Financial Results for the Fiscal Year Ended March 31, 2026 and Forecast for the Fiscal Year Ending March 31, 2027

Tsuzuki Denki Co., Ltd.

Securities Code ：8157（Tokyo Stock Exchange (Prime Market) / Information & Communication)

May 15, 2026

Highlights

TSUZUKI

FY03/26 Results	
	◆ All business models achieved growth, net sales reaching ¥103.7 billion, up 5.6% YoY. ◆ Operating income surpassed the upward revisions to the forecast announced on January 30, reaching ¥8.1 billion and achieving 26.2% YoY growth, with the operating margin improving to 7.9%(+1.3pt), continuing profitability enhancement. ◆ Operating income and ordinary income reached record highs for the fourth consecutive year.

Orders	
	◆ Orders grew 9.7% YoY, mainly for equipment. ◆ Order backlogs remained at a high level, up 32.9% YoY.

FY03/27 Forecast	
	◆ The new medium-term management plan has commenced, with the Company advancing to the profit growth stage in line with expanded sales. ◆ We target two consecutive fiscal years of net sales growth, five consecutive years of record-high operating income and ordinary income.

Consolidated Financial Results for the Fiscal Year Ended March 31, 2026

TSUZUKI

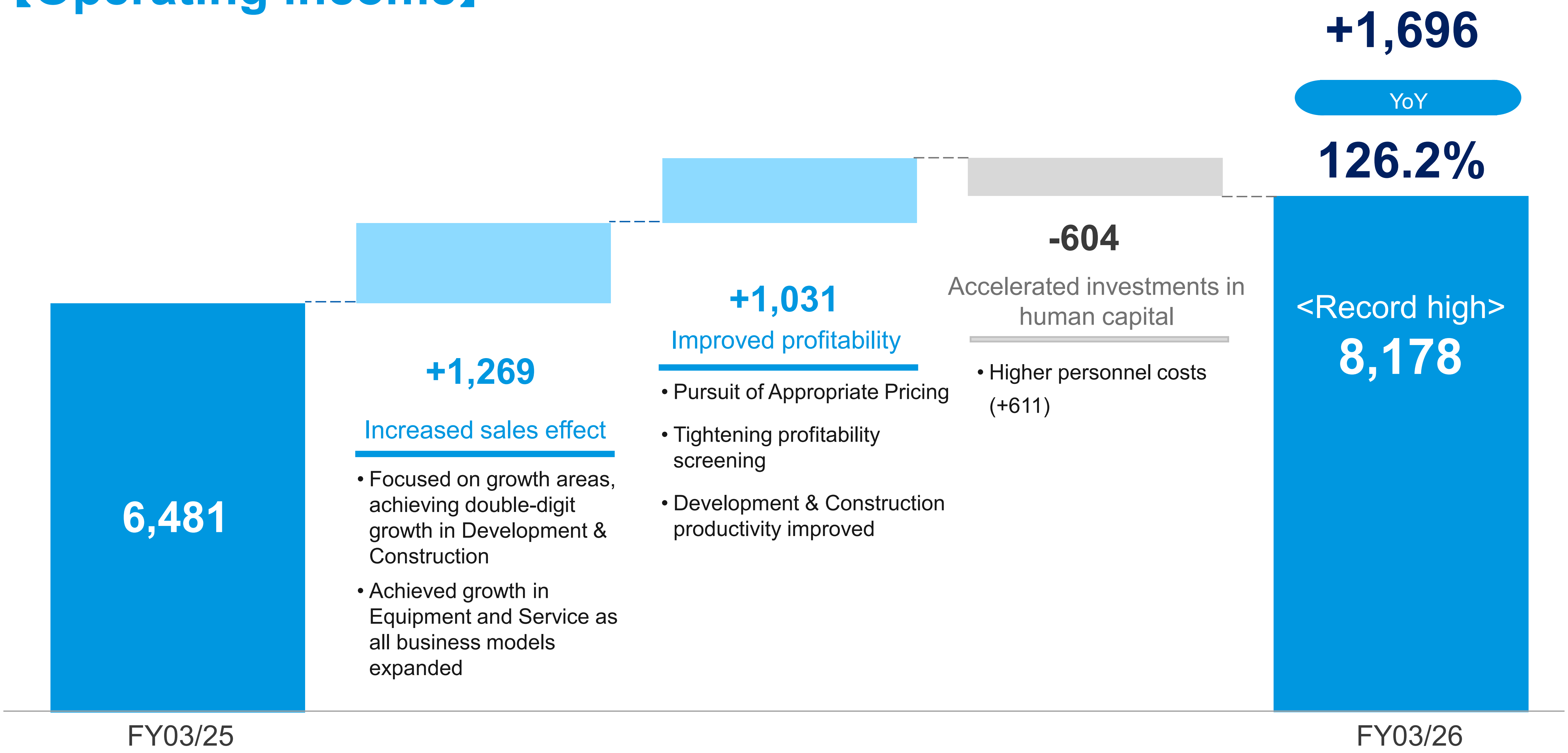
(Millions of yen)

