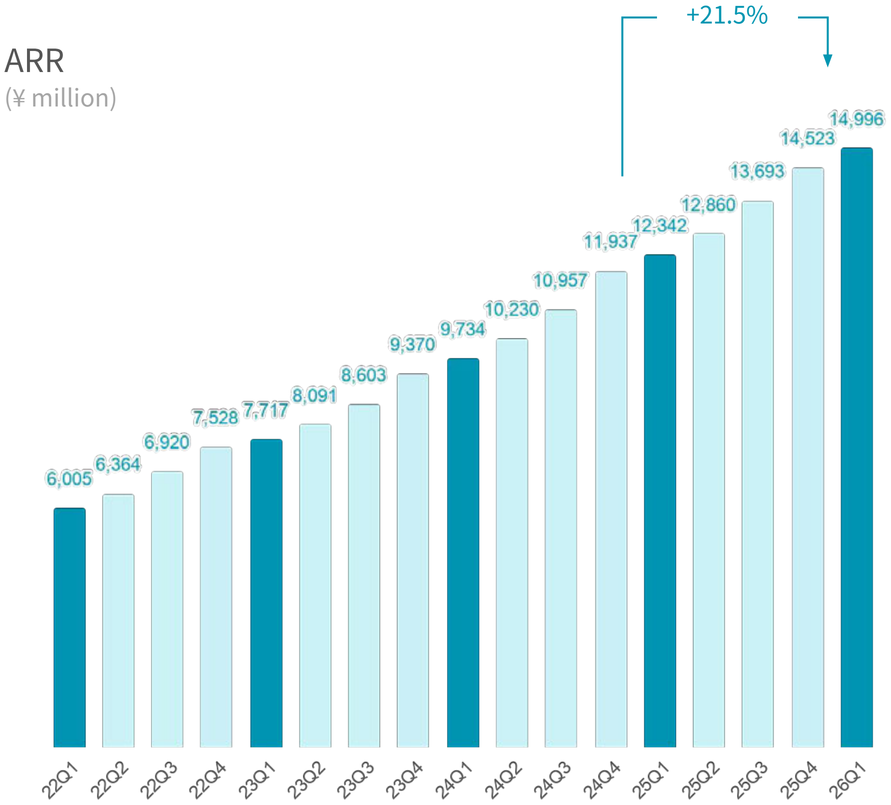
Quarterly
(¥ million)

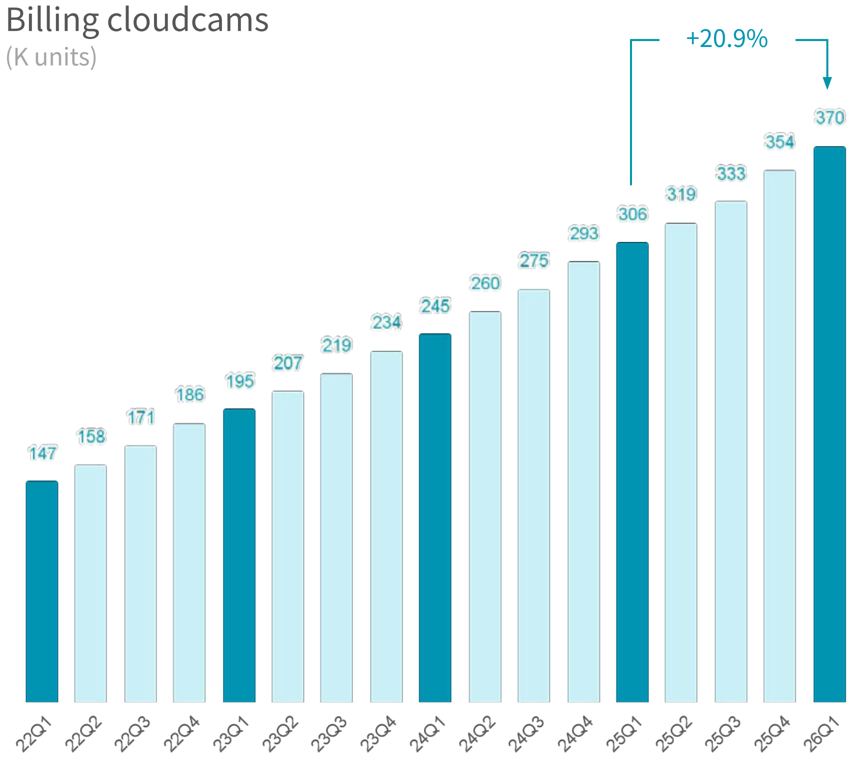


*1 Adjusted operating profit/loss = operating profit/loss + stock-based compensation expense + depreciation of intangible assets arising from M&A + temporary expenses. Temporary expenses include such as NEDO related expenses that newly incurred for NEDO project.
*2 Transitioned to consolidated financial results from Q3 FY2022.

Key metrics: Trend of ARR and billing cloudcams

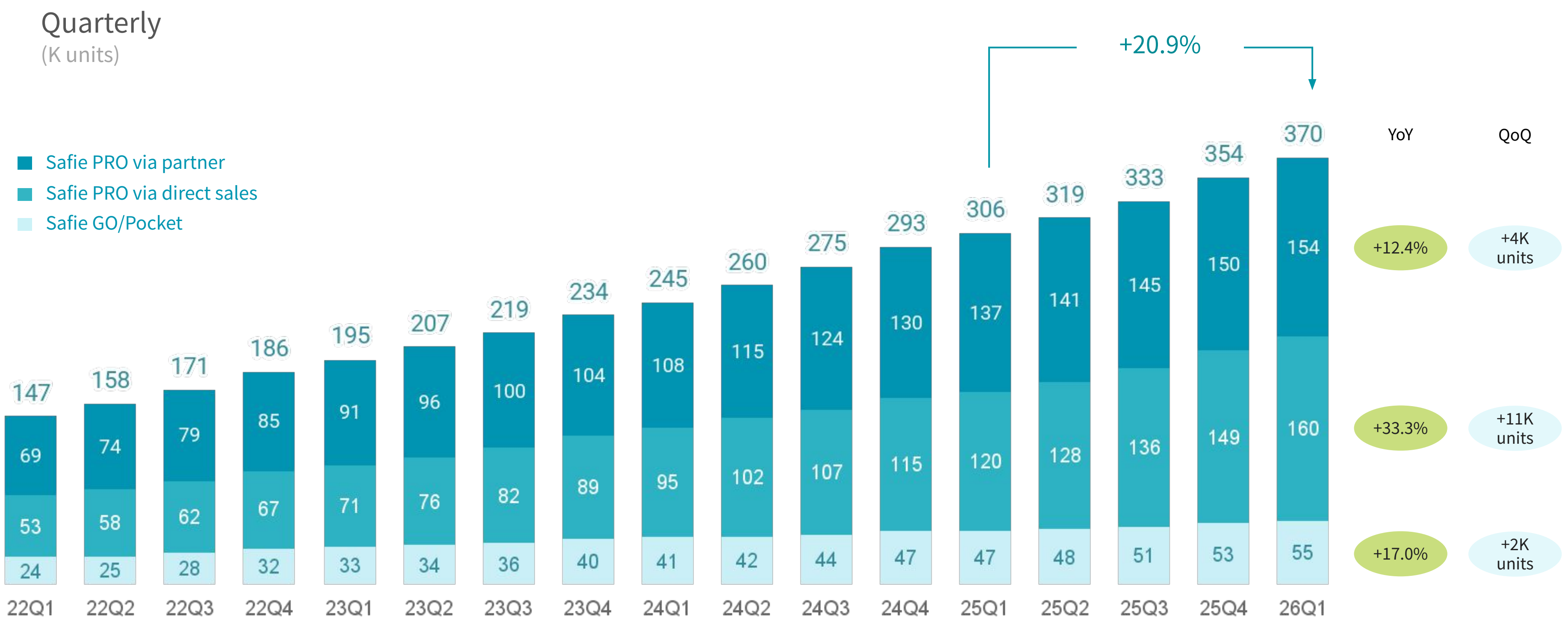
ARR increased by 21.5% YoY to ¥14.9B, and the number of billing cloudcams reached 370K units.





Key metrics: Trend of billing cloudcams by sales channels

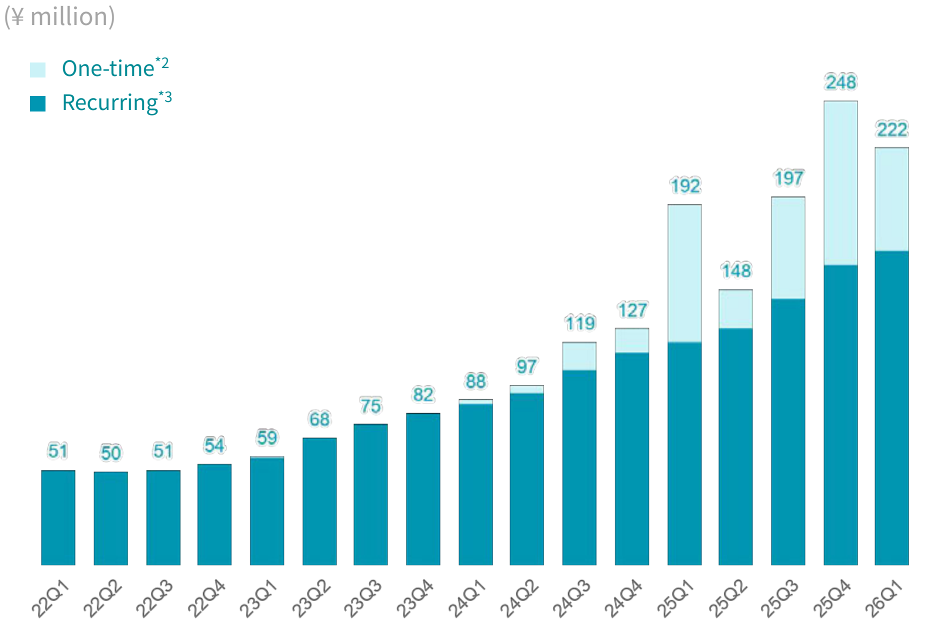
Safie PRO direct sales continued to drive growth, supported by the expanded adoption of "Safie Trail Station" among enterprise customers.



