

Results for the 3rd Quarter of FY March 2026

February 4, 2026

BIPROGY Inc.



1 Acquisition of Catalina Marketing Japan K.K. as a Subsidiary

2 Summary of the Results for Q3 FY March 2026

3 Full-Year Performance Forecast for FY March 2026

Reference Information

My name is Saito. Thank you for attending today.

At the beginning of this presentation, I will provide an overview of the acquisition of Catalina Marketing Japan K.K. as a wholly owned subsidiary. From now on, I will refer it as CMJ.

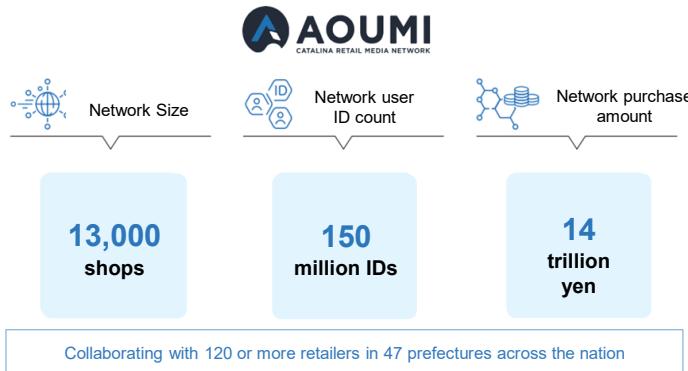
This is our largest M&A transaction and an investment to enhance our corporate value. We are very excited that CMJ has joined our group as a growth engine for our retail focus area, and we would like to take this opportunity to share our goals with you.

At the briefing scheduled for March, the officer in charge of the retail business will discuss our retail business policy, including CMJ, which is our focus area.

Catalina Marketing Japan K.K. (CMJ)

CATALINA®

- CMJ operates one of the largest retail media network in Japan (AOUMI)^{*1} that connects consumers, retailers and manufacturers. The company promotes marketing innovation for the entire distribution industry.
- CMJ has seen the network rapidly expanding in the markets of food supermarket, drug stores and home centers for the past two years.



248 marketing business specialists
in total become part of
the BIPROGY Group



President & CEO
Sean Chu



**Executive Vice
President & COO**
Isao Matsuda



Foresight in sight

*1 Retail Media Network (AOUMI) <https://catalinamarketing.co.jp/about/retail-media-network/> (Japanese only)

1

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First of all, I would like to give a brief overview of CMJ, which has joined our group.

CMJ operates AOUMI, Japan's largest retail media network connecting consumers, retailers and manufacturers, and promotes marketing innovation for the entire distribution industry. CMJ manages purchase data from various retailers, currently from 13,000 stores, representing ¥14 trillion in annual purchases, and leverages it to provide services for manufacturers and retailers to send offers to consumers via the web, apps, and ticketing machines installed at sales counters.

CMJ strongly supports the BIPROGY Group's purpose and growth strategy for the retail focus area. They also share the common aspiration with us to solve the challenges in the distribution industry. As a result, a total of 248 professionals at CMJ, including CEO Sean Chu and COO Isao Matsuda, have joined our group.

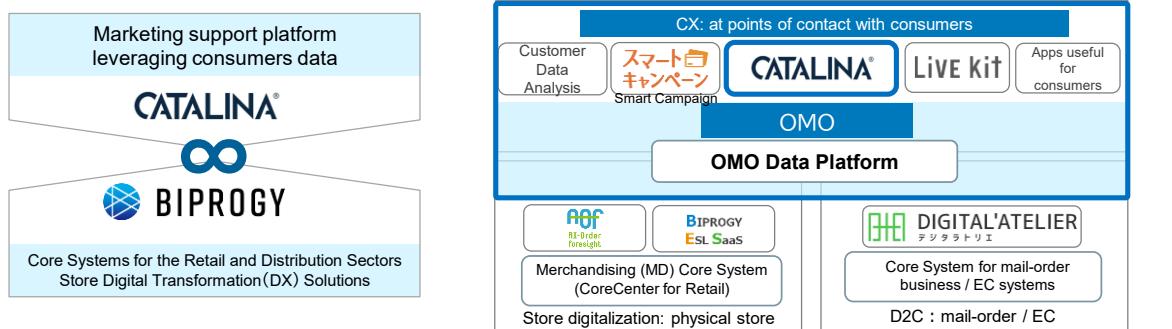
CMJ has carved out its domestic business from Catalina Marketing in the US and is now in a growth phase, expanding its retail media network from the traditional food supermarket, drug stores and home centers. Members from BIPROGY, including our corporate officer, have joined CMJ as directors since January 6, 2026. We have launched a joint PMI team to create synergies between CMJ's business growth and our retail focus area, and efforts to integrate each other's capabilities in business, IT, corporate, and other areas are progressing smoothly.

Synergies Created by CMJ and BIPROGY

Promote the building of "consumer driven distribution demand chain"
through the collaboration between CMJ and BIPROGY

Social Problems	The retail and distribution sectors are facing challenges such as decreasing demand, labor shortages, diversification of consumer needs, and food loss
GOAL	Establish a platform to enhance the entire distribution industry based on needs and demands of consumers and communities

Four key areas in Retail (CX / OMO / Store digitalization / D2C)
CMJ collaborates across all areas, with growth centered on CX and OMO



Next, I will discuss the synergies created by CMJ and BIPROGY.

