Financial Results Briefing

The 1st Quarter of the Fiscal Year Ending March 31, 2027

Aug 7, 2026

GEECHS Inc.

TSE Standard Market: 7060

Financial Results Briefing

Contents

Corporate Profile

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GEECHS

About GEECHS

Updating Japan through DX and AX

Driving DX & AX with GEECHS's Talents database

Make the biggest impression in the 21st century

As a strategic partner, we harness IT, DX, and AX to upgrade Japan's traditional business practices and legacy systems to global standards—and beyond. Armed with powerful assets built over the years—including our extensive network of digital freelancers, global talent, and newly upskilled professionals—we directly address the transformation challenges of Japanese corporations. Striving for constant evolution towards "incomplete perfection," we are committed to continuously upgrading Japanese society and driving new economic growth.

Group Corporate Profile

Company name	GEECHS Inc. (TSE Standard Market: 7060)
President and CEO	Naruhito Sonehara
Established	August 23, 2007
Head office	Shibuya Scramble Square, 2-24-12 Shibuya, Shibuya-ku, Tokyo, JAPAN
Capital	1,112 million yen (as of June 30, 2026)
Business description	IT Human Resources Matching Business, Japan IT Human Resources Matching Business, Overseas Seed Tech Business
Sales	JPY 26,375 million (FY2026/3)
Employees	296 (as of June 30, 2026)
Offices	Tokyo Head Office, Hokkaido Branch, Osaka Branch, Hiroshima Branch, Fukuoka Branch, Nagoya Satellite Office Australia, Philippines

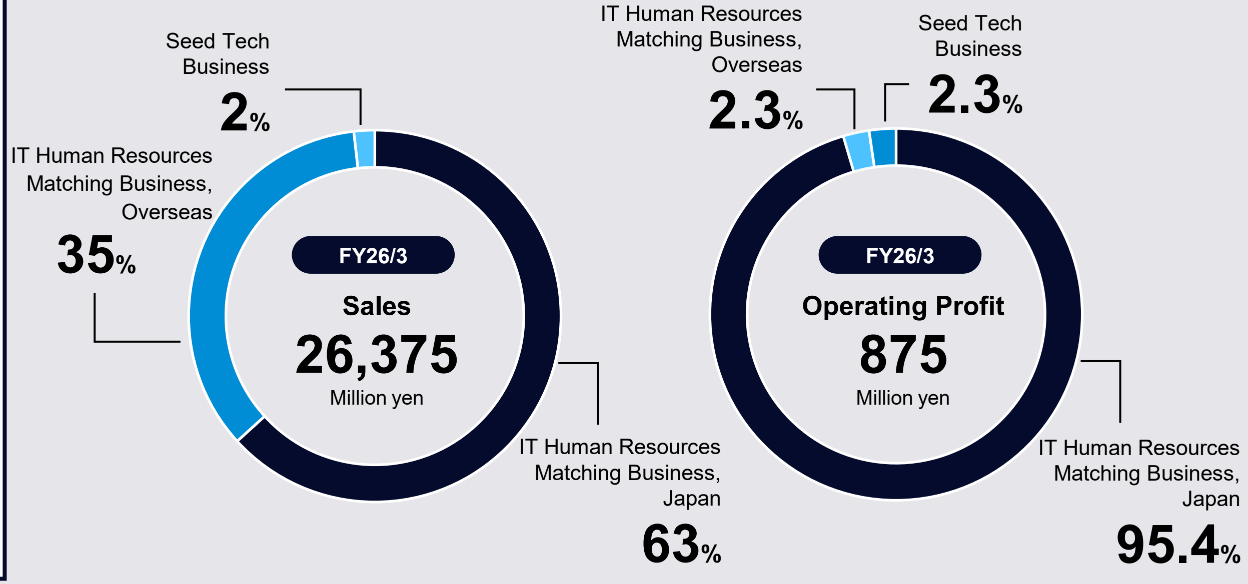
Our Group

GEECHS
IT Human Resources Matching Business, Japan

launch
IT Human Resources Matching Business, Overseas

seedtech
Seed Tech Business

Segmentation



GEECHS

Market Challenges & Solutions

- Growing IT/DX/AX investment in Japan is hindered by shortages in “talent headcount” and “execution capability”.
- We provide solutions to human resource challenges across each business segment.

Challenge

Shortage of IT, DX and AX Talent

Projected shortage of up to 3.39 million AI-related professionals by 2040.*
The lack of high-skilled DX and AX talent is the primary bottleneck for corporate digital initiatives.

Our Solution

Optimizing IT/AI Talent Utilization

Providing optimal resource allocation and solving talent shortages through domestic and offshore IT talent, regardless of employment type (freelance or permanent).

Cultivating IT/DX/AX Talent

Developing next-gen engineers and DX/AX leaders from the “seed” via “Sodatech” (SaaS video content) and digital bootcamps in the Philippines.

Driving DX/AX Solutions

We provide “Digishoku,” a hands-on partnership service that goes beyond simple tool provision and recruitment to execute DX and AX, upgrading clients.