	22Q1	22Q2	22Q3	22Q4	23Q1	23Q2	23Q3	23Q4	24Q1	24Q2	24Q3	24Q4	25Q1	25Q2	25Q3	25Q4	26Q1
Total	147	158	171	186	195	207	219	234	245	260	275	293	306	319	333	354	370
Safie PRO via partner	69	74	79	85	91	96	100	104	108	115	124	130	137	141	145	150	154
Safie PRO via direct sales	53	58	62	67	71	76	82	89	95	102	107	115	120	128	136	149	160
Safie GO/Pocket	24	25	28	32	33	34	36	40	41	42	44	47	47	48	51	53	55

Accelerated the deployment of multifaceted solutions by leveraging both video and audio data to drive Onsite AX

Trend of solution revenue



Q1 FY2026 results

Adoption of **AI solutions** continues to expand in the retail and service industries.
Captured the accelerating demand for crime and loss prevention, with Onsite AX in stores progressing through the adoption of video and AI.

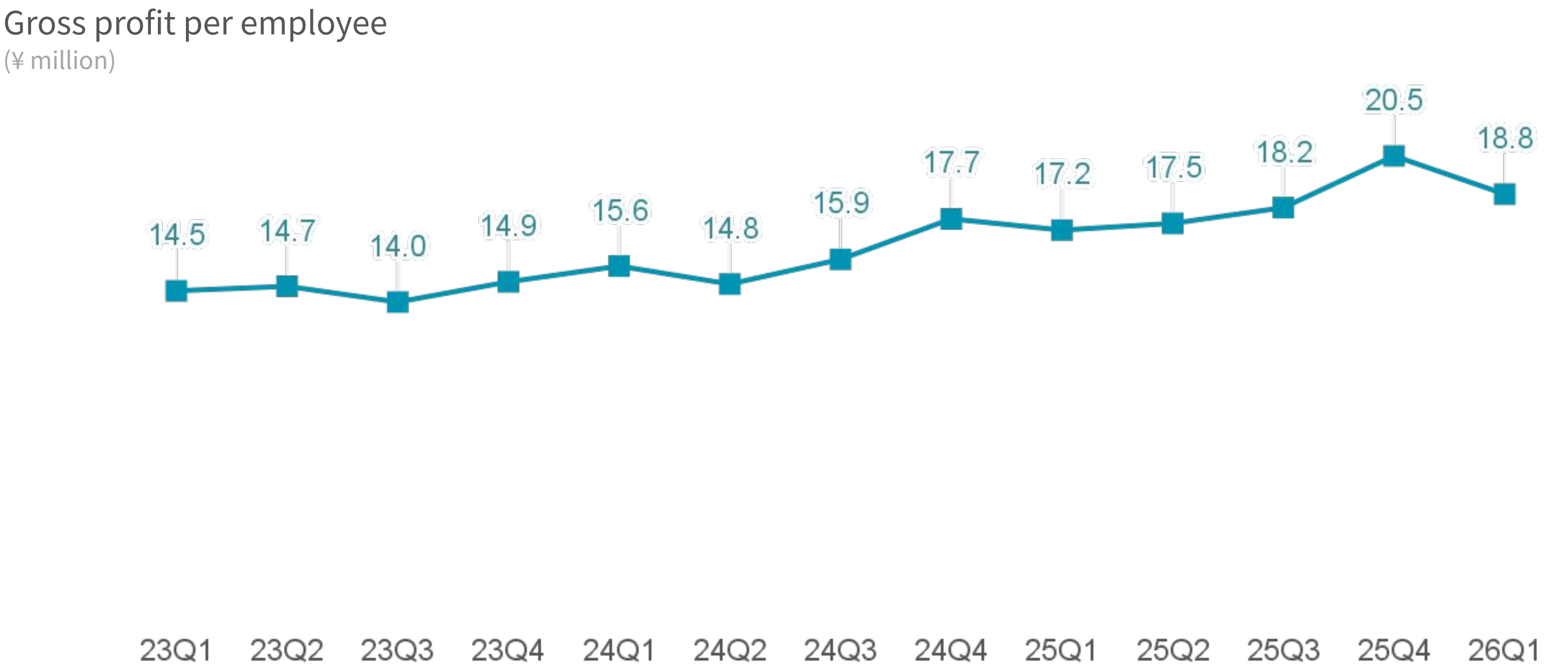
One-time revenue growth was driven by expanding adoption of traffic volume survey projects using video and AI, particularly in regions with severe labor shortages.
Shifted from **one-time use to continuous utilization, including full-year and regular use.**

Facilitated real-time communication within stores by promoting the **adoption of the "BONX" headset.**
Contributed to increased revenue per customer by providing **multi-faceted solutions** that support high-quality customer service.

*1 It includes applications such as AI-App, various options allowing the advanced use of videos, user support and so on. It also includes both recurring and one-time revenue.
*2 One-time includes various research work such as Safie Survey and ad-hoc customization work.
*3 Recurring includes various applications and options such as AI-App.

Key metrics: Trend of gross profit per employee*1

Gross profit per employee decreased due to lower one-time revenue QoQ.



*1 (Gross profit for each quarter x 4) ÷ Average number of employees for each quarter

3. Business updates

safie

Onsite AX: Accelerating Onsite DX with AI

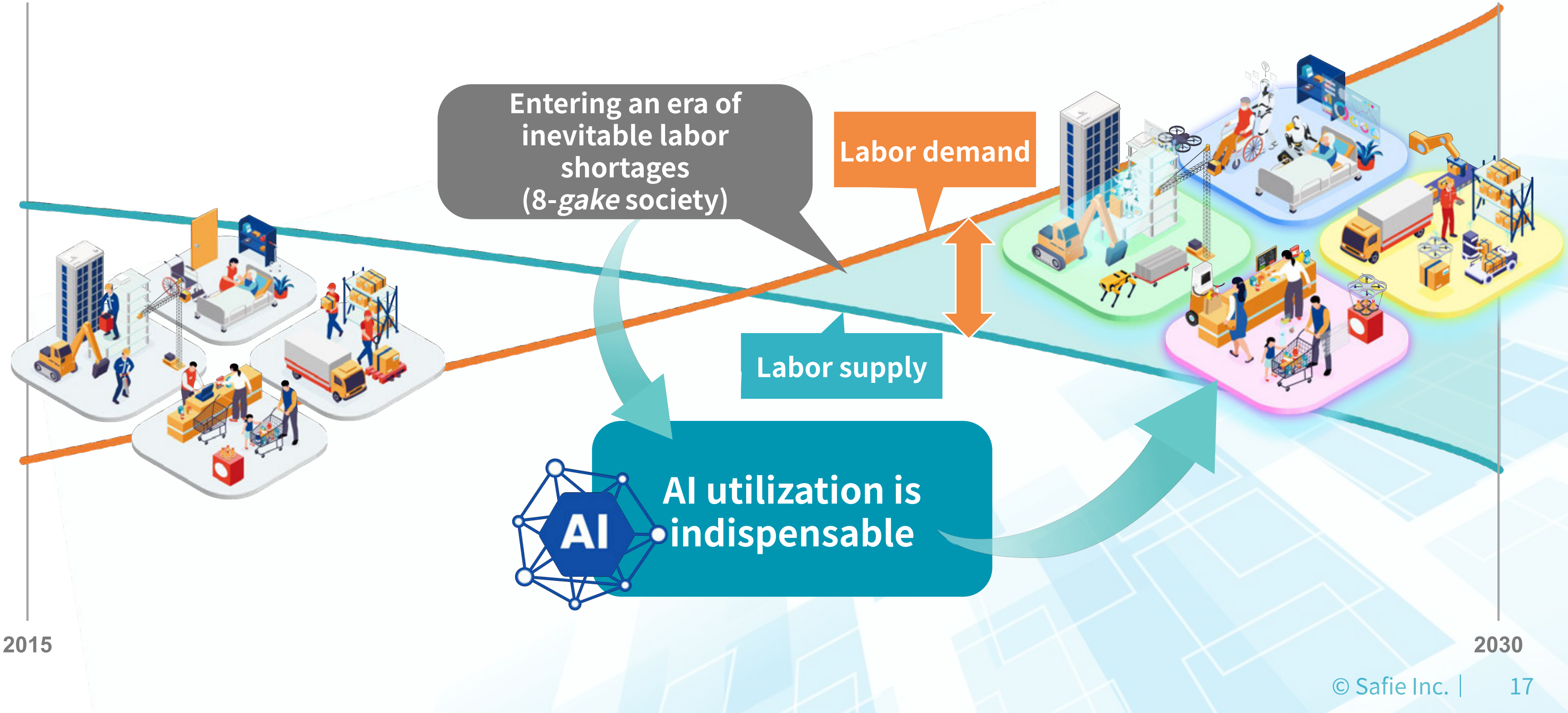
Onsite DX × AI = Onsite AX

Safie mass-produces AI across various worksites and integrates it with onsite devices to drive Onsite AI transformation (Onsite AX).

Social trends: Severe labor shortage driving the necessity of AI utilization

safie

The growing labor shortage is accelerating the demand for AI utilization across industries with onsite operations.



In the era where physical AI takes center stage, the importance of cameras and various devices, serving as the "eyes" for AI and robots, will continue to grow.

Web AI

- Structured data
- Text / images

AI utilization in real-world spaces

- Unstructured data
- Primary data from all types of sites, including video, audio, sensor information

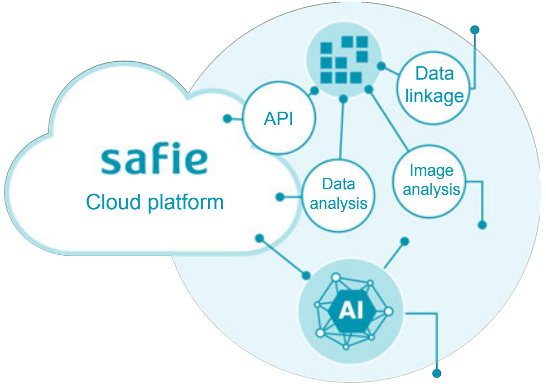
Competitive edge of our business foundation driving expansion

In the era where physical AI takes center stage, we have secured competitive edges including ①a solid customer base, ②a highly scalable platform, and ③a dominant share in cloudcams.

①Customer base across industries

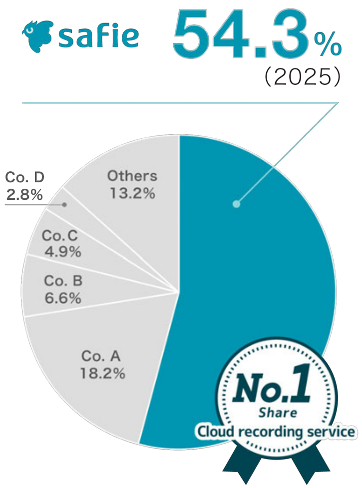
Extensive customer base across key industries. Industry standard choice for major retail and construction companies.

