Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending December 31, 2026 [IFRS] (Consolidated)

Broadleaf Co., Ltd. Nov 11, 2026

Stock listing	Tokyo Stock Exchange Prime Market
Representative	Representative Director, President and CEO Kenji Oyama
Scheduled date to commence dividend payments	-
Earnings Supplementary Explanatory Documents	Yes
Earnings Results Briefing	Yes (For institutional investors and analysts)

(Amounts of less than JPY one million are rounded)

1. Consolidated Financial Results for 3Q FY2026 (From January 1, 2026 to September 30, 2026)

(1) Consolidated Operating Results (Cumulative)

(Percentage below represents increase (decrease) from the same period of previous year)

	Revenue		Operating profit		Quarterly profit before tax		Quarterly profit		Quarterly profit attributable to owners of the parent		Total quarterly comprehensive income	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
3Q FY2026	16,297	7.0	2,344	57.1	2,239	72.1	1,454	70.0	1,481	69.8	1,522	71.4
3Q FY2025	15,231	17.5	1,492	418.3	1,301	344.0	855	459.7	872	442.5	888	297.1

	Basic earnings per share	Diluted earnings per share
	Yen	Yen
3Q FY2026	8.19	8.01
3Q FY2025	4.86	4.74

(Note) The Company conducted a 2-for-1 stock split of its common shares effective July 1, 2026. Basic earnings per share and diluted earnings per share have been calculated assuming the stock split was conducted at the beginning of the previous consolidated fiscal year.

(2) Consolidated Financial Position

	Total assets	Total equity	Equity attributable to owners of the parent	Percentage of equity attributable to owners of the parent
	Millions of yen	Millions of yen	Millions of yen	%
3Q FY2026	43,499	25,076	25,082	57.7
FY2025	41,425	24,293	24,271	58.6

2. Dividends

	Dividend per share				
	End of 1Q	Interim	End of 3Q	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
FY2025	-	2.50	-	3.50	6.00
FY2026	-	7.50	-		
FY2026 (forecast)				4.00	-

(Note) 1. Revisions to the most recently announced dividend forecasts: None

2. The Company conducted a 2-for-1 stock split of its common shares effective July 1, 2026. The year-end dividend per share for FY2026 (forecast) is stated as the amount after considering the stock split. The total annual dividend per share for FY2026 (forecast) is not stated because the Interim dividend and the year-end dividend cannot be simply aggregated due to the stock split. Without considering the stock split, the year-end dividend per share for FY2026 (forecast) would be 8.00 yen, and the total annual dividend would be 15.50 yen.

3. Forecast of Consolidated Financial Results for FY2026 (From January 1, 2026 to December 31, 2026)

(Percentage below represents increase (decrease) from the same period of previous year)

	Revenue		Operating profit		Profit before tax		Profit attributable to owners of the parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	22,500	8.1	3,500	69.7	3,400	83.4	2,300	85.4	12.71

(Note) 1. Revisions to the most recently announced earnings forecasts: Yes

2. The Company conducted a 2-for-1 stock split of its common shares effective July 1, 2026. Basic earnings per share for the full year in the consolidated earnings forecast for FY2026 reflects the impact of the stock split.

※ Notes

(1) Significant changes in the scope of consolidation during the period: None

(2) Changes in accounting policies and changes in accounting estimates

(i) Changes in accounting policies required by IFRS: None

(ii) Changes in accounting policies other than the above: None

(iii) Changes in accounting estimates: None

(3) Number of shares outstanding (common stock)

(i) Number of shares issued at period-end (including treasury shares)	3Q FY2026	195,793,600 Shares	FY2025	195,793,600 Shares
(ii) Number of treasury shares	3Q FY2026	14,607,542 Shares	FY2025	15,609,582 Shares
(iii) Average number of shares outstanding (during the period)	3Q FY2026	180,937,919 Shares	3Q FY2025	179,705,708 Shares

(Note) The Company conducted a 2-for-1 stock split of its common shares effective July 1, 2026. The number of shares outstanding (common stock) has been calculated assuming the stock split was conducted at the beginning of the previous consolidated fiscal year.