The retail sector is entering an extremely challenging phase. Consumer needs are diversifying in an environment where both the consumer and working populations are declining. As a result of this acquisition, by combining CMJ's overwhelming data pool collected from retailers and industry platform with BIPROGY's strong customer relationships, technological superiorities, and comprehensive data utilization capabilities, we aim to build "consumer driven demand chain" and solve issues through digital transformation, DX, thereby establishing a position as a full-range service provider in marketing, DX, and data.

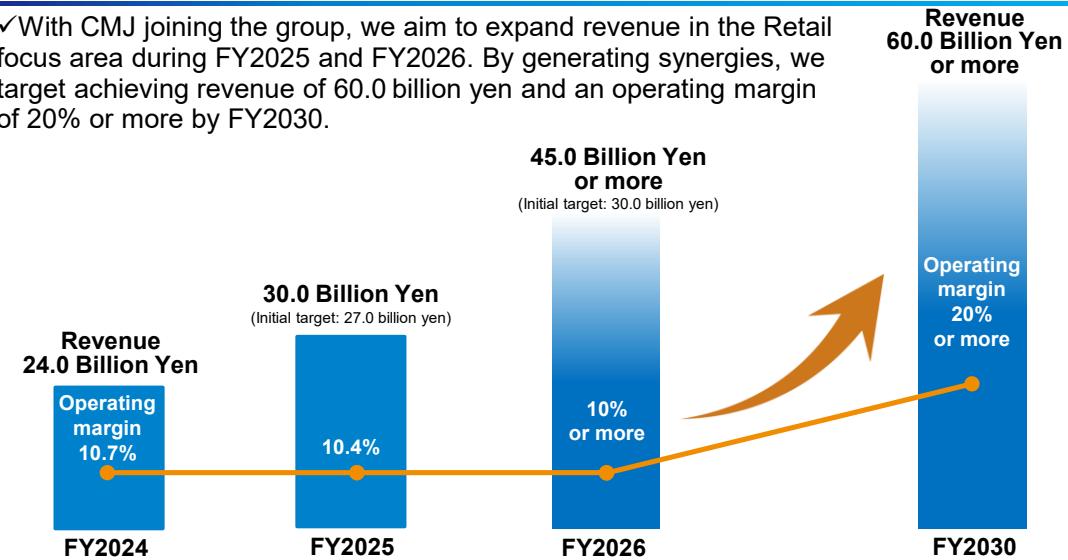
We are looking into the possibility of integrating CMJ's marketing support platform with marketing solutions that BIPROGY has developed, such as Smart Campaign and Electronic Shelf Label, to provide an environment for manufacturers and retailers to communicate with a wide range of consumers.

We are also considering potential integrations with BIPROGY's AI-based demand forecasting, automated ordering, AI-based shelf allocation and other features. Conventionally, it has been difficult for retailers and manufacturers to align marketing campaigns with store-level product and inventory management on the storefront, resulting in stock outages or excess inventory. Furthermore, in the formulation of marketing plans, there was no framework in place to plan marketing campaigns by gathering a wide range of purchasing trends and consumers' voice in a timely manner. We will take on the challenge of solving these issues in the entire distribution value chains by using data, AI, and other technologies possessed by both companies.

We aim to generate broad synergies through collaboration not only in the CX/OMO area but also across other areas.

FY2030 Target Scale for Retail Focus Area

With CMJ joining the group, we aim to expand revenue in the Retail focus area during FY2025 and FY2026. By generating synergies, we target achieving revenue of 60.0 billion yen and an operating margin of 20% or more by FY2030.



Finally, I will explain the target scale of our retail focus area for FY2030.

In terms of the business scale, its revenue was ¥24 billion in FY2024. Toward FY2030, we will focus on the store digitalization we have been driving since the outset, centered on our initial focus areas of merchandising core system and electronic shelf label; D2C for the EC market; and CX/OMO area, including the business growth and synergy with CMJ. We aim to grow the retail focus area into a business that will achieve revenue of ¥60 billion with an operating margin of 20% or more.

This concludes my explanation on the acquisition of CMJ as a subsidiary.

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FY March2026 Q3 (Apr-Dec) Consolidated Performance Results

- ✓ Revenue increased due to continued strong performance in system services as well as product sales such as network devices and servers.
- ✓ Operating profit was boosted by an increase in gross profit enabled by higher revenue, which absorbed an increase in SG&A expenses.
- ✓ Orders for system services and outsourcing increased. Order backlogs to be posted as revenue within the fiscal year also steadily accumulated.