②Highly scalable video platform



Video platform serves as onsite OS. Integrates with diverse AI and IoT systems.

③Dominant market share



Japan's No.1 cloud recording service. Onsite real-time data accumulated from approximately 370K units.

Direction for business expansion: Continuously creating new AI businesses by leveraging onsite data

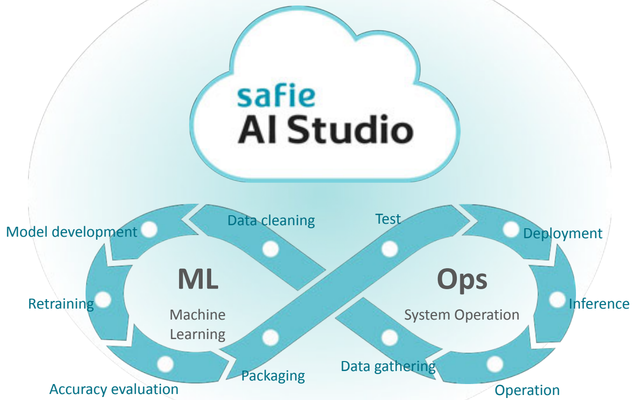
We are aiming to be a platform that mass-produces AI and continuously creates new AI businesses by collecting vast amounts of unstructured data through the diversification of IoT.

Diversification of IoT (increasing the number of units)

Collecting all types of onsite information
(vast amounts of unstructured data)

Mass production of AI (improving unit price)

Easy data utilization, AI generation and retraining;
mass-producing solutions for onsite-specific challenges



Continuously creating new AI businesses

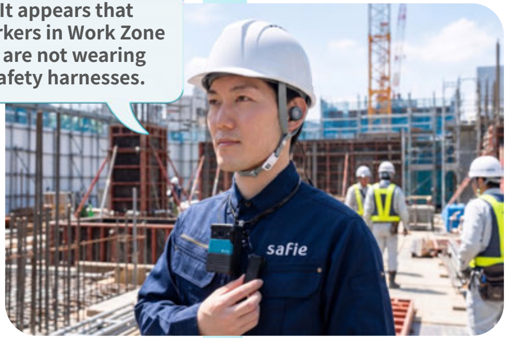
New AI business case study: Automating onsite recording through video and audio AI analysis

safie

Generative AI analyzes onsite video and audio data to automatically generate forms and reports that include work details and insights.
Going forward, AI agents will provide accurate instructions, contributing to higher onsite productivity.

Collecting onsite video and audio data via cameras and headsets

It appears that workers in Work Zone A are not wearing safety harnesses.



BONX

safie
Pocket2 Plus

Converting work details and insights obtained from audio data into text data

Feedback categories	Specific recorded details	Video and status preview
Safety management	Zone A: Safety harness not worn	https://safie.link/app...
Onsite improvement	Heavy machinery operating area: Installing signage	https://safie.link/app...
Environmental maintenance	Heatstroke prevention: Refilling water coolers in rest areas	https://safie.link/app...
Onsite improvement	Near Gate 2: Securing passage	https://safie.link/app...

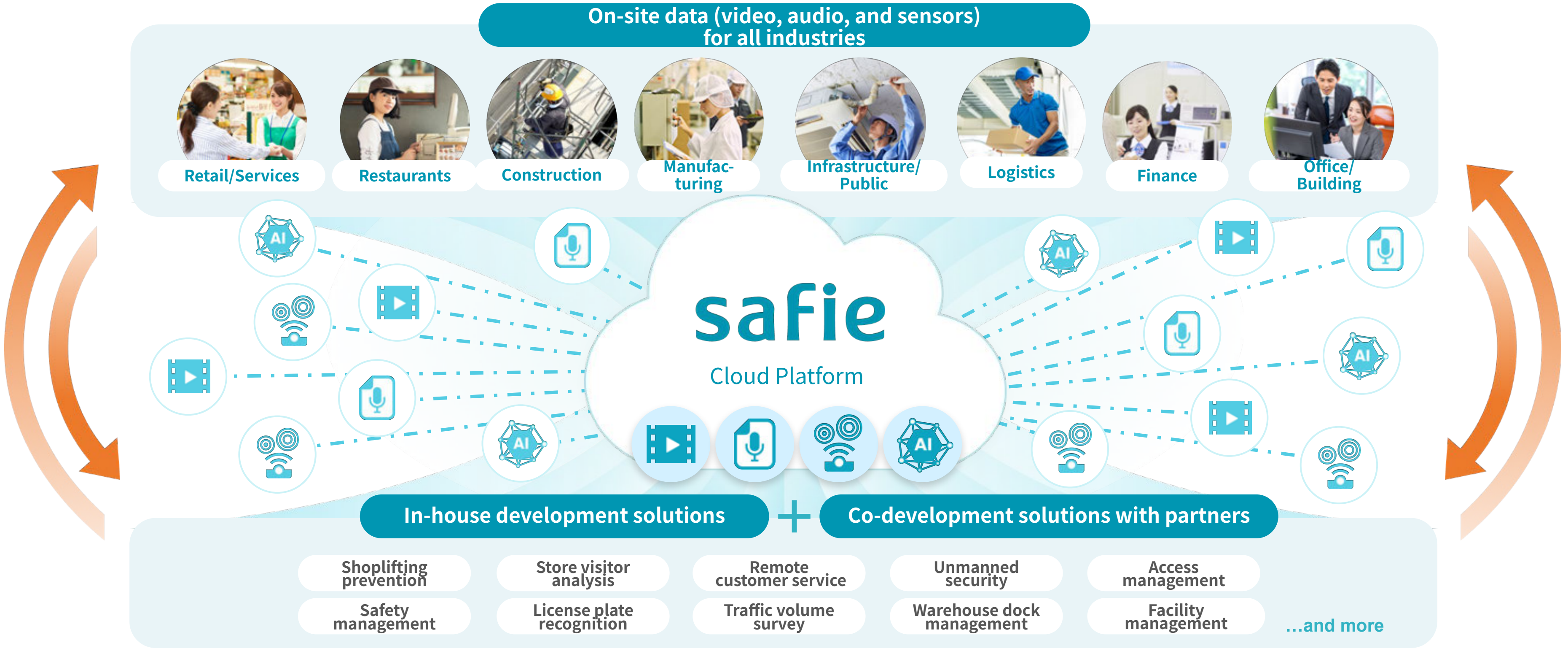
Automated report generation using generative AI to enable video confirmation

AI

Also implementing information retrieval via AI agents

Expanding Onsite AX solutions from the Safie platform

We build a “data-circulating platform” that aggregates onsite data across industries, enabling AI to evolve autonomously. By constantly implementing optimized solutions to meet ever-changing customer needs, we accelerate Onsite AX.



Onsite AX across various industries

Sugi Pharmacy's approach to Store DX: Establishing a management structure for thousands of stores through multi-use of video assets

Retail/Services

Achieving "data-driven management" and enhancing the customer shopping experience by promoting store DX with Safie's video data and AI.

スギ薬局 × safie

Sugi Pharmacy's vision: Enhancing the customer shopping experience through store visualization using video data

1. Enhancing store operations
 (Validating remote management and creating a wide range of improvement cases)
2. Store DX: Security measures
 (Balancing proactive and reactive strategies, and loss prevention using AI detection)
3. Leveraging video as "management assets" and analyzing onsite video for marketing and rapid decision-making

The value Safie provides

Scaling active devices
Expanded approx. 8x in the two years since initial adoption

Packaging store DX
Accelerated Onsite AX by bundling cameras and AI solutions for each store

Validating remote management
- Area managers conducting remote patrols
- Implementing loss prevention via AI detection

Onsite AX case study: Enhancing store operations with "Safie Trail Station + AI"

safie

Retail/Services

Successful "Safication*1" strategy in the retail domain, with plans to roll out to hundreds of stores.

safie **Trail Station AI** × **Major fashion accessories chain**

Value of Onsite AX

Quantifying and analyzing "tacit knowledge" in stores with AI
Visualizing store visit rate to clarify points for improvement

Background for utilization

- Quantifying "entry count" in addition to sales results
- Accurately measuring the impact of promotional campaigns on store visits

Details of utilization

- Utilizing AI solutions in approximately half of the stores that adopted Safie
- Digitizing end-to-end customer behavior from passage and entry to purchase

Future outlook

- Visualizing customer service skills through voice analysis of in-store headsets
- Driving revenue growth by aggregating customer service data

*1 Safication: the process of restructuring an entire store with Safie's products and services

Onsite AX case study: Reducing construction and sanitation management tasks at construction sites using generative AI

safie

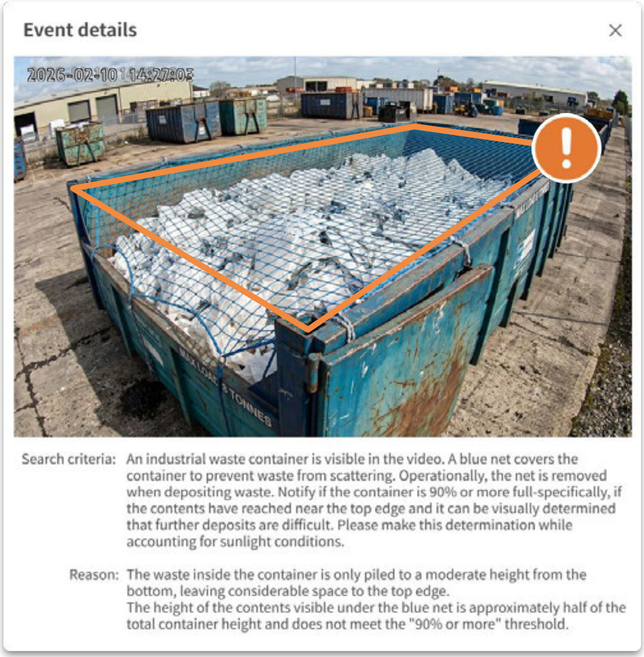
Construction

Automatically determining waste accumulation rates in containers and net covering status to reduce the burden of visual inspection patrols.