* Review of the accompanying quarterly consolidated financial statements by a certified public accountant or auditing firm: None

* Comments regarding appropriate usage of earnings forecasts, and other special notes

(Notes on forward-looking statements)

The forward-looking statements such as earnings forecasts contained in this document are based on the information currently available to Broadleaf Co., Ltd. Group (hereinafter “the Group”) and certain assumptions deemed reasonable. Actual results may differ materially from these forecasts due to various factors.

(Availability of earnings supplementary explanatory documents and information on earnings results briefings)

The Group plans to hold a live webcast presentation for institutional investors and analysts on Wednesday, November 11, 2026. The materials used at the meeting will be posted on its website.

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1. Overview of Operating Results, etc.

(1) Overview of Operating Results for the Third Quarter of the current fiscal year

During the first nine months of the current fiscal year (January 1, 2026 to September 30, 2026), the Japanese economy continued to recover moderately, with signs of a pickup in personal consumption and capital investment amid improvements in employment and income conditions. However, in addition to the impact of the situation in the Middle East and natural disasters, the effects of the weak yen, high prices, and rising interest rates require continued close attention, and the outlook for the economy remains uncertain.

In the domestic information services industry, to which the Group belongs, corporate demand for DX (digital transformation) continues. There continues to be demand for solving management issues through digital technology, including the automation of operations aimed at addressing chronic labor shortages and improving productivity, as well as the use of AI and data to strengthen competitiveness and create new business opportunities.

In this environment, the Group, as a "digital infrastructure company supporting the mobility industry," is working to provide added value that leads to improved productivity and operational efficiency for its customers. Specifically, the Group is working to accelerate the adoption of cloud software, mainly among major customers, and supports customers' DX through information sharing and transaction collaboration between customer companies. In addition, while continuing its existing security measures, since the third quarter, the Group has stepped up investment in upgrading its IT infrastructure and improving its applications to further enhance the security and stability of its services.

As a result of these initiatives, Cloud services sales for the first nine months under review increased by 26.8% year-on-year, driven by an increase in the number of customers using cloud software. Meanwhile, Packaged system sales decreased by 16.4% year-on-year, reflecting the ongoing transition of customers from packaged software to cloud software. In addition, Others sales decreased by 19.3% year-on-year, partly due to a decline in replacement demand for PCs and other equipment following a temporary surge in the same period of the previous year. While customers' transition to cloud software changes the sales composition between Cloud services sales and Packaged system sales, it contributes to overall revenue growth. This positive impact on revenue is expected to continue until the planned transition to cloud software is completed.

In addition, the Group actively incorporated generative AI into its sales activities as well as development and administrative operations, and sought to optimize costs through improvements in business processes. In parallel, the Group enhanced sales and support activities to facilitate customers' smooth migration to the cloud, while also updating IT infrastructure such as middleware required to strengthen security and improving its applications. Although selling, general and administrative expenses increased year on year due to these initiatives and other factors, the revenue growth resulting from the progress of cloud migration contributed to a significant increase in profit.

As a result, for the first nine months of the current fiscal year under review, revenue was 16,297 million yen (an increase of 7.0% year-on-year), operating profit was 2,344 million yen (an increase of 57.1% year-on-year), quarterly profit before tax was 2,239 million yen (an increase of 72.1% year-on-year), and quarterly profit attributable to owners of the parent was 1,481 million yen (an increase of 69.8% year-on-year).

The Group operates in a single reportable segment, the IT services business. Revenue by service category is shown below.

(Millions of yen)

Classification	3Q FY2025 (From January 1, 2025 To September 30, 2025)	3Q FY2026 (From January 1, 2026 To September 30, 2026)	YoY change
Cloud services	8,408	10,664	26.8%
Packaged system	4,412	3,688	-16.4%
Others	2,411	1,945	-19.3%
Total	15,231	16,297	7.0%

Cloud services

This category consists of usage fees for subscription-based software, including the cloud-based “.c Series,” and fees associated with automotive aftermarket parts transaction platforms.

Packaged system

This category consists of sales of packaged software (through lease sales or lump-sum sales) for mobile phone shops, travel agencies, bus operators, machinery and tool trading companies, and manufacturers, as well as fees for various services necessary to use packaged software.