	FY March 2025 Q3 (Apr-Dec)	FY March 2026 Q3 (Apr-Dec)	YoY	(Unit : Billion Yen)
Revenue	279.3	306.8	+27.6 (+9.9%)	
Gross profit	72.7	81.9	+9.3 (+12.7%)	
SG&A expenses	-48.4	-51.1	-2.7 (+5.6%)	
Share of profit (loss) of investments accounted for using equity method / Other income and expenses	0.9	-0.5	-1.4	
Operating profit	25.2	30.3	+5.2 (+20.6%)	
(Operating margin)	(9.0%)	(9.9%)	(+0.9pt)	
Profit attributable to owners of parent	17.5	22.2	+4.8 (+27.4%)	
Adjusted operating profit*	24.3	30.8	+6.6 (+27.0%)	
(Adjusted operating margin)	(8.7%)	(10.1%)	(+1.4pt)	
Orders	281.6	302.0	+20.4 (+7.3%)	
Order backlogs	292.2	285.0	-7.2 (-2.4%)	
(Order backlogs in the current FY)	86.6	89.3	+2.7 (+3.1%)	

* Adjusted operating profit is the result obtained after deducting cost of sales and SG&A expenses from revenue.

(Revenue)

System services and product sales took the lead in increasing the revenue.

(Gross Profit)

Gross profit rose on the basis of the increase in revenue.

(SG&A expenses)

Personnel expenses and R&D expenses remained within plan. General expenses increased, partly due to ¥0.5 billion in acquisition-related costs.(Personnel expenses up by ¥1.8 billion, R&D expenses up by ¥0.5 billion, and general expenses up by ¥1.2 billion)

(Share of profit (loss) of investments accounted for using equity method / Other income and expenses)

An impairment loss of ¥1.3 billion on intangible assets related to an unprofitable project was recorded under other expenses.

(Operating Profit)

Operating profit grew, with the strong gross profit absorbing the increase in SG&A expenses and other expenses.

(Orders and Order Backlogs)

Strong system services and outsourcing increased orders. Order backlogs to be posted as revenue within the fiscal year also steadily accumulated.

My name is Umehara. Thank you for attending today.

I will discuss the summary of the financial results for Q3 of the fiscal year ending March 31, 2026.

Revenue increased by ¥27.6 billion YoY to ¥306.8 billion due to strong performance of both services and product sales as customers continued to have a strong appetite for IT investments.

In terms of profit, although SG&A expenses increased due to higher personnel expenses, increased investments for future business expansion, and acquisition-related costs, this was offset by an increase in gross profit due to higher revenue. As a result, operating profit increased ¥5.2 billion YoY to ¥30.3 billion, and adjusted operating profit increased ¥6.6 billion YoY to ¥30.8 billion. Profit attributable to owners of parent increased ¥4.8 billion to ¥22.2 billion due to increased operating profit.

Acquisition-related costs for CMJ totaling ¥500 million were recorded in Q3 and expected to be around ¥300 million in Q4. In addition, we recorded approximately ¥1.3 billion under other expenses in Q3 for the project at risk of becoming unprofitable, which we mentioned at the time of Q2 results briefing.

Orders received increased YoY due to steady momentum for system services and outsourcing. Order backlogs are also steadily building up, mainly for system services and hardware sales, which are scheduled to be posted as revenue within the fiscal year.

FY March2026 Q3 (Apr-Dec) Revenue and Gross Profit by Segment

[Revenue and Gross Profit (Gross Margin) by Segment]

(Unit : Billion Yen)

	FY March 2025 Q3 (Apr-Dec)		FY March 2026 Q3 (Apr-Dec)		YoY	
	Revenue	Gross Profit (Gross Margin)	Revenue	Gross Profit (Gross Margin)	Revenue	Gross Profit (Gross Margin)
System services	93.5	31.9 (34.1%)	100.5	35.5 (35.4%)	+7.0 (+7.5%)	+3.6 (+11.3%)
Support services	42.8	14.3 (33.4%)	44.2	13.9 (31.5%)	+1.3 (+3.1%)	-0.4 (-2.9%)
Outsourcing	62.4	13.4 (21.5%)	67.7	15.6 (23.0%)	+5.3 (+8.6%)	+2.1 (+16.0%)
Other services	8.4	2.0 (23.7%)	9.0	2.2 (24.6%)	+0.6 (+6.6%)	+0.2 (+10.6%)
Software	28.2	3.7 (13.1%)	33.6	5.1 (15.2%)	+5.4 (+19.1%)	+1.4 (+38.6%)
Hardware	43.9	7.3 (16.7%)	51.9	9.6 (18.5%)	+8.0 (+18.1%)	+2.3 (+31.0%)
Total	279.3	72.7 (26.0%)	306.8	81.9 (26.7%)	+27.6 (+9.9%)	+9.3 (+12.7%)
					+0.7pt	-

(System services)

Projects for financial institutions, retailers and electric power companies took the lead in stably growing revenue and gross profit.

(Support services)

Revenue from support services that accompany product sales increased as a result of a rise in product sales, as it did in H1. Gross profit was diminished partly due to impacts from rebates.

(Outsourcing)

Revenue and gross profit grew on the back of more "BankVision" operating institutions, initial fees from new 2Q adoptions, and expanded operational services.

(Software)

Revenue and gross profit grew due to posting large-scale projects for government agencies and for the service industry and the manufacturing industry.

(Hardware)

Revenue and gross profit grew due to posting large-scale projects for government agencies and a research institution as well as players in the manufacturing industry.

Next, I will explain revenue and gross profit by segment.

System services achieved increases in both revenue and profit due to steady expansion of development projects, mainly for financial institutions, retailers, and electric power companies.