Generative AI × **Konoike Construction Co., Ltd.**

safie
Pocket2 Plus

safie
Pocket2 Wide



Value of Onsite AX

Optimizing collection instructions and eliminating the burden of visual inspection patrols by automatically detecting waste accumulation status using generative AI

Background for utilization

- Aiming to automate the monitoring of daily construction waste accumulation to replace manual visual inspections

Details of utilization

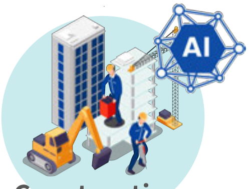
- Automatically detecting waste accumulation rates and net coverage status inside containers using cloudcam video and generative AI

Future outlook

- Promoting automatic ordering and notification flow optimization for collection providers

Onsite AX case study: Real-time detection of unsafe behaviors at worksites using AI specialized for the construction industry

safie

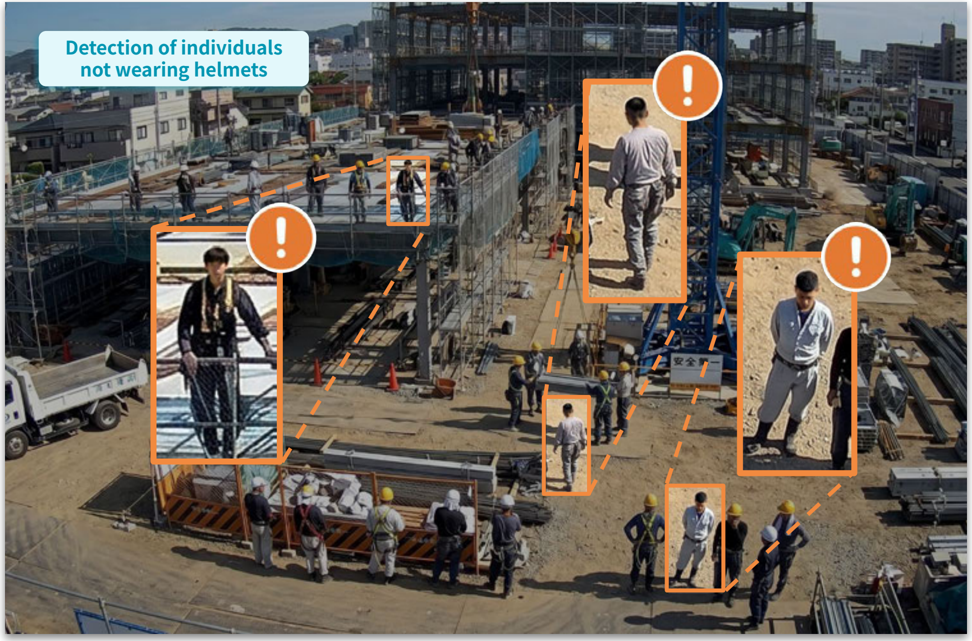


Construction

Promoting optimal safety measures through a PoC with Ailytics, a Singapore-based video AI analytics company.

Construction AI

Ailytics × Major local general contractor



Value of Onsite AX

Promoting optimal safety measures based on video data by automatically detecting unsafe behavior through AI analytics

Background for utilization

- Building a reliable safety management system by assisting or replacing manual monitoring at elevated worksites with AI

Details of utilization

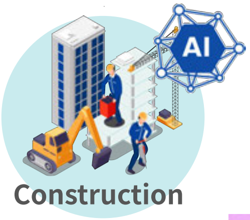
- Preventing contact accidents by AI continuously monitoring worker equipment compliance and heavy machinery proximity, with real-time alerts

Future outlook

- Instantly notifying heavy machinery operators of potential hazards, integrated with warning lights and other devices

Onsite AX case study: Optimizing snow damage countermeasures by visualizing onsite snow accumulation status using generative AI

safie



Achieving unmanned and quantified snow accumulation monitoring through "generative AI x image comparison" regardless of environmental changes.

Generative AI × IWATA CHIZAKI INC.

safie
GO PTZ Plus

※Note: Images are for illustrative purposes only

Value of Onsite AX

Automating and quantifying onsite snow accumulation monitoring using generative AI, improving the efficiency of winter onsite safety management

Background for utilization

- Reducing heavy workloads and onsite patrols in challenging conditions such as nighttime, poor lighting, or blizzards

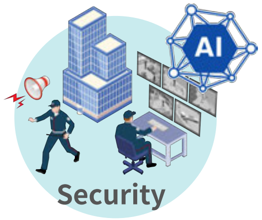
Details of utilization

- Constantly monitoring snow levels with fixed cameras and installed scales
- Automatic detection when reaching the 20cm threshold

Future outlook

- Automatically integrating analysis results into the management system after data export
- Designing pricing for the full-scale launch

Onsite AX case study: Preventing material theft at construction sites through AI-powered security



Integrating AI-powered high-precision human detection with 24/7 remote operations to prevent frequent material theft, aiming to realize robust, low-cost onsite security.

safie GO PTZ Mimamori Plus

safie GO PTZ

+

Value of Onsite AX

Delivering low-cost security that prevents theft and accidents through AI-powered nighttime monitoring

Background for utilization

- Frequent material theft incidents with damages exceeding ¥10M created a need for crime prevention measures

Details of utilization

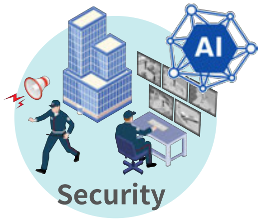
- AI cameras and operators monitoring video 24/7/365
- Issuing voice warnings via integrated speakers upon anomaly detection

Future outlook

- Envisioning a security service in collaboration with Central Security Patrols Co., Ltd. that includes onsite response and emergency reporting, in addition to remote monitoring and voice warnings

Onsite AX case study: Preventing accidents by detecting falls and suspicious behaviors

safie

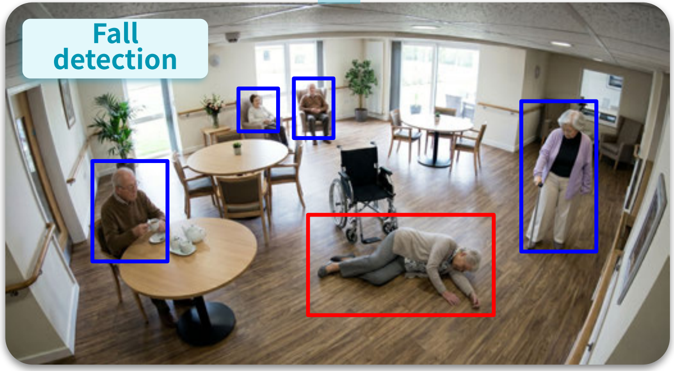


Analyzing human posture and movement in real time with camera video and AI. Instantly detecting falls and suspicious behaviors to achieve "accident prevention" while reducing security costs.

safie One

Motion Detection AI (SF)

Real-time alert notifications



Value of Onsite AX

Maximizing onsite safety and added value while reducing security costs through automated constant AI monitoring

Background for utilization

- The role of crime prevention cameras is shifting from post-event review to accident prevention
- Establishing a system to detect accidents and incidents in real time

Details of utilization

- Analyzing human posture and movements to detect violence, falls, and unsteady gait
- Reducing the burden of management operations through immediate notification and log management

Future outlook

- Building an optimized safety management infrastructure through seamless integration with security systems

Onsite AX powered by video x AI taking hold across various industries

Onsite AX is accelerating as adoption of devices and solutions is expanding to address onsite needs in retail, construction, nursing care, and other industries.

Industries	Examples of devices		Examples of AI solutions		The value provided by Onsite AX
 Retail	safie Trail Station AI 	×	ai-app (People count, Personnel search) Footfall visualization Shoplifting prevention	=	**Improving store management efficiency** Visualizing foot traffic and dwell status, leveraging insights for marketing and operational improvements
 Cons-truction	safie GO PTZ AI 	×	Ailytics Unsafe behavior detection AI Generative AI	=	**Advancing onsite safety management and operational automation** Improving efficiency of unsafe behavior detection, onsite patrols, status checks, and report generation
 Nursing care	safie One 	×	AI security Fall and suspicious behavior detection AI	=	**Enhancing facility security and auto-mating security guard operations** Improving efficiency by automating intrusion detection, tracking, voice warnings, and constant monitoring

Onsite AX across industries

Number of billing cloudcams

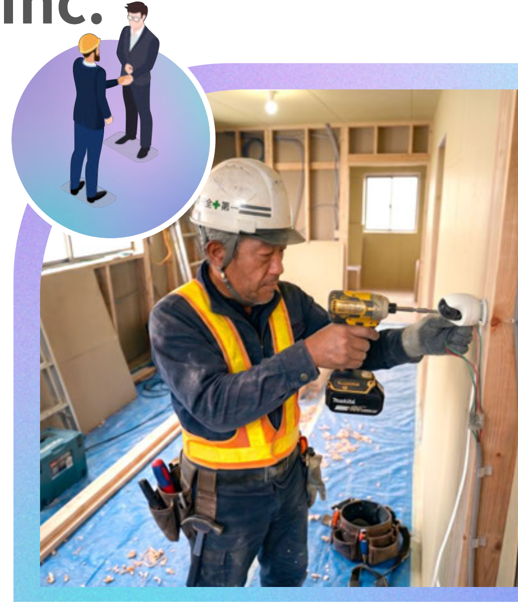
Solution revenue

Revenue per customer

M&A Strategies: Strengthening the management system for camera installation and maintenance to promote Onsite AX

Laska Inc., an installation company, joined the Safie Group under Safie Field Works Inc., our specialized subsidiary for installation and maintenance.

Safie Field Works Inc. × Laska Inc.



- **Providing end-to-end services from camera sales to installation and maintenance** to overcome the adoption barriers caused by intensifying shortage of skilled workers
- **Building a structure capable of swiftly completing all types of installation projects**, including large-scale works, leveraging **Safie Field Works'** construction business license
- Furthermore, establishing a high-quality delivery system through **in-house installation based on Laska's solid construction network in major cities nationwide**

The Safie Group is strengthening installation and maintenance capabilities through M&A strategies, **delivering Onsite AX** nationwide

Q1 FY2026 summary

Q1 FY2026 results

- Sales revenue was ¥5.10B and gross profit was ¥2.66B, off to a good start toward achieving FY2026 annual financial targets
- Adjusted operating profit increased QoQ to ¥203M
- No changes to FY2026 annual guidance

Video data × AI accelerating Onsite AX in various industries

- Growing number of Onsite AX cases utilizing diverse IoT devices and AI solutions

  Expansion in billing cloudcams and solution revenue, contributing to higher revenue per customer
- Laska Inc., an installation company, will join the Safie Group, enhancing installation and maintenance capabilities to accelerate Onsite AX
- Continuing diversified M&A to drive Onsite AX across various industries

Appendix.