Others

This category consists of sales of hardware products, such as PCs, and supplies.

(2) Overview of Financial Position for the Third Quarter of the current fiscal year

(a) Analysis of financial condition

(Assets)

Assets at the end of the third quarter of the current fiscal year increased by 2,075 million yen from the end of the previous fiscal year to 43,499 million yen. Current assets decreased by 56 million yen to 8,408 million yen, while non-current assets increased by 2,131 million yen to 35,091 million yen. The decrease in current assets was mainly due to a decrease of 172 million yen in inventories, despite increases of 78 million yen in other current assets and 33 million yen in trade and other receivables. The increase in non-current assets was mainly due to increases of 1,371 million yen in intangible assets and 914 million yen in property, plant and equipment.

(Liabilities)

Liabilities at the end of the third quarter of the current fiscal year increased by 1,291 million yen from the end of the previous fiscal year to 18,423 million yen. Current liabilities increased by 822 million yen to 16,166 million yen, while non-current liabilities increased by 469 million yen to 2,257 million yen. The increase in current liabilities was mainly due to increases of 583 million yen in contract liabilities and 506 million yen in short-term interest-bearing debt, despite a decrease of 409 million yen in other current liabilities. The increase in non-current liabilities was mainly attributable to an increase of 474 million yen in long-term interest-bearing debt.

(Equity)

Equity at the end of the third quarter of the current fiscal year increased by 783 million yen from the end of the previous fiscal year to 25,076 million yen. The increase in equity was mainly due to an increase of 487 million yen in retained earnings, a decrease of 138 million yen in treasury shares, an increase of 118 million yen in capital surplus, and an increase of 67 million yen in other components of equity.

(b) Analysis of cash flows

Cash and cash equivalents (hereinafter referred to as "cash") at the end of the third quarter of the current fiscal year increased by 8 million yen from the end of the previous fiscal year to 4,129 million yen.

The status of each cash flow and its factors in the first nine months of the current fiscal year are as follows.

(Cash flows from operating activities)

Net cash provided by operating activities was 4,776 million yen (up 18.1% year on year). This was mainly due to depreciation and amortization of 2,641 million yen and quarterly profit before tax of 2,239 million yen, despite income taxes paid of 418 million yen.

(Cash flows from investing activities)

Net cash used in investing activities was 3,196 million yen (down 4.2% year on year). This was mainly due to expenditures of 3,350 million yen for the acquisition of intangible assets.

(Cash flows from financing activities)

Net cash used in financing activities was 1,602 million yen (up 59.8% year on year). This was mainly due to expenditures of 1,459 million yen for the repayment of long-term borrowings, dividends paid of 995 million yen, and expenditures of 621 million yen for the repayment of lease liabilities, despite a net increase in short-term borrowings of 1,495 million yen.

(3) Explanation of Forward-Looking Information Including Consolidated Earnings Forecasts

Customers continue to migrate to our cloud software, and our earnings model, in which growth in recurring revenue drives higher profit margins and increased profit, remains unchanged. However, several anticipated contracts, including a large contract, were not concluded at our consolidated subsidiary SALES GO Inc. In light of this, as well as adjustments to cloud software rollout plans associated with security enhancements and increases in related expenses, we have revised our consolidated earnings forecast for the current fiscal year (January 1, 2026 to December 31, 2026).

For details, please refer to the "Notice of Revisions to Consolidated Earnings Forecasts" released today.

The year-end dividend forecast remains unchanged from the previously announced 4.00 yen per share.

The above earnings forecasts have been prepared based on information available as of the release date of this document, and actual results may differ from the forecast figures due to various future factors.

