Translation

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Notice Concerning the Release of Questions and Answers from Investors Following the Announcement of Financial Results for the Fiscal Year Ended June 30, 2026

Solvvy Inc. (the "Company") hereby announces the summary of the main questions received from institutional investors, shareholders, and other investors following the announcement of its financial results for the fiscal year ended June 30, 2026, on August 14, 2026 (Friday). This disclosure is made from the perspective of fair disclosure.

Please note that some parts have been edited or revised for clarity without changing the original intent of the questions. Furthermore, the answers provided herein reflect the Company's judgment and views as of the date of disclosure, and actual results may differ due to various factors in the future.

[Summary of Questions and Answers]

Q1: What were the primary factors behind both net sales and operating profit falling short of the full-year plan for the fiscal year ended June 30, 2026?

A1: There are two main factors. First, during the first quarter, resources such as personnel were diverted to normalize the operations of the "GIGA Guarantee." This led to a stagnation in sales activities, particularly in the renewable energy sector within the ExtendTech business, which impacted the full-year results. Second, the performance contribution from the NextGIGA and University sectors did not progress as initially planned. While we secured year-on-year increases in both revenue and profit by compensating to some extent with other products, it was not enough to reach the planned targets.

Q2: While operating profit fell short of the plan, ordinary profit achieved the full-year target. Is the growth in non-operating income a one-time occurrence?

A2: Our non-operating income primarily consists of rental income from owned real estate and gains on the investment of securities. Although investment gains are subject to market fluctuations, we have achieved stable non-operating income by reviewing our portfolio and replacing assets as appropriate. Combined with rental income, we intend to continue this approach to ensure steady non-operating income generation.

Q3: Please explain the reasons why the LifeTech business fell significantly short of its plan.

A3: We had initially anticipated a significant contribution to performance through business expansion in the University sector and actively pursued sales activities. However, due to specific circumstances such as the budget schedules of educational institutions, the contribution to performance was delayed compared to our original plan. Although the target was not met, SI contract development continues to perform steadily, and we are making steady progress across the business as a whole, including the launch of new services in the Culture Center sector.

Q4: Regarding the GIGA Guarantee response that caused the delay in first-quarter performance, what is the current status and the outlook for the fiscal year ending June 30, 2027?

A4: Regarding the normalization of GIGA Guarantee operations, the impact on sales activities in the ExtendTech business has been resolved since the second quarter of the fiscal year ended June 30, 2026. The expiration of the targeted guarantee contracts is progressing, and we continue to implement measures to reduce repair costs. At this point, we do not anticipate any additional costs related to this matter.

Q5: What was the background and reasoning behind the decision to withdraw from the NextGIGA sector?

A5: Following the experience where guarantee limits were exceeded in the "1stGIGA" projects, we have taken measures such as revising product content to match the risks. However, considering the profitability and the difficulty of risk management compared to other businesses, we decided to withdraw from this sector to reallocate management resources to other growth and focus areas.

Q6: While contract liabilities (deferred revenue) and long-term contract liabilities have grown at a double-digit rate year-on-year, why has the net sales growth rate remained in the low single digits?

A6: The contribution from the reversal of contract liabilities accounts for approximately 30% of our total net sales; the remainder is comprised of businesses and services where revenue is recognized in a lump sum during the current period. For the fiscal year ending June 30, 2027, we have factored in the risk of delays in housing deliveries or housing supply, and have therefore conservatively estimated the contribution from services with a high ratio of lump-sum revenue recognition compared to the previous fiscal year.

Q7: Why is there a variance in the level of net sales between quarters, despite guarantee fees being recognized over time?

A7: There are two main reasons. First, housing deliveries tend to concentrate in the second half of our fiscal year, leading to an increase in new contracts during that period. Second, the proportion of services where revenue is recognized in a lump sum—such as building guarantees and renewable energy equipment guarantee services—has increased, making them a significant contributor to the current period's performance. As mentioned earlier, revenue from the reversal of contract liabilities accounts for only about 30% of the total, meaning the remaining portion is subject to quarterly fluctuations.

Q8: What are the assumptions behind the plan for the first-quarter operating profit of the fiscal year ending June 30, 2027, to be lower than the actual results of the first quarter of the previous year?

A8: In the first quarter of the fiscal year ending June 30, 2027, revenue from the GIGA Guarantee will have ceased compared to the previous year. Additionally, for the FY2027 forecast, we have transitioned to a conservative plan based only on highly probable figures. While net sales and cost of sales are expected to remain flat, we anticipate an increase in SG&A expenses such as personnel, office, and commission expenses due to growth investments. Therefore, we plan for the operating profit level to be lower than the previous year.

Q9: How are you handling the Medium-Term Management Plan disclosed in the fiscal year ended June 30, 2025?

A9: We are currently reviewing the Medium-Term Management Plan announced in June 2025, taking into account the actual results for the fiscal year ended June 30, 2026, and the earnings forecast for the fiscal year ending June 30, 2027. For details regarding the latest growth image, please refer to page 20 of the "Financial Results Briefing Materials for the Fiscal Year Ended June 30, 2026" published on August 14, 2026.

Q10: Why have accounts receivable increased significantly from the end of the previous fiscal year?

A10: The increase in accounts receivable is due to the diversification of payment methods to meet the needs of end-users. We believe the risk of bad debts is minimal, as the receivables are highly diversified across a large number of customers.