Overview for Safie: a cloud-recording service

At a glance

Established
October 2014

The number of employees (As of Apr 2026) *1
616

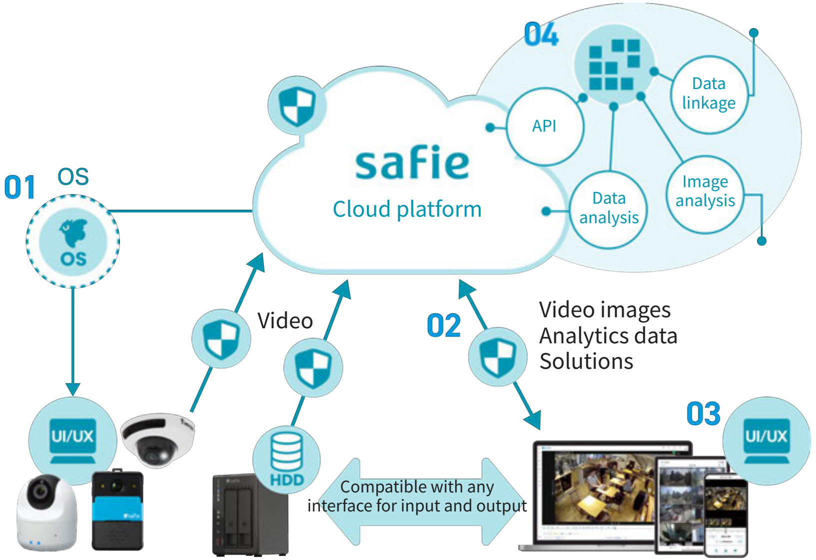
Annual revenue (FY2025)
¥19,029M

ARR (As of end-Mar 2026) *2
¥14,996M

The number of billing cloudcams (As of end-Mar 2026)*3
370K units

*1 The number of employees was counted at the beginning of the month.
*2 ARR: Annual Recurring Revenue. ARR is calculated by multiplying MRR (Monthly Recurring Revenue) at the end of the month by 12 (months). MRR: Monthly Recurring Revenue. MRR is the sum of total charges in the current month based on the contracts with continuous billing as of the end of the applicable month (including sales through the sales partners).
*3 Billing cloudcam is the number of cloudcams in operation whose fees are charged in each quarter. It does not represent the number of cloudcams sold in each quarter.

Overview of product and services

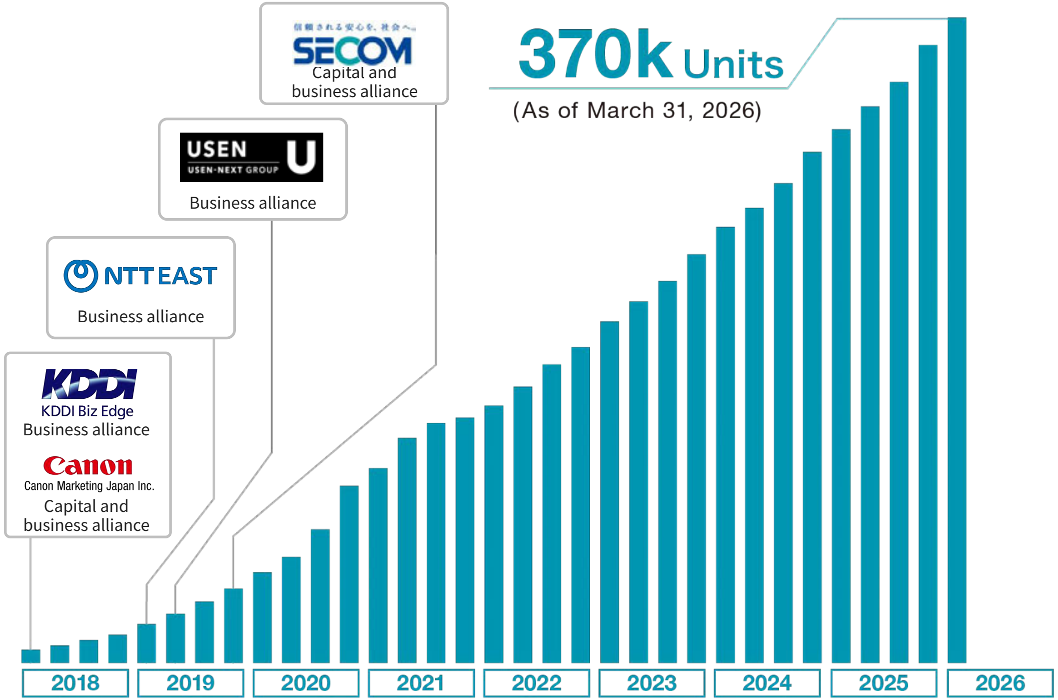


01	OS	Cloud and on-premise based hybrid camera OS
02		Powerful security
03	UI/UX	High-quality UI/UX for all
04		Highly scalable platform

History and market share

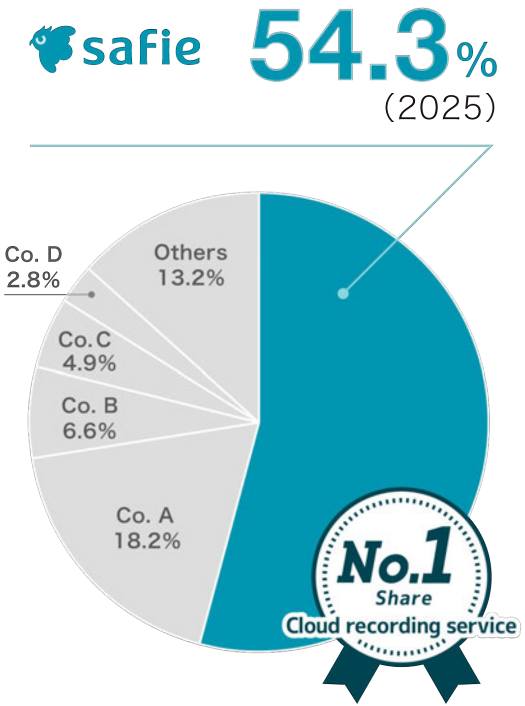
Billing cloudcams with major business alliances

The number of billing cloudcams



Market share

Market share in cloud monitoring and video recording services*1



*1 Techno System Research report of "Cloud recording service market research of network camera (2025)". Market share is based on the number of registered cameras by engine (54.3%).

Our customers in various industries

safie

Retail/Services

UNIQLO, GU, AEON イオン九州株式会社, SOTETSU ROSEN, BIG イオンビッグ株式会社, Gulliver, CONEXIO, Rakuten Mobile, Belc ベルク, ソフマップ, GooDay グッデイ, ヨークベニマル, 一人ひとりに とことん 個別指導なら 森塾, はるやまホールディングス, BIKE 王, OPTAGE, FABRIC TOKYO, PARIS MIKI, MINI STOP, MARRIOTT TOKYO, RAKUTEN EAGLES, カラオケ館, T-GAIA, HIS, MOLESKINE, 自遊空間 space create, OLD ROOKIE SAUNA

Restaurants

焼肉ライク TASTY! QUICK! VALUE!, 牛角, FRESHNESS BURGER, RED LOBSTER FRESH FISH・LIVE LOBSTER, 塚田農場, DD HOLDINGS, Hotto Motto ほっともっと, DOUTOR, 千房 CHIBO, R&K Food Service

Construction

OBAYASHI, 100年をつくる会社 鹿島, 大成建設 TAISEI For a Lively World, 人と自然を、技術でむすぶ。奥村組 OKUMURA CORPORATION, SEKISUI HOUSE, あなたの誇りを建てる。Panasonic Homes, トヨタホーム, 株式会社アイダ設計, PIAHOME, Alps Pia Home 信州に根ざした暖かい家づくり, SHINRYO, SHIMIZU CORPORATION 清水建設, 想いをかたちに 未来へつなぐ TAKENAKA, 西松建設, Daiwa House, 大東建託グループ 大東建設株式会社, AERA HOME アエラホーム, Life Design KABAYA

Infrastructure/Public

関西電力 power with heart, TEPCO, TOKYO GAS, JR九州 九州旅客鉄道株式会社 KYUSHU RAILWAY COMPANY, JR東海, 富士急行, 品川区 Shinagawa City, MUSAKO HOUSE, 千葉市 CHIBA CITY, 変化を力に進むまち。横須賀市 Yokosuka City, 中部電力パワーグリッド, NEXCO 東日本, KANSAI AIRPORTS, NTT EAST, より、そう、ちから。東北電力, ちがいをちからに変える街。渋谷区 Shibuya City, あふれる笑顔のまち 村上市 MURAKAMI CITY 新潟県

Manufacturing/Plant

OLYMPUS, 高砂熱学, House, YKK ap, JFE, TOSOH, UBE UBE株式会社, AGC, 関電プラント株式会社

Logistics

SG logistics, KWE, ASKUL, モノタロウ, 澁澤倉庫 Shibusawa Warehouse, KONOIKE GROUP, 株式会社コベルコロジスティクス, Oisix ra daichi, TKSL