2. Condensed Quarterly Consolidated Financial Statements and Major Notes

(1) Condensed Quarterly Consolidated Statement of Financial Position

(Thousands of yen)

	Previous consolidated fiscal year (December 31, 2025)	Current consolidated accounting period (September 30, 2026)
Assets		
Current assets		
Cash and cash equivalents	4,121,331	4,128,862
Trade and other receivables	3,707,689	3,740,743
Inventories	325,793	154,250
Other financial assets	3,000	-
Other current assets	306,285	384,303
Total current assets	8,464,097	8,408,158
Non-current assets		
Property, plant and equipment	914,485	1,828,857
Goodwill	11,167,691	11,167,691
Intangible assets	18,561,141	19,932,430
Investments accounted for using the equity method	0	-
Other financial assets	901,490	747,910
Other non-current assets	141,129	145,947
Deferred tax assets	1,274,548	1,268,403
Total non-current assets	32,960,485	35,091,239
Total assets	41,424,583	43,499,397
Liabilities and equity		
Liabilities		
Current liabilities		
Trade and other payables	2,707,875	2,468,337
Contract liabilities	8,389,084	8,972,570
Short-term interest-bearing debts	3,073,687	3,579,625
Income taxes payable	247,327	628,073
Other current liabilities	926,176	517,386
Total current liabilities	15,344,149	16,165,991
Non-current liabilities		
Long-term interest-bearing debts	1,383,871	1,858,061
Retirement benefit obligations	231,517	230,411
Provisions	137,090	137,158
Other non-current liabilities	35,116	31,458
Total non-current liabilities	1,787,593	2,257,088
Total liabilities	17,131,742	18,423,080
Equity		
Capital stock	7,147,905	7,147,905
Capital surplus	7,615,311	7,733,601
Treasury shares	-2,687,824	-2,549,526
Retained earnings	11,297,136	11,783,998
Other components of equity	898,625	966,098
Total equity attributable to owners of the parent	24,271,153	25,082,076
Non-controlling interests	21,688	-5,758
Total equity	24,292,841	25,076,317
Total liabilities and equity	41,424,583	43,499,397

(2) Condensed Quarterly Consolidated Statement of Profit or Loss and Condensed Quarterly Consolidated Statement of Comprehensive Income

(Condensed Quarterly Consolidated Statements of Income)

(Thousands of yen)

	Previous third quarter consolidated cumulative accounting period (From January 1, 2025 To September 30, 2025)	Current third quarter consolidated cumulative accounting period (From January 1, 2026 To September 30, 2026)
Revenue	15,230,725	16,296,614
Cost of sales	-5,373,891	-5,116,951
Gross profit	9,856,834	11,179,662
Selling, general and administrative expenses	-8,371,970	-8,833,526
Other operating income	28,812	31,235
Other operating expenses	-22,047	-33,304
Operating profit	1,491,630	2,344,067
Finance income	11,492	14,308
Finance costs	-107,189	-119,263
Share of profit (loss) of entities accounted for using the equity method (- indicates loss)	-95,076	-
Quarterly profit before tax	1,300,857	2,239,112
Income tax	-445,425	-785,125
Quarterly profit	855,431	1,453,987
Quarterly profit attributable to		
Owners of the parent	872,495	1,481,434
Non-controlling interests	-17,064	-27,446
Quarterly profit	855,431	1,453,987
Quarterly earnings per share		
Basic earnings per share (yen)	4.86	8.19
Diluted earnings per share (yen)	4.74	8.01

(Note) The Company conducted a 2-for-1 stock split of its common shares effective July 1, 2026. Basic earnings per share and diluted earnings per share have been calculated assuming the stock split was conducted at the beginning of the previous consolidated fiscal year.

(Condensed Quarterly Consolidated Statements of Comprehensive Income)

(Thousands of yen)

	Previous third quarter consolidated cumulative accounting period (From January 1, 2025 To September 30, 2025)	Current third quarter consolidated cumulative accounting period (From January 1, 2026 To September 30, 2026)
Quarterly profit	855,431	1,453,987
Other comprehensive income		
Items that will not be reclassified to profit or loss		
Net change in fair value of equity instruments measured at fair value through other comprehensive income	14,771	38,275
Total items that will not be reclassified to profit or loss	14,771	38,275
Items that may be reclassified to profit or loss		
Exchange differences on translation of foreign operations	17,517	29,484
Total items that may be reclassified to profit or loss	17,517	29,484
Total other comprehensive income, net of tax	32,288	67,759
Quarterly comprehensive income	887,720	1,521,746
Quarterly comprehensive income attributable to		
Owners of the parent	904,784	1,549,192
Non-controlling interests	-17,064	-27,446
Quarterly comprehensive income	887,720	1,521,746