Outsourcing achieved increases in revenue and profit mainly due to the increasing number of user banks of "BankVision", initial fees from a new adoption in Q2, and expanded operational services.

Revenue and profit from sales of software and hardware products increased due to the recording of large projects for the manufacturing industry as well as the recording of large projects for government agencies and a research institute at UNIADEX.

FY March2026 Q3 (Apr-Dec) Orders and Order Backlogs by Segment

[Orders by Segment]

	(Unit: Billion Yen)		
	FY March 2025 Q3 (Apr-Dec)	FY March 2026 Q3 (Apr-Dec)	YoY
System services	93.9	104.5	+10.6 (+11.3%)
Support services	44.9	43.4	-1.5 (-3.3%)
Outsourcing	51.2	57.2	+6.0 (+11.6%)
Other services	9.0	8.7	-0.3 (-3.4%)
Software	31.4	33.7	+2.3 (+7.3%)
Hardware	51.2	54.5	+3.3 (+6.5%)
Total	281.6	302.0	+20.4 (+7.3%)

[Order backlogs by Segment]

	(Unit: Billion Yen)			
	FY March 2025 End of Q3		FY March 2026 End of Q3	YoY
	Order backlog	In the current FY*	Order backlog	In the current FY*
System services	37.4	25.1	42.2	27.6
Support services	50.1	12.7	54.7	12.9
Outsourcing	161.6	23.2	153.0	23.7
Other services	6.9	2.5	6.0	2.8
Software	12.3	8.6	7.4	5.4
Hardware	23.9	14.6	21.7	16.9
Total	292.2	86.6	285.0	89.3

*to be posted as revenue within the current FY

(System services)

Orders and order backlogs increased through obtaining large-scale projects for financial institutions and a project for a retailer.

(Support services)

Orders were less compared with FY March 2025 Q3, for the amounts of multiple-year, large-scale network projects for government agencies posted in the previous period.

(Outsourcing)

Orders grew driven by a new adoption "BankVision" in Q2, as well as the acquisition of projects for infrastructure operations. Order backlogs were diminished as a result of posting as revenue orders that had been obtained up to the previous period.

(Software)

Orders grew on the basis of an accumulation of small and medium-sized projects as well as large-scale projects for a service company, a manufacturer and government agencies.

(Hardware)

Orders grew due to posting a large-scale project for a research institution, projects for manufacturing businesses, and network creation projects for government agencies as well as an accumulation of small and medium-sized projects.

Next, I will explain orders and order backlogs by segment.

Orders received increased by ¥20.4 billion YoY due to strong orders of system services to financial institutions and a retailer, new acquisitions in the outsourcing business, and the recording of large projects and the accumulation of small- and medium-sized projects in software and hardware product sales, despite a decrease in orders for support services due to the recording of large projects in the same period of the previous fiscal year.

Although the order backlogs are decreasing due to conversion into revenue of those obtained before the current period, the amount scheduled to be posted during the fiscal year increased by ¥2.7 billion YoY, mainly in the areas of system services and hardware.

FY March2026 Q3 (Apr-Dec) Progress of Businesses in the Focus Areas belonging to the Core Businesses

[Revenue and Operating Profit (Margin) of Businesses in the Focus Areas belonging to the Core Businesses]

(Unit : Billion Yen)

	FY March 2025 Q3 (Apr-Dec)		FY March 2026 Q3 (Apr-Dec)		YoY		FY March 2025 (Full Year Results)		FY March 2026 (Full Year Target)		YoY	
	Revenue	Operating profit (Operating margin)	Revenue	Operating profit (Operating margin)	Revenue	Operating profit (Operating margin)	Revenue	Operating profit (Operating margin)	Revenue	Operating profit (Operating margin)	Revenue	Operating profit (Operating margin)
Financial	31.6 (9.6%)	3.0 (11.6%)	37.3 (11.6%)	4.3 (10.6%)	+5.7 (+18.1%)	+1.3 (+42.6%)	45.6 (8.6%)	3.9 (8.6%)	48.0 (8.6%)	4.1 (8.6%)	+2.4 (+5.2%)	+0.2 (+5.2%)
Retail	17.2 (8.7%)	1.5 (5.3%)	19.5 (5.3%)	1.0 (5.3%)	+2.3 (+13.5%)	-0.5 (-30.3%)	24.0 (10.7%)	2.6 (10.4%)	30.0 (10.4%)	3.1 (10.4%)	+6.0 (+25.2%)	+0.5 (+21.0%)
Energy	13.3 (12.6%)	1.7 (8.8%)	14.6 (8.8%)	1.3 (8.8%)	+1.3 (+9.6%)	-0.4 (-23.4%)	19.3 (15.9%)	3.1 (15.5%)	20.0 (15.5%)	3.1 (15.5%)	+0.7 (+3.7%)	+0.0 (+1.2%)
Mobility	22.3 (12.1%)	2.7 (11.8%)	22.0 (11.8%)	2.6 (11.8%)	-0.3 (-1.4%)	-0.1 (-3.8%)	30.5 (12.3%)	3.7 (14.5%)	32.0 (14.5%)	4.6 (14.5%)	+1.5 (+4.9%)	+0.9 (+24.1%)
OT infrastructure	11.6 (12.0%)	1.4 (12.0%)	12.2 (13.6%)	1.7 (13.6%)	+0.6 (+5.4%)	+0.3 (+19.1%)	20.7 (9.0%)	1.9 (9.0%)	21.5 (9.0%)	1.9 (9.0%)	+0.8 (+4.1%)	+0.1 (+4.6%)
Total	96.0 (10.7%)	10.3 (10.3%)	105.7 (10.3%)	10.9 (10.3%)	+9.6 (+10.0%)	+0.6 (+6.0%)	140.0 (10.8%)	15.2 (11.2%)	151.5 (11.2%)	16.9 (11.2%)	+11.5 (+8.2%)	+1.8 (+11.6%)
												+0.3pt