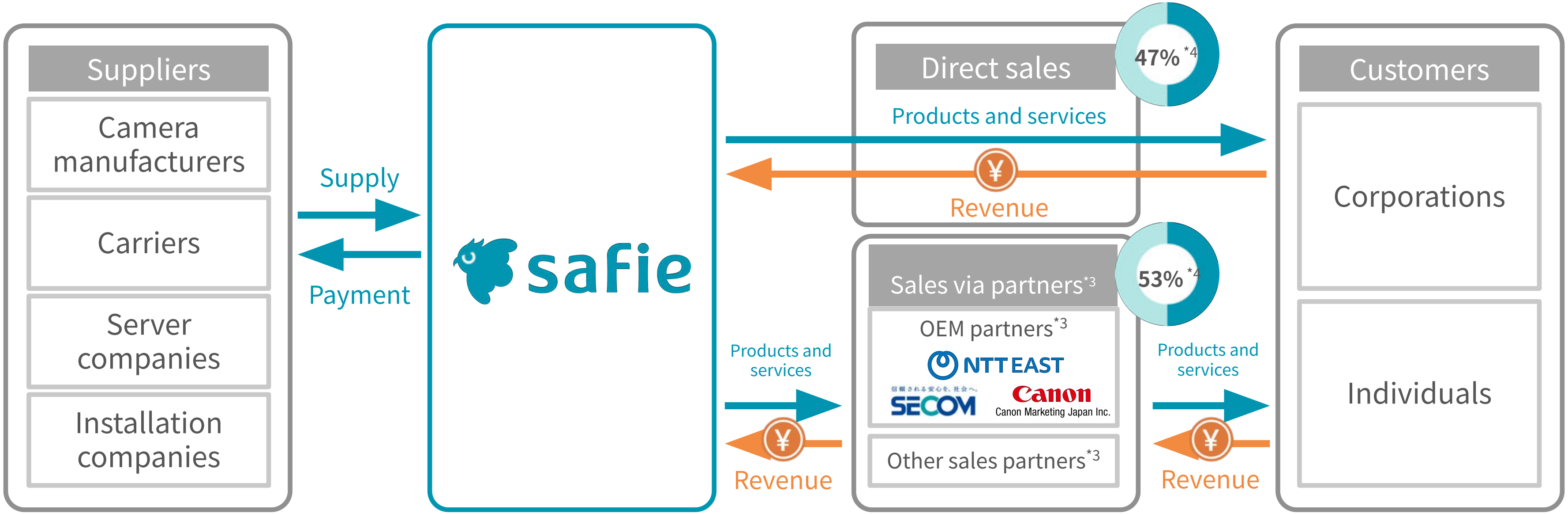
Office buildings

東京建物, 三井不動産 MITSUI FUDOSAN, ORIX, FUJITSU 富士通コミュニケーションサービス, OPEN HOUSE, Money Forward, sansan, MORI BUILDING, KOKUYO, Makuake

Security

信頼される安心を、社会へ。SECOM, CSP セントラル警備保障

Safie's business consists of selling cloudcams*1 through the direct channel and/or our sales partners and providing cloud recording*2 and AI services.



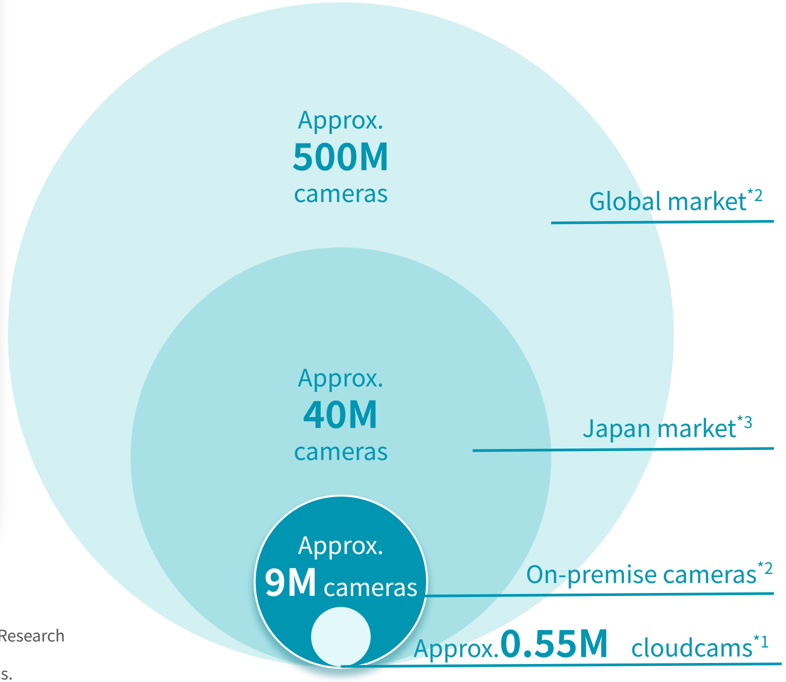
One-time revenue (revenue from the sales such as cloudcams)

Recurring revenue (revenue from the monthly charges for cloud recording services, viewing and the use of applications)

*1 Safie procures cloudcams from various camera manufacturers (incl. Safie-branded cloudcams) and does not engage in manufacturing.
*2 Safie does not develop all the cloud structure on its own but utilizes the services of major cloud vendors to provide data storage and viewing services.
*3 "OEM partner" is a partner that purchases cloudcams and cloud services from Safie and resells to end clients under the partner's brand name. "Other sales partners" are partners that purchase cloudcams and cloud services (or only the latter) from Safie and resell to end customers under the Safie brand name.
*4 Figures based solely on Safie Inc. (Non-consolidated)

Expanding business into the existing camera (on-premise camera) market of 9M units.

	Cloud-based camera market	On-premise camera market
Market size	Approx. 0.55M cameras (now)	Approx. 9M cameras (forecast for 2028)
Service to provide	Only cloudcams can be provided Cloudcams	All cameras can be managed cloud-based Cloudcams Already-installed cameras (On-premise cameras)
Security needs	Small	Large



*1 Network camera refers to a usable commercial-use camera with a built-in IP function that can self-connect to the internet. (Source: Yano Research Institute) Figures are calculated by applying certain assumptions on data from various sources.
*2 A surveillance/monitoring camera refers to surveillance camera products which can be broadly classified as IP cameras or analog cameras. (Source: Yano Research Institute) Figures are Safie estimates calculated by applying certain assumptions to the shipment volume data stated in Yano Research Institute Ltd.'s "Surveillance Camera Market Forecast 2020 – Visual Communication Research".
*3 Safie estimates based on certain assumptions.

Management team (1)

Ryuhei Sadoshima

Representative Director & CEO

Dec. 1999	Founded Daigakunote.com (CEO)
Apr. 2002	Joined So-net Co., Ltd (currently Sony Network Communications Inc.)
Oct. 2010	Joined Motion Portrait, Inc. (CMO)
Oct. 2014	Founded Safie Inc.
Dec. 2020	Ranked in first place of Forbes JAPAN's 200 Superstar Entrepreneurs 2021

Kazuma Morimoto

Director & CTO, R&D Division Head

Mar. 2001	Graduated from The University of Tokyo, Department of Applied Physics, School of Engineering
Apr. 2001	Joined Sony Corporation
Aug. 2012	Joined GREE, Inc. (currently GREE Holdings, Inc.)
Nov. 2013	Joined Motion Portrait, Inc.
Oct. 2014	Founded Safie Inc.

Tetsuharu Furuta

Director & COO

Apr. 2006	Joined McKinsey & Company Inc.
Nov. 2010	Joined INCJ. Ltd. (Innovation Network Corporation of Japan)
Mar. 2017	Joined Safie Inc. as Administration Division Head and CFO
Oct. 2019	Director of Safie Inc. (current position)
Jan. 2026	Appointed COO (current position)

Shoichiro Iwata

Outside Director

Mar. 1973	Joined Lion Fat and Oil Co., Ltd. (currently Lion Corporation)
Mar. 1986	Joined PLUS CORPORATION
May. 1992	Head of ASKUL Business Promotion Office at PLUS CORP.
Mar. 1997	President of ASKUL Corporation
May. 2000	President and CEO of ASKUL Corporation
Jun. 2006	Outside Director of Shiseido Company, Limited
Apr. 2008	Vice Chairman of Japan Association of Corporate Executives
Apr. 2012	Board Member of Japan Association of Corporate Executives
Sep. 2019	CEO of FORCE Marketing & Management, Inc. (current position)
Aug. 2020	Outside Director of Safie, Inc. (current position)
Jun. 2021	Outside Director of S. T. Corporation (current position)
Sep. 2021	Outside Director of Arithmer, Inc. (current position)
May. 2022	Outside Director of Hacobu, Inc. (current position)
Jun. 2025	Outside Director of ROHTO Pharmaceutical Co., Ltd. (current position)

Management team (2)

Mitsuhiro Kouta

Executive Officer, IT Management Division Head

Mar. 2001	Graduated from the School of Human Sciences, Second Cluster of Colleges, University of Tsukuba
Apr. 2001	Joined Nichimen Computer Systems Co., Ltd. (currently Sojitz Tech-Innovation Co., Ltd)
Dec. 2005	Joined Nomura Research Institute, Ltd.
Sep. 2009	Joined Interactive Communication Innovator, Ltd.
Oct. 2016	Joined ICONIC Co., Ltd.
Sep. 2021	Joined Safie Inc
Jan. 2026	Appointed Executive Officer (current position)

Chuya Sakurada

Executive Officer & CRO, Sales Division Head

Mar. 2009	Graduated from School of International Liberal Studies, Waseda University
Apr. 2009	Joined Hikari Tsushin, Inc.
Oct. 2010	Joined Rakuten, Inc. (currently Rakuten Group, Inc)
Jul. 2013	Joined Kotobuki Spirits Co., Ltd.
Mar. 2020	Joined Safie Inc
Jan. 2025	Appointed Executive Officer (current position)

Yumi Uematsu

Executive Officer, Planning Division Deputy Head

Mar. 1999	Completed the Master's Program in Quantum Science and Engineering, Graduate School, Hokkaido University
Apr. 1999	Joined Hitachi Medico (currently FUJIFILM Healthcare Manufacturing Corporation)
Nov. 2006	Joined Sony Corporation
Jan. 2015	Joined Spotlight Inc. (currently Rakuten Payment, Inc.)
Sep. 2017	Joined Amazon G.K
Feb. 2020	Joined Safie Inc.
Apr. 2021	Appointed Planning Division Head
Dec. 2021	Appointed Executive Officer (current position)

Shigeru Yamamoto

Executive Officer, Sales Division Deputy Head

Mar. 2010	Completed the Master's Program in Architecture and Building Engineering, Graduate School of Science and Engineering, Tokyo Institute of Technology
Apr. 2010	Joined Recruit Co., Ltd.
Apr. 2021	Joined Safie Inc
Jan. 2026	Appointed Executive Officer (current position)

Management team (3)

Nobuaki Nishimura

Executive Officer,
Representative Director of Safie Security Inc.