	FY03/25		FY03/26		YoY change	YoY
	amount	Composition ratio	amount	Composition ratio		
Net sales	98,263		**103,728**		+5,464	105.6%
Gross profit	22,665	23.1%	**24,965**	**24.1%**	+2,300	110.2%
SG&A expenses	16,183	16.5%	**16,787**	**16.2%**	+604	103.7%
Operating profit	6,481	6.6%	**8,178**	**7.9%**	+1,696	126.2%
Ordinary profit	6,596	6.7%	**8,320**	**8.0%**	+1,724	126.1%
Profit attributable to owners of parent	4,764	4.8%	**6,472**	**6.2%**	+1,708	135.9%

Factors Affecting Operating Income

(Millions of yen)

【Operating income】



Net Sales by Business Model

Net sales by business model

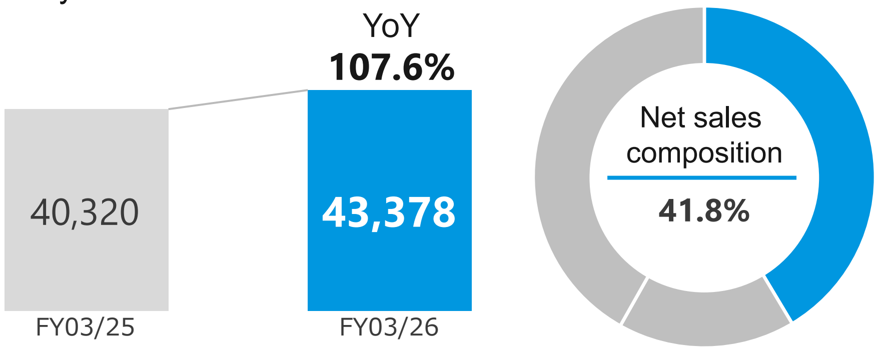
(Millions of yen)

Equipment

▶PCs ▶Servers ▶Storage devices ▶Network devices ▶PBXs, etc.

Overview of FY03/26

Sales grew steadily YoY, driven by orders for server and storage installations from manufacturers and public institutions.

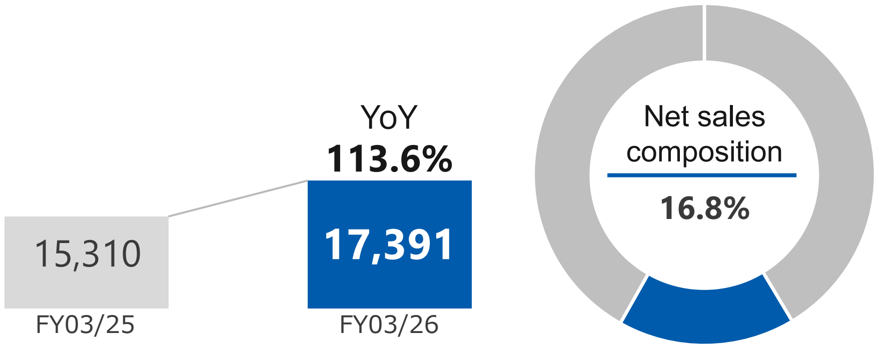


Development & Construction

▶Infrastructure construction (information and network systems) ▶Network design and construction
▶System and application development ▶Voice platform system (PBX) design, construction, etc.