* Ministry of Economy, Trade and Industry (METI) “Employment Structure Projections for 2040 (Revised Edition)” (Japanese only)

Financial Highlights for FY2027/3 1Q

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Key Messages

FY2027/3 1Q Financial Highlights

- 1Q sales remained steady at **6.96** billion yen (up 9.3% YoY). 1Q operating profit was **200** million yen (up 11.2% YoY).
- Sales for IT staffing and placement service of IT Human Resources Matching Business, Overseas grew favorably, significantly contributing to the group's growth with sales of 2.66 billion yen (up 23% YoY).
- Operating profit progress against the first-half plan is tracking steadily at 61%.

- IT Human Resources Matching Business, Japan: Promoting a shift towards AI projects and upstream high-unit-price projects, particularly in the Tokyo metropolitan area.
- Seed Tech Business: Started this fiscal year under a new structure following the merger with Alive Inc.*

Current Initiatives

- Launched the FDE training program for registered IT freelancers, supporting the further enhancement of value for IT freelancers with technical skills.
- Established the AX Development Team as a project-order-type service.

* Due to an inter-subsidiary merger effective April 1, 2026, Alive Inc., previously included in IT Human Resources Matching Business, Japan, was reclassified into the Seed Tech segment.

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FY27/3 1Q : Financial Highlights

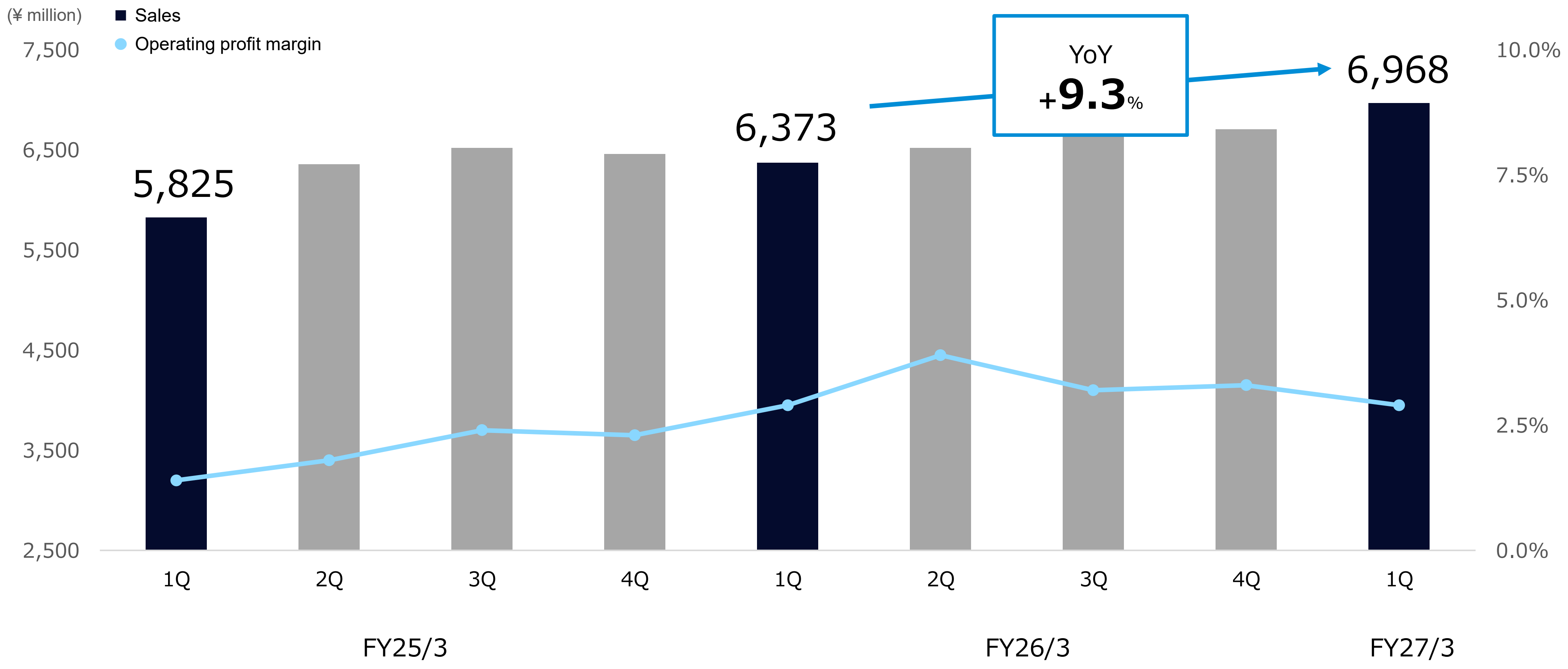
- Sales steadily grew to 6.96 billion yen (up 9.3% YoY). Operating profit landed at a level exceeding the strong performance of the same period last year.
- The progress rate against the first-half plan is generally over 50%, showing steady progress toward the full-year plan, which is weighted toward the second half.
- Due to non-operating spot expenses incurred in 1