Apr. 2001	Joined Orix Corporation
May. 2018	Seconded to ORIX Corporation USA
May. 2022	Joined Safie Inc.
Jan. 2023	Appointed Executive Officer, Sales Division Head
Jan. 2024	Appointed Executive Officer & VPoS, Sales Division Head
Jan. 2025	Appointed Executive Officer / Representative Director of Safie Security Inc. (current position)

Shun Saito

Executive Officer & CAO, Administration Division Head

Sep. 2009	Graduated from Department of Political Science, School of Political Science and Economics, Waseda University
Apr. 2010	Joined NTT Communications Corp. (currently NTT DOCOMO BUSINESS, Inc.)
May. 2015	Joined Accenture Japan Ltd.
Nov. 2018	Joined Mercari, Inc.
Apr. 2021	Joined Safie Inc.
Jan. 2026	Appointed Executive Officer (current position)

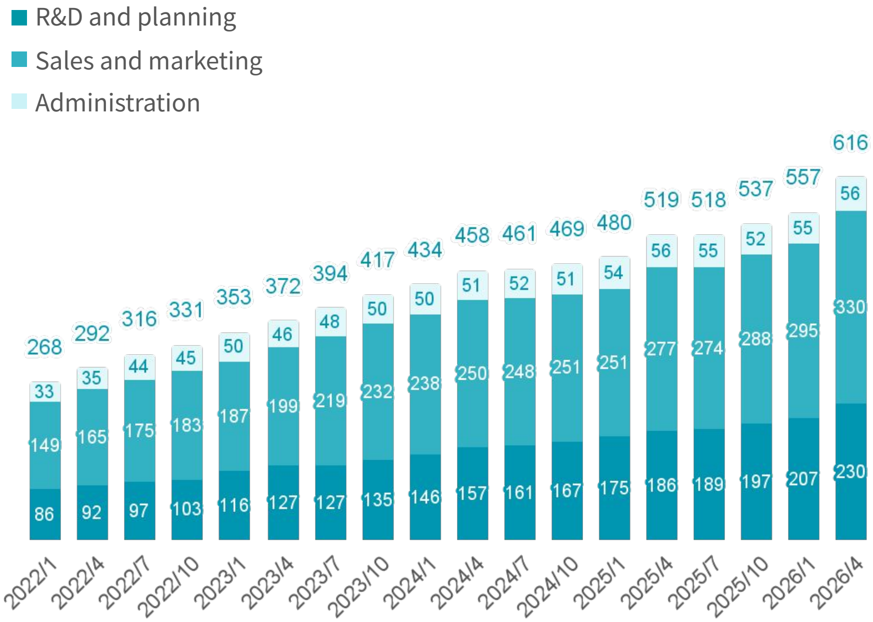
Shinya Nakamura

Executive Officer & CCO, Customer Service Division Head,
Representative Director of Safie Field Works Inc.

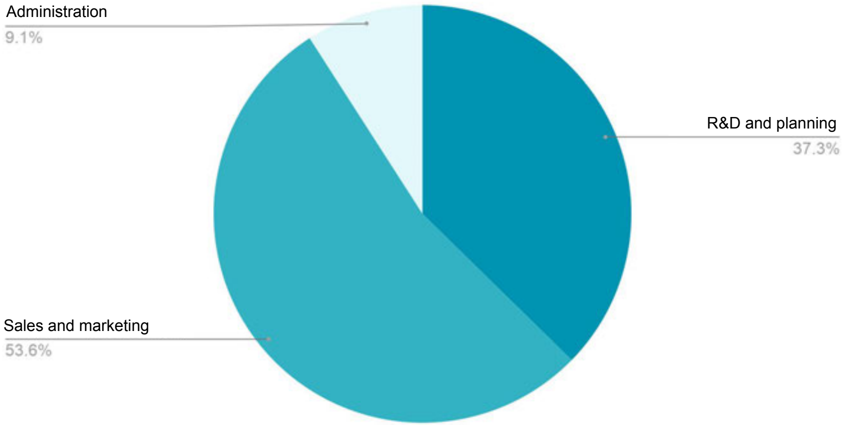
Oct. 2001	Joined IT-it Co., Ltd. (currently EXEO System Management, Inc.)
Mar. 2007	Joined So-net Corp. (currently Sony Network Communications Inc.)
Apr. 2020	Joined Safie Inc.
Dec. 2021	Appointed Executive Officer & CCO, Customer Service Division Head
Nov. 2025	Appointed Executive Officer / Representative Director of Safie Field Works Inc. (current position)

Employees

Number of employees*1



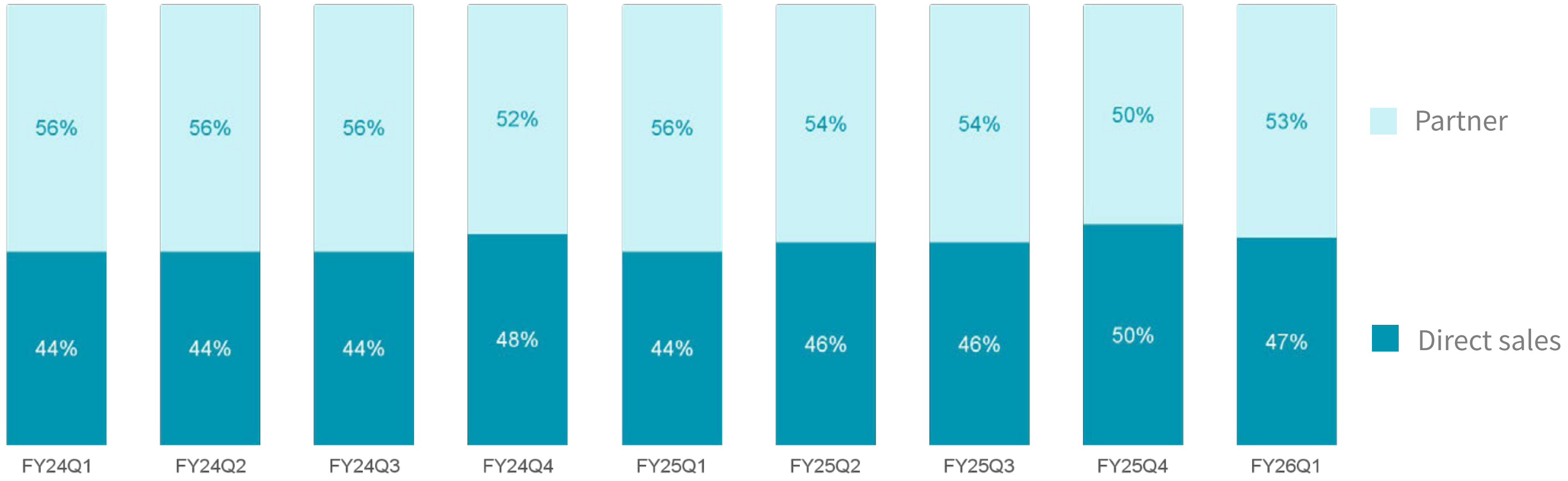
Employee breakdown



*1 The number is based on the count at the beginning of each month

Revenue breakdown by sales channels

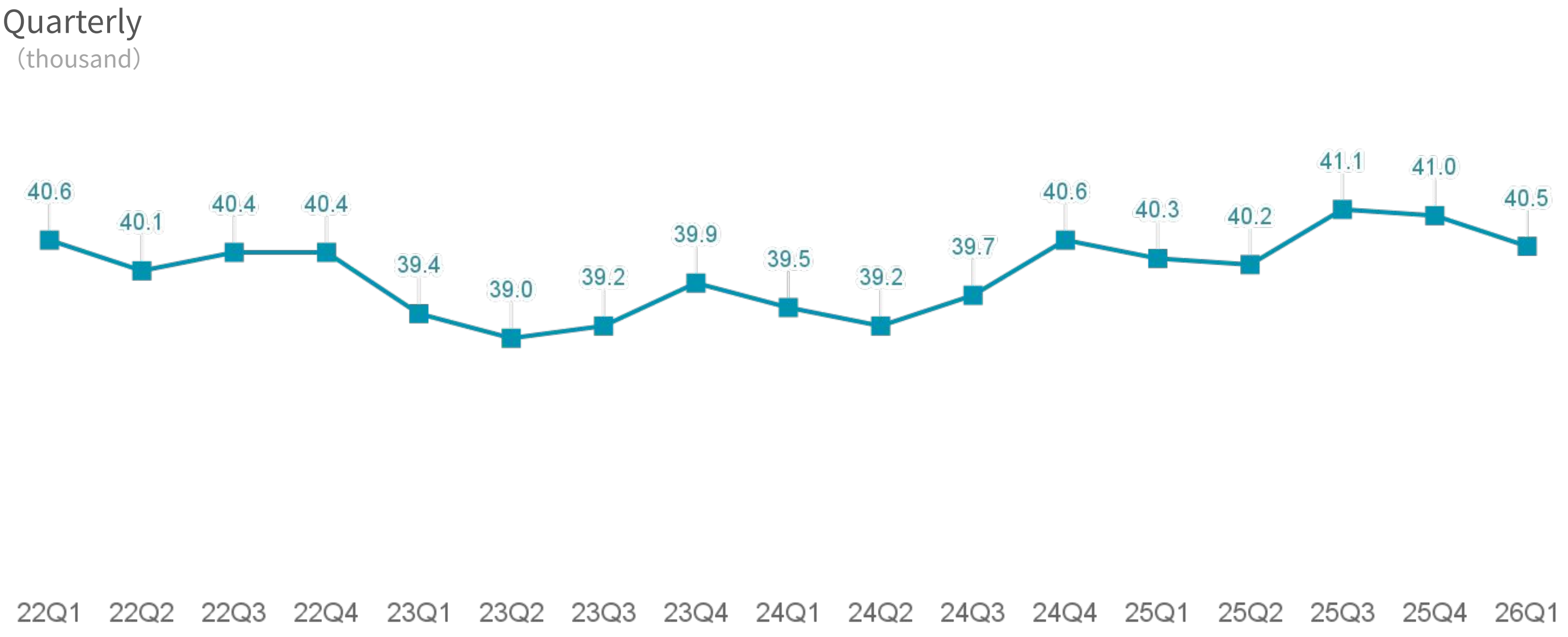
Sales per channel (Quarterly)



※ Figures based solely on Safie Inc. (Non-consolidated)