[FY March 2026 Q3 Progress Situations]

Financial sector:	Revenue and operating profit increased due to a new "BankVision" adoption in H1 and increase in the number of banks in operation in the previous fiscal year, as well as progress of large-scale projects into the development phase. front-end businesses solutions have been expanding in addition to the core-banking system.
Retail sector:	Revenue and operating profit increased due to enjoying stably continued demands for in-store DX solutions such as electronic shelf labels as well as implementing a large-scale merchandising core system and an integrated e-commerce services solution beginning to serve. The Company has been working on revisiting service operations and increasing size with an eye on improving profitability. An increase in businesses of customer experience /Online merges with Offline areas in the future is expected to be accelerated after making CMJ as a subsidiary.
Energy sector:	Despite an increase in revenue due to a network project for a electric power company making progress, operating profit decreased due to the absence of a highly profitable project. The Company has been working more on enhancing a business related to carbon neutrality
Mobility sector:	Revenue and operating profit decreased due to the absence of a large-scale project in the previous period. The Company has been working more on expanding businesses related to autonomous driving as well as streamlining and optimizing businesses in the areas of distribution and transportation.
OT Infrastructure sector	:Projects in the areas of OT network and security were obtained continuously and steadily due to promoting horizontal deployment of best practices. As a result, revenue and operating profit were pushed up. The Company has been expanding pipelines through strengthening relationships with business partners.

I will continue with an explanation of the status of focus areas as outlined in our Management Policies.

The Management Policies promotes two business strategies, the core businesses, which are the current source of earnings, and the growth businesses, which will become the new earnings pillars.

In our core businesses, we have established five focus areas where we can utilize our excellent customer base and business expertise, and we aim to increase profitability by concentrating our management resources in these focus areas.

Revenue and profit in the core businesses were up due to the expanded adoption of core banking systems and front-end services in the financial sector, the implementation of a large-scale merchandising core system and electronic shelf label projects in the retail sector.

As explained by the President Saito at the beginning, the consolidation of CMJ as a subsidiary will contribute to business expansion in the CX/OMO areas of our retail business. In each of these areas, we will strengthen collaboration with partners and growth investments to increase the value proposition by our group and accelerate our growth.

FY March2026 Q3 (Apr-Dec) Progress of Businesses in the Focus Areas belonging to the Growth Businesses

[Revenue of Businesses in the Focus Areas belonging to the Growth Businesses]

(Unit : Billion Yen)

	FY March 2025 Q3 (Apr-Dec)	FY March 2026 Q3 (Apr-Dec)	YoY	FY March 2025 (Full Year Results)	FY March 2026 (Full Year Target)	YoY
Market development	3.3	3.6	+0.2 (+7.4%)	4.6	8.0	+3.4 (+73.9%)
Business development	3.0	2.7	-0.4 (-11.6%)	4.2	8.0	+3.8 (+89.1%)
Global initiatives	2.8	3.7	+0.9 (+32.3%)	4.2	5.0	+0.8 (+19.0%)
Total revenue	9.2	10.0	+0.8 (+8.8%)	13.0	21.0	+8.0 (+61.1%)

[FY March 2026 Q3 Progress Situations]

Market development: Capture/Expand new market share by acquiring new service areas and cultivating growth markets

- [Data use & AI use] The Company has been expanding its solution offerings, centered on 'Data & AI Innovation Lab,' a DX support business launched in Q1.

Business development: Accelerate the development, co-creation, and deployment of social digital transformation businesses that resolve social issues

- The Company has expanded its SMB-DX services through collaboration with Mattrz, Inc. in the area of regional revitalization.
- The efforts in the healthcare area are exemplified by the 'DotHealth Body Measurement Service', which has been put into social implementation.

Global Initiatives: Develop business in major ASEAN countries and strengthen approaches toward North America and other markets

- Making two companies (Nexus System Resources Co., Ltd. and iByte Solutions Sdn. Bhd.) as subsidiaries in the previous period was conducive.

Next, I will explain the progress of our growth businesses.

In the growth businesses, we have designated market development, business development, and global initiatives as our three focus areas.

In market development, revenue increased due to contributions from Data & AI Innovation Lab, a DX support business launched in Q1, and GASSAI, a managed services business.

In business development, we are working on co-creation projects to expand our business and enhance the features of the services we provide.

In the global initiatives, revenue increased due to the contribution of two companies in major ASEAN countries that became consolidated subsidiaries in the previous fiscal year.