Overview of FY03/26

Sales increased substantially YoY, driven by growth in network construction and system development projects.

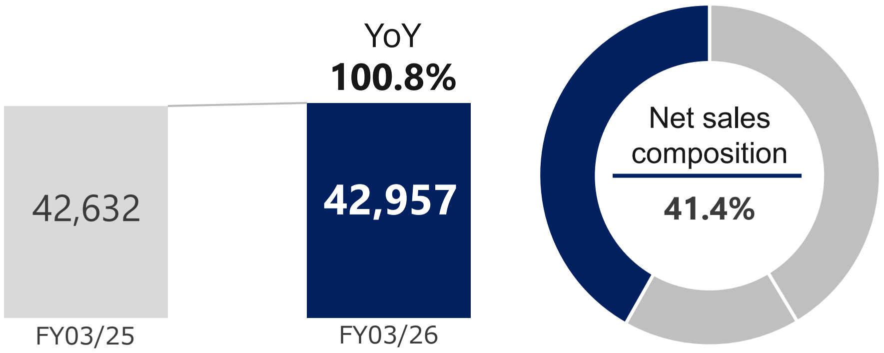


Service

▶Various cloud services (CT-e1/SaaS, TCloud series, etc. ▶Cloud infrastructure (Microsoft azure, etc.)
▶Device maintenance ▶Monthly line fees ▶Maintenance and operation services, etc.

Overview of FY03/26

Sales remained strong in line with expansions in cloud solutions and other recurring-revenue businesses.



Orders

TSUZUKI

(Millions of yen)

	FY03/25	FY03/26	YoY change	YoY
Orders	100,615	**110,384**	+9,768	109.7%
Order backlog	20,246	**26,902**	+6,655	132.9%

By business model

Equipment: Orders remained favorable due to the acquisition of large equipment installation projects from government agencies and financial institutions.

	FY03/25	FY03/26	YoY change	YoY
Orders	40,143	**49,891**	+9,748	124.3%
Order backlog	10,391	**16,904**	+6,512	162.7%

Development & Construction: While the order backlog declined as sales were fulfilled, it still remained at a level comparable to other fiscal years; new orders were firm.

	FY03/25	FY03/26	YoY change	YoY
Orders	16,277	**17,055**	+777	104.8%
Order backlog	4,451	**4,115**	△336	92.4%

Service: Although orders declined due to the conclusion of a large deal in FY03/25, the order backlog remained at a high level.

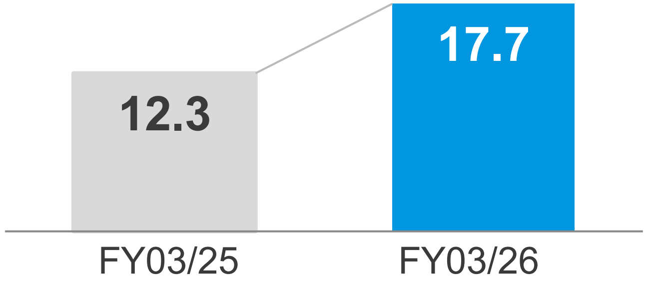
	FY03/25	FY03/26	YoY change	YoY
Orders	44,194	**43,437**	△756	98.3%
Order backlog	5,404	**5,883**	+479	108.9%

Six Growth Domains

Shifting resources to growth areas has proved successful, facilitating the achievement of full-year targets and delivering significant results that will contribute to the achievement of the new medium-term management plan targets.