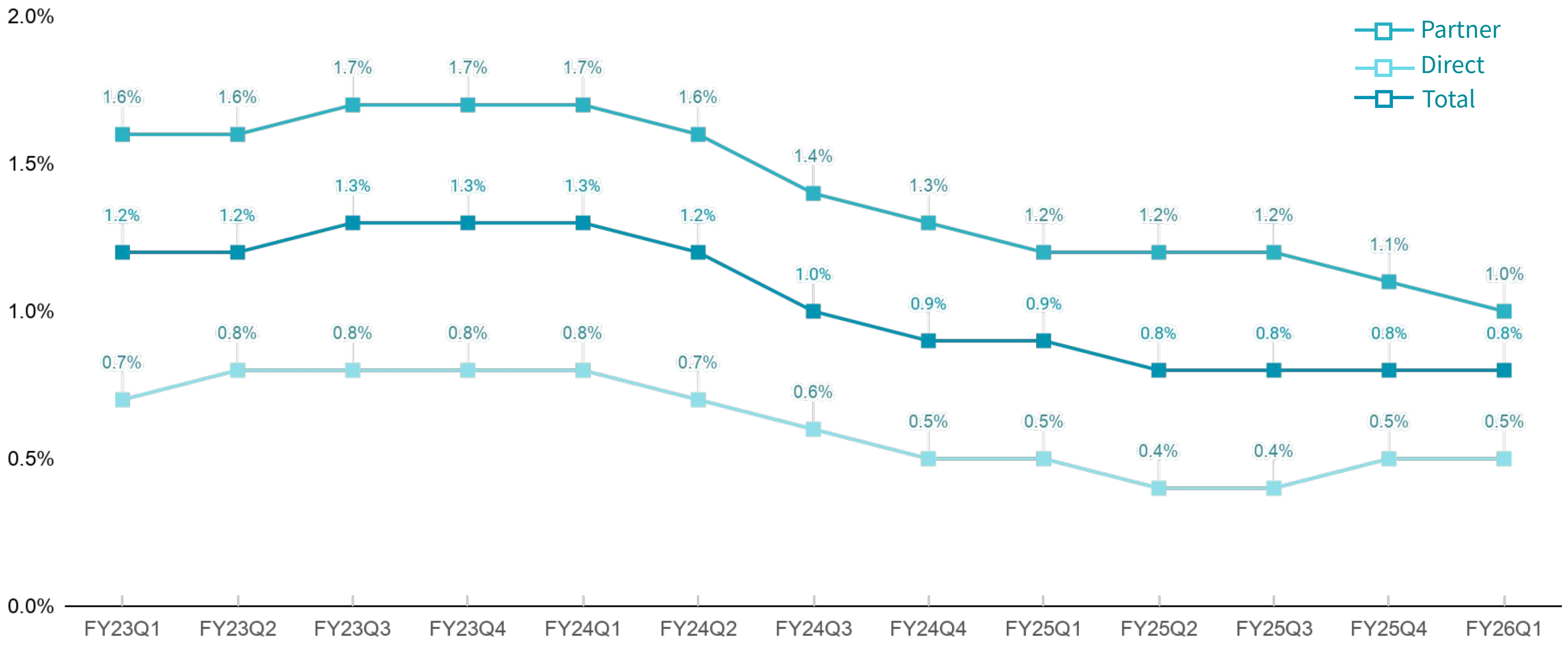
ARPC (Average revenue per camera) *1

ARPC (Average revenue per camera) (Quarterly)



*1 ARPC signifies "Average Revenue per Camera." ARPC = ARR ÷ (the number of billing cloudcams)

The 12-month average churn rate of billing Safie PRO cloudcams (based on units)



Estimated TAM (Safie estimates)

safie

Industry	Potential locations	Estimated number of cloudcams per location*1	Potential number of cloudcams (million units)
Restaurants/café	1,400k locations*2	Approx. 4 units	Approx. 5.62m units
Retail	880k locations*3	Approx. 10 units	Approx. 8.80m units
Services (excluding hotels)	430k locations*4	Approx. 4 units	Approx. 1.73m units
Services (hotels)	50k locations*4	Approx. 10 units	Approx. 0.51m units
Construction	300k locations*5	Approx. 5 units	Approx. 1.50m units
Housing construction	2,210k locations*6	Approx. 1 unit	Approx. 2.21m units
Manufacturing/logistics	260k locations*7	Approx. 10 units	Approx. 2.60m units
Infrastructure/public	1,990k locations*8	Approx. 3 units	Approx. 5.98m units
Finance	160k locations*9	Approx. 3 units	Approx. 0.50m units
Parking	5,560k locations*10	Approx. 1 unit	Approx. 5.56m units
Hospitals/nursing/educational institution	270k locations*11	Approx. 10 units	Approx. 2.77m units
Offices	260k locations*12	Approx. 3 units	Approx. 0.78m units
Condominiums	120k locations*13	Approx. 4 units	Approx. 0.49m units
Elevators	770k locations*14	Approx. 1 unit	Approx. 0.77m units
Office buildings	10k locations*15	Approx. 50 units	Approx. 0.52m units
Total	14,670k locations	-	Approx. 40.34m units

*1 Estimated units per location based on our historical business experience and internal calculations. *2 Number of food service facilities from the Ministry of Health, Labour and Welfare "FY2023 Report on Public Health Administration and Services" (2024). *3 Number of retail establishments from the Ministry of Economy, Trade and Industry "2021 Economic Census for Business Activity (Wholesale and Retail Trade)" (2021). *4 Total of amusement facilities from the "Fact-finding Survey on the Amusement Industry FY2021" (2023), pachinko/pachislo parlors from the National Police Agency "Status of Entertainment Businesses and Crackdown on Related Offenses in 2023" (2024), libraries and museums from the Ministry of Education, Culture, Sports, Science and Technology "Publication of the FY2021 Social Education Statistics" (2023), and public bathhouses, barbershops, beauty salons, hotels, and ryokans from the "Overview of the FY2023 Report on Public Health Administration and Services" (2024). *5 Public construction orders from the Ministry of Land, Infrastructure, Transport and Tourism "Report on the Statistical Survey on Construction Orders Received (FY2023 Totals)" (2024). *6 New housing starts from the MLIT "Statistical Survey on Building Construction Starts" (2025) and renovation orders from the "Survey on Building Reform and Renewal (Summary)" (2022). *7 Total estimated factories, workshops, and logistics centers from the METI "2023 Economic Structure Status Survey" (2024). *8 Total of renewable energy facilities from the Agency for Natural Resources and Energy (2019), railway stations from the "National Railway Line and Station Database" (2025), water treatment plants from "Water Supply Hot News" (2021), and sewerage/river management facilities from MLIT (2024). *9 Total of bank branches from the "2023 Payment Statistics Annual Report" (2022-2023) and ATM counts from the "Major Accounts of Credit Cooperatives Nationwide" (2023). *10 Total shared parking spaces from the MLIT "Annual Report on Motor Vehicle Parking Lots FY2023 Edition" (2023). *11 Total of medical facilities from the "FY2023 Survey of Medical Institutions" (2023), elderly care homes from the "FY2023 Survey of Social Welfare Facilities" (2023), schools and kindergartens from the MEXT "FY2024 Basic School Survey" (2024), and nursery facilities from the Children and Families Agency (2023). *12 Number of buildings primarily used as offices from the MLIT "2023 Basic Survey on Land and Buildings Owned by Corporations" (2024). *13 Number of condominium buildings from the Condominium Management Companies Association "Summary of the FY2024 Survey on Trends in Condominium Management Contracts" (2024). *14 Number of elevators under maintenance from the Japan Elevator Association "FY2022 Survey Results" (2023). *15 Number of office buildings from the Japan Real Estate Institute "National Office Building Survey" (2023).

Consolidated balance sheet

(¥ thousand)	End Dec. 2025	End Mar. 2026
(Assets)		
Current assets		
Cash and deposits	6,820,149	6,053,821
Accounts receivable – trade	2,726,538	2,607,505
Electronically recorded monetary claims	18,743	-
Merchandise	874,412	1,336,664
Other	499,822	657,887
Allowance for doubtful accounts	△7,845	△7,938
Total current assets	10,931,821	10,647,940
Non-current assets		
Property, plant and equipment	15,457	39,398
Investments and other assets	1,131,821	1,069,360
Total non-current assets	1,147,278	1,108,759
Deferred assets	1,482	1,379
Total assets	12,080,583	11,758,079

	End Dec. 2025	End Mar. 2026
(Liabilities)		
Current liabilities		
Accounts payable – trade	1,042,189	1,231,586
Current portion of long-term borrowings	892	340
Income tax payable	322,751	91,571
Provision for bonuses	210,715	38,327
Other	1,236,677	976,412
Total current liabilities	2,813,226	2,338,237
Non-current liabilities		
Other	42,835	43,145
Total non-current liabilities	42,835	43,145
Total liabilities	2,856,061	2,381,383
(Net assets)		
Shareholders’ equity		
Share capital	5,651,180	5,651,180
Capital surplus	8,146,608	8,149,066
Retained earnings	△4,756,668	△4,590,978
Treasury shares	△313	△313
Total shareholders’ equity	9,040,806	9,208,954
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	21,577	11,185
Deferred gains or losses on hedges	5,572	-
Foreign currency translation adjustment	△2,480	△4,147
Total accumulated other comprehensive income	24,669	7,037
Share acquisition rights	32,797	42,640
Non-controlling interests	126,248	118,064
Total net assets	9,224,521	9,376,696
Total liabilities and net assets	12,080,583	11,758,079

Reconciliation table for adjusted operating profit

(¥ million)	2022				2023				2024				2025				2026
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Operating profit	△218	△384	△281	△398	△182	△256	△399	△252	△99	△203	△64	△214	△20	△50	△23	13	105
+)Stock-based compensation expense	0	5	6	6	6	8	10	8	8	11	13	12	15	17	19	13	21
+)Depreciation of intangible assets arising from M&A	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
＋)Temporary expenses	0	0	0	0	0	0	0	0	0	0	0	0	64	109	133	111	76
Adjusted operating profit	△218	△379	△275	△391	△176	△247	△389	△244	△90	△191	△50	△201	59	75	128	139	203

Disclaimer

- This document has been prepared solely for the purpose of disclosing relevant information regarding Safie Group (referred to herein as the “Group", "we" or "us"). This document does not constitute an offer to sell or the solicitation of an offer to buy any security in the United States, Japan or any other jurisdiction.

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- Any information pertaining to companies other than us or that was derived from any third-party source identified in this presentation material is cited from publicly-available information. We have not independently verified the accuracy or appropriateness of such information and are not able to guarantee the accuracy of such information.

For inquiries, please contact Safie IR at ir@safie.jp

Details on Safie Inc. as below

Sustainability initiatives: https://safie.co.jp/csr/

IR website: https://safie.co.jp/en/ir/