(3) Condensed Quarterly Consolidated Statement of Changes in Equity

Previous third quarter consolidated cumulative accounting period (From January 1, 2025 to September 30, 2025)

(Thousands of yen)

	Equity attributable to owners of the parent					
					Other components of equity	
	Capital stock	Capital surplus	Treasury shares	Retained earnings	Warrants	Restricted Stock
Balance as of January 1, 2025	7,147,905	7,558,945	-2,926,532	10,407,827	957,589	-13,294
Quarterly profit	-	-	-	872,495	-	-
Other comprehensive income	-	-	-	-	-	-
Total quarterly comprehensive income	-	-	-	872,495	-	-
Purchase of treasury shares	-	-	-28	-	-	-
Disposal of treasury shares	-	101,075	238,773	-	-289,482	-56,000
Dividends	-	-	-	-403,662	-	-
Share-based payment transactions	-	-	-	33,718	181,093	41,293
Changes in ownership interests in subsidiaries that do not result in loss of control	-	-44,709	-	-	-	-
Transfer from other components of equity to retained earnings	-	-	-	2,471	-	-
Total transactions with owners	-	56,366	238,745	-367,472	-108,389	-14,706
Balance as of September 30, 2025	7,147,905	7,615,311	-2,687,788	10,912,850	849,200	-28,000

(Thousands of yen)

	Equity attributable to owners of the parent				Non-controlling interests	Total equity
	Other components of equity			Total		
	Exchange differences on translation of foreign operations	Net change in fair value of equity instruments measured at fair value through other comprehensive income	Total			
Balance as of January 1, 2025	-47,732	56,814	953,378	23,141,522	1,870	23,143,393
Quarterly profit	-	-	-	872,495	-17,064	855,431
Other comprehensive income	17,517	14,771	32,288	32,288	-	32,288
Total quarterly comprehensive income	17,517	14,771	32,288	904,784	-17,064	887,720
Purchase of treasury shares	-	-	-	-28	-	-28
Disposal of treasury shares	-	-	-345,482	-5,635	-	-5,635
Dividends	-	-	-	-403,662	-	-403,662
Share-based payment transactions	-	-	222,387	256,105	-	256,105
Changes in ownership interests in subsidiaries that do not result in loss of control	-	-	-	-44,709	44,709	-
Transfer from other components of equity to retained earnings	-	-2,471	-2,471	-	-	-
Total transactions with owners	-	-2,471	-125,567	-197,929	44,709	-153,219
Balance as of September 30, 2025	-30,215	69,114	860,099	23,848,377	29,516	23,877,893

Current third quarter consolidated cumulative accounting period (From January 1, 2026 to September 30, 2026)

(Thousands of yen)

	Equity attributable to owners of the parent					
					Other components of equity	
	Capital stock	Capital surplus	Treasury shares	Retained earnings	Warrants	Restricted Stock
Balance as of January 1, 2026	7,147,905	7,615,311	-2,687,824	11,297,136	876,261	-14,000
Quarterly profit	-	-	-	1,481,434	-	-
Other comprehensive income	-	-	-	-	-	-
Total quarterly comprehensive income	-	-	-	1,481,434	-	-
Disposal of treasury shares	-	118,290	138,298	-	-200,588	-56,000
Dividends	-	-	-	-994,770	-	-
Share-based payment transactions	-	-	-	198	214,302	42,000
Total transactions with owners	-	118,290	138,298	-994,571	13,714	-14,000
Balance as of September 30, 2026	7,147,905	7,733,601	-2,549,526	11,783,998	889,975	-28,000

(Thousands of yen)