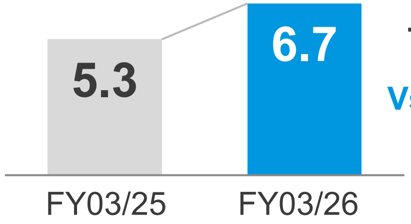
(Billions of yen)

Total net sales in the six growth domains



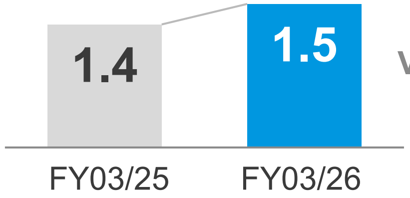
Target: 16.3 billion yen
Versus initial target: 108.2%
Versus FY03/25: 144.7%

Contact Center Systems



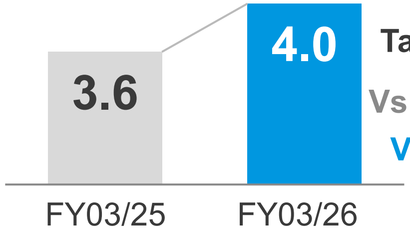
Target: 6.1 billion yen
Vs. initial target: 109.6%
Vs. FY03/25: 125.6%

Cloud Communications



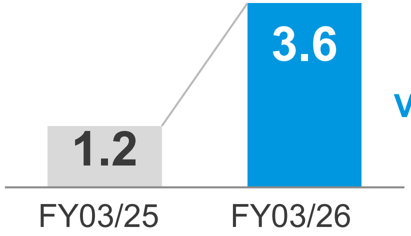
Target: 2.7 billion yen
Vs. initial target: 59.2%
Vs. FY03/25: 111.4%

Managed Services



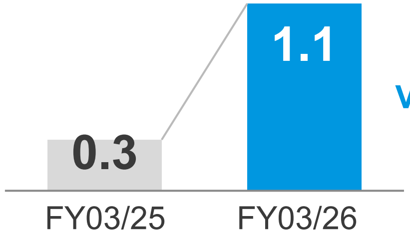
Target: 4.1 billion yen
Vs. initial target: 97.7%
Vs. FY03/25: 109.9%

Security*



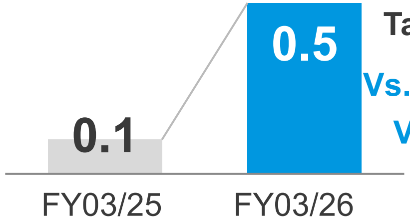
Target: 2.0 billion yen
Vs. initial target: 183.4%
Vs. FY03/25: 294.0%

DX Consulting



Target: 1.0 billion yen
Vs. initial target: 115.7%
Vs. FY03/25: 320.3%

Market-specific DX Services



Target: 0.3 billion yen
Vs. initial target: 132.0%
Vs. FY03/25: 337.9%

* From FY03/26, the Security domain also includes OT security.

FY03/27 Consolidated Earnings Forecast

Although memory supply constraints are expected, we project net sales to increase for the second consecutive fiscal year, driven by continued strong demand for capital expenditures and growth investments.
While profit attributable to owners of parent is projected to decline in FY03/27 due to a reactionary decrease following gains on sales of investment securities recorded in FY03/26, we aim to achieve record highs in operating income and ordinary income for the fifth consecutive year.

(Millions of yen)

	FY03/26		FY03/27		YoY change	YoY
	amount	Composition ratio	amount	Composition ratio		
Net sales	103,728		**107,000**		+3,272	103.2%
Operating profit	8,178	7.9%	**8,700**	**8.1%**	+521	106.4%
Ordinary profit	8,320	8.0%	**8,700**	**8.1%**	+379	104.6%
Profit attributable to owners of parent	6,472	6.2%	**5,750**	**5.4%**	△722	88.8%

Bring to society “*yohaku*”
filled with possibilities,
through people, insight,
and technology, together.