We will continue to strengthen our growth investments and expand our service offerings to achieve our full-year targets.

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3 Full-Year Performance Forecast for FY March 2026

Reference Information

FY March 2026 (Full-Year) Performance Forecast

Change in adjusted operating profit only

- ✓ Revenue, operating profit, and profit attributable to owners of parent remain unchanged from the forecast announced as part of the H1 performance results.
- ✓ The adjusted operating profit was upwardly revised partly due to the current business progress situations taken into account.

(Unit : Billion Yen)

	FY March 2025 (Full Year Results)	FY March 2026 (Full Year Forecast)	YoY	
Revenue	404.0	427.0	+23.0	(+5.7%)
Gross profit	105.8	114.6	+8.8	(+8.3%)
SG&A expenses	-67.4	-71.7	-4.3	(+6.4%)
Share of profit (loss) of investments accounted for using equity method / Other income and expenses	0.6	-0.3	-0.9	
Operating profit	39.1	42.6	+3.5	(+9.0%)
(Operating margin)	(9.7%)	(10.0%)	(+0.3pt)	
Profit attributable to owners of parent	27.0	29.0	+2.0	(+7.5%)
Adjusted operating profit*	38.4	42.9	+4.5	(+11.7%)
(Adjusted operating margin)	(9.5%)	(10.0%)	(+0.5pt)	
(Unit : Yen)				
Dividends per share	110	120	+10	(+9.1%)
Mid-term Dividend	50	60	+10	(+20.0%)
Year-end Dividend	60	60	-	-
Dividend Payout Ratio	(40.3%)	(40.2%)	(-0.1pt)	

* Adjusted operating profit is the result obtained after deducting cost of sales and SG&A expenses from revenue.

(Acquisition of CMJ as a Subsidiary)

- Full acquisition of CMJ in January 2026. The wholly-owned subsidiary will be consolidated in Q4 and thereafter (revenue: +¥2.3 billion, operating Profit : ¥0.0 billion).
- ¥0.5 billion was posted in Q3 as part of the advisory expenses related to the acquisition. Approx. ¥0.3 billion is expected to be posted in Q4.

(Renewal of Internal Core Systems)

- Production operations to begin in April 2026 as planned
- Costs for the fiscal year ending March 2026 are expected to be approximately ¥2.5 billion, down by ¥0.3 billion compared with the previous period, as initially forecast.

(Unprofitable Project)

- Approx. ¥1.3 billion was recorded under Other Expenses in Q3 for a project that was explained as potentially unprofitable in the Q2 results.

Finally, let me explain our full-year forecast for the fiscal year ending March 31, 2026.

The full-year forecasts for revenue, operating profit, and profit attributable to owners of parent remain unchanged from the forecast announced as part of the H1 performance results.

CMJ, which became a consolidated subsidiary in January 2026, will be included in the consolidated results from Q4. In Q4, while we have factored ¥2.3 billion in revenue into our forecast, we have tentatively assumed a zero impact on operating profit as we are in the process of the PPA calculation.

Customers' appetite in IT investments remains strong, and we will continue to accelerate our initiatives set out in the Management Policies to further expand and improve earnings.

This concludes the explanation. Thank you for your attention.

(Reference Materials)

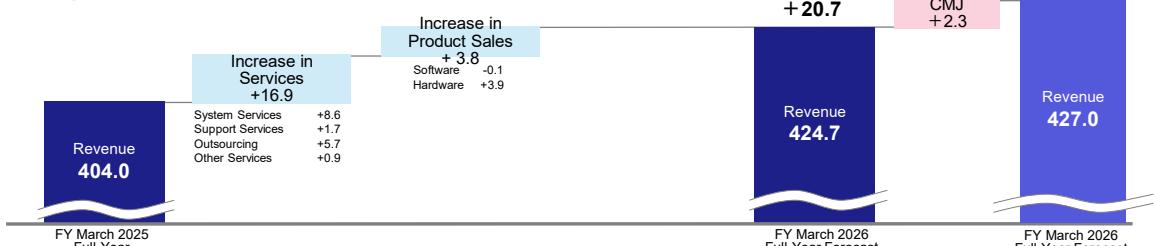
FY March 2026 (Full-Year) Performance Forecast Breakdown Details

Revised

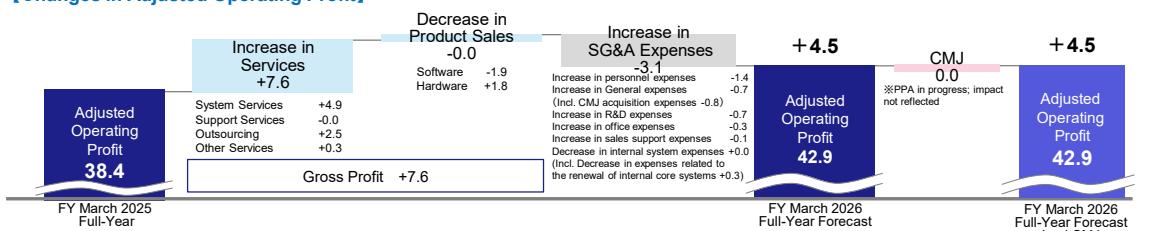
(Unit: Billion Yen)