	Equity attributable to owners of the parent				Non-controlling interests	Total equity
	Other components of equity			Total		
	Exchange differences on translation of foreign operations	Net change in fair value of equity instruments measured at fair value through other comprehensive income	Total			
Balance as of January 1, 2026	-29,484	65,848	898,625	24,271,153	21,688	24,292,841
Quarterly profit	-	-	-	1,481,434	-27,446	1,453,987
Other comprehensive income	29,484	38,275	67,759	67,759	-	67,759
Total quarterly comprehensive income	29,484	38,275	67,759	1,549,192	-27,446	1,521,746
Disposal of treasury shares	-	-	-256,588	-	-	-
Dividends	-	-	-	-994,770	-	-994,770
Share-based payment transactions	-	-	256,302	256,500	-	256,500
Total transactions with owners	-	-	-286	-738,269	-	-738,269
Balance as of September 30, 2026	-	104,123	966,098	25,082,076	-5,758	25,076,317

(4) Condensed Quarterly Consolidated Statement of Cash Flows

(Thousands of yen)

	Previous third quarter consolidated cumulative accounting period (From January 1, 2025 To September 30, 2025)	Current third quarter consolidated cumulative accounting period (From January 1, 2026 To September 30, 2026)
Cash flows from operating activities		
Quarterly profit before tax	1,300,857	2,239,112
Depreciation and amortization expense	2,432,568	2,640,720
Share-based payment expense	229,693	214,592
Finance income and finance costs (-indicates income)	95,697	104,955
Share of loss (profit) of investments accounted for using the equity method (-indicates profit)	95,076	-
Decrease in trade and other receivables (-indicates increase)	-364,240	-33,085
Decrease in inventories (-indicates increase)	-96,377	171,543
Increase in trade and other payables (-indicates decrease)	-168,547	-288,397
Decrease in prepaid expenses (-indicates increase)	-10,249	-79,373
Decrease in long-term prepaid expenses (-indicates increase)	55,386	22,287
Increase in employees' bonuses payable (-indicates decrease)	-278,718	-358,640
Increase in contract liabilities (-indicates decrease)	1,187,036	583,486
Increase in accrued consumption taxes (-indicates decrease)	-94,232	-63,544
Others	11,408	70,650
Subtotal	4,395,358	5,224,308
Interest received	4,450	9,781
Dividends received	3,098	3,872
Interest paid	-32,346	-44,299
Income taxes paid or refunded (-indicates payments)	-325,985	-417,646
Cash flows from operating activities	4,044,575	4,776,016
Cash flows from investing activities		
Purchase of property, plant and equipment	-13,326	-9,036
Proceeds from sales of property, plant and equipment	641	-
Payments for purchase of intangible assets	-3,358,947	-3,349,817
Proceeds from sales and redemption of investments	11,600	-
Proceeds from acquisition of shares of subsidiaries resulting in change in scope of consolidation	12,210	-
Loan advances	-3,000	-9,207
Collection of loans receivable	6,899	8,154
Payments of leasehold and guarantee deposits	-3,404	-9,662
Proceeds from refund of leasehold and guarantee deposits	2,578	1,138
Proceeds from distributions from investment partnerships	7,920	172,110
Others	-261	378
Cash flows from investing activities	-3,337,090	-3,195,942

(Thousands of yen)

	Previous third quarter consolidated cumulative accounting period (From January 1, 2025 To September 30, 2025)	Current third quarter consolidated cumulative accounting period (From January 1, 2026 To September 30, 2026)
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings (-indicates decrease)	1,287,000	1,495,000
Proceeds from long-term borrowings	496,500	-
Repayments of long-term borrowings	-1,739,422	-1,458,566
Repayments of lease liabilities	-639,397	-621,166
Dividends paid	-403,662	-994,770
Purchase of treasury shares	-28	-
Expenses related to commitment lines	-3,645	-22,656
Cash flows from financing activities	-1,002,654	-1,602,157
Effect of exchange rate changes on cash and cash equivalents	19,314	29,614
Net increase (decrease) in cash and cash equivalents (-indicates decrease)	-275,856	7,531
Cash and cash equivalents at beginning of period	4,305,936	4,121,331
Cash and cash equivalents at end of period	4,030,080	4,128,862

(5) Notes to Condensed Quarterly Consolidated Financial Statements

(Notes on the going concern)

Not applicable.

(Segment Information)

This information is omitted because the Group has a single reportable segment, the IT services business.