+23.0

[Changes in Revenue]



[Changes in Adjusted Operating Profit]



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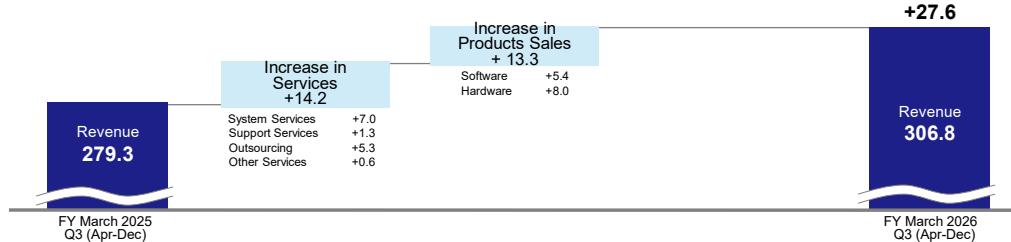
Reference Information

(Reference Materials)

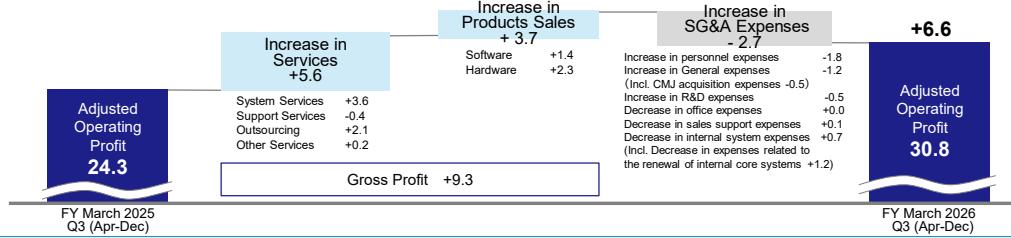
FY March 2026 Q3 (Apr-Dec) Performance Breakdown Details

(Unit: Billion of Yen)

[Changes in Revenue]



[Changes in Adjusted Operating Profit]



(Reference Materials)

FY March 2026 Q3 (Oct-Dec) Consolidated Performance Results

(Unit : Billion Yen)

	FY March 2025 Q3 (Oct-Dec)	FY March 2026 Q3 (Oct-Dec)	YoY
Revenue	93.2	101.7	+8.5 (+9.1%)
Gross profit	24.0	28.2	+4.2 (+17.6%)
SG&A expenses	-17.0	-18.0	-1.0 (+6.0%)
Share of profit (loss) of investments accounted for using equity method / Other income and expenses	0.2	-1.2	-1.4
Operating profit	7.2	9.0	+1.8 (+24.6%)
(Operating margin)	(7.7%)	(8.8%)	(+1.1pt)
Profit attributable to owners of parent	5.7	6.9	+1.2 (+21.6%)
Adjusted operating profit*	7.0	10.2	+3.2 (+45.8%)
(Adjusted operating margin)	(7.5%)	(10.0%)	(+2.5pt)
Orders	93.8	98.2	+4.4 (+4.6%)

* Adjusted operating profit is the result obtained after deducting cost of sales and SG&A expenses from revenue.

(Revenue)

Services and product sales in good shape boosted revenue.

(Gross Profit)

Gross profit increased on the basis of the revenue growth.

(SG&A expenses)

Personnel expenses and R&D expenses remained within plan.

General expenses increased, partly due to ¥0.5 billion in acquisition-related costs.

(Personnel expenses up by ¥0.8 billion, R&D expenses up by ¥0.2 billion, and general expenses up by ¥0.6 billion, internal system expenses down by ¥0.2 billion)

(Share of profit (loss) of investments accounted for using equity method / Other income and expenses)

An impairment loss of ¥1.3 billion on intangible assets related to an unprofitable project was recorded under other expenses.

(Operating Profit)

Operating profit grew, with the strong gross profit absorbed the increase in SG&A expenses and other expenses.

(Orders)

Orders grew attributable to the strength of system services and outsourcing.

(Reference Materials)

FY March 2026 Q3 (Oct-Dec) Revenue and Gross Profit by Segment

[Revenue and Gross Profit (Gross Margin) by Segment]

(Unit : Billion Yen)

	FY March 2025 Q3 (Oct-Dec)		FY March 2026 Q3 (Oct-Dec)		YoY	
	Revenue	Gross Profit (Gross Margin)	Revenue	Gross Profit (Gross Margin)	Revenue	Gross Profit (Gross Margin)
System services	32.9	11.2 (34.1%)	35.2	12.2 (34.5%)	+2.4 (+7.2%)	+1.0 (+8.5%)
Support services	14.6	4.8 (32.8%)	14.9	4.8 (32.4%)	+0.3 (+2.3%)	+0.0 (+0.9%)
Outsourcing	19.7	4.3 (21.9%)	22.1	5.5 (24.9%)	+2.5 (+12.6%)	+1.2 (+28.3%)
Other services	2.7	0.6 (21.5%)	3.0	0.6 (21.8%)	+0.3 (+9.4%)	+0.1 (+11.0%)
Software	8.2	0.8 (10.2%)	10.9	2.1 (19.4%)	+2.7 (+33.6%)	+1.3 (+153.4%)
Hardware	15.3	2.3 (14.8%)	15.6	2.9 (18.8%)	+0.3 (+2.0%)	+0.7 (+3.9pt)
Total	93.2	24.0 (25.7%)	101.7	28.2 (27.7%)	+8.5 (+9.1%)	+4.2 (+2.0pt) (+17.6%)

(System services)

Revenue and gross profit increased through obtaining projects for financial institutions, a government agency, and a retailer. No unprofitable project was posted in Q3.

(Support services)

Revenue from support services that accompany product sales increased as a result of a rise in product sales. We are continuing price revisions to improve profitability.

(Outsourcing)

Revenue and profit increased driven by the growth in the number of financial institutions using "BankVision", revenue recognition of lump-sum fees, and the increase in third-party cloud services.

(Software)

Revenue increased ascribable to posting large-scale projects for a manufacturer and government agencies. Gross profit increased on the basis of the revenue growth and due to posting highly profitable project.

(Hardware)

Revenue and gross profit increased due to posting projects for a wide range of businesses such as those in the government agencies as well as the manufacturing industries and the service industry.

(Reference Materials)

FY March 2026 Q3 (Oct-Dec) Orders by Segment

[Orders by Segment]

(Unit: Billion Yen)

	FY March 2025 Q3 (Oct-Dec)	FY March 2026 Q3 (Oct-Dec)	YoY
System services	29.8	33.2	+3.4 (+11.5%)
Support services	14.1	13.9	-0.1 (-1.0%)
Outsourcing	18.9	20.9	+2.1 (+10.9%)
Other services	3.3	3.2	-0.1 (-2.9%)
Software	10.8	10.8	+0.1 (+0.5%)
Hardware	17.0	16.0	-0.9 (-5.5%)
Total	93.8	98.2	+4.4 (+4.6%)

(System services)

Orders increased due to obtaining orders for large-scale projects for electric power companies, financial institutions and a project for retailers.

(Support services)

Orders were less compared with FY March 2025 Q3, for the amounts of multiple-year, large-scale network projects for government agencies posted in the previous period.

(Outsourcing)

Orders increased due to the order bookings for projects for financial institutions and the service sector.

(Software)

Orders increased compared with the same period of the previous fiscal year, driven by an accumulation of projects for government agencies and financial institutions, despite the impact of large-scale projects for government agencies recorded in the prior period.

(Hardware)

Despite an accumulation of network construction projects for government agencies and projects for the research institutions, orders declined because large-scale projects for government agencies were recognized in the same period of the previous year.

(Reference Materials) UNIADEX Performance Summary

- ✓ Revenue and profit increased partly through posting large-scale projects for government agencies.
- ✓ The gross margin of support services is gradually improving due to the stabilization of rebate impacts and the progress in price revisions.

[Consolidated Performance Results]

(incl. Internal businesses among consolidated companies)

(Unit : Billion Yen)

	FY March 2025 Q3 (Apr-Dec)	FY March 2026 Q3 (Apr-Dec)	YoY
Revenue	120.6	134.1	+13.5 (+11.2%)
Gross profit	25.3	28.1	+2.8 (+11.0%)
SG&A expenses	-12.7	-14.1	-1.4 (+11.2%)
Operating profit	12.6	13.9	+1.4 (+10.9%)
(Operating margin)	(10.4%)	(10.4%)	(-0.0pt)

[Revenue and Gross Profit (Gross Margin) by Segment]

(incl. Internal businesses among consolidated companies)

(Unit : Billion Yen)

	FY March 2025 Q3 (Apr-Dec)		FY March 2026 Q3 (Apr-Dec)		YoY	
	Revenue	Gross Profit (Gross Margin)	Revenue	Gross Profit (Gross Margin)	Revenue	Gross Profit (Gross Margin)
System services	15.7	4.4	16.8	4.5	+1.1 (+6.9%)	+0.2 (+3.7%)
		(27.9%)		(27.1%)		(0.8pt) -
Support services	33.9	9.4	34.7	8.8	+0.8 (+2.3%)	-0.6 (-6.2%)
		(27.6%)		(25.3%)		(-2.3pt) -
Outsourcing	18.8	3.2	20.0	3.6	+1.2 (+6.4%)	+0.3 (+9.4%)
		(17.3%)		(17.8%)		(+0.5pt) -
Other services	7.9	1.4	8.1	1.4	+0.2 (+2.5%)	-0.0 (-1.0%)
		(17.7%)		(17.1%)		(-0.6pt) -
Software	13.1	1.5	17.3	2.9	+4.2 (+32.5%)	+1.4 (+96.3%)
		(11.2%)		(16.6%)		(+5.4pt) -
Hardware	31.2	5.4	37.2	6.9	+6.0 (+19.2%)	+1.5 (+27.8%)
		(17.4%)		(18.7%)		(+1.3pt) -
Total	120.6	25.3	134.1	28.1	+13.5 (+11.2%)	+2.8 (+11.0%)
		(21.0%)		(20.9%)		(-0.0pt) -

(*) The numbers in this page are described in compliance with the J-GAAP.



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(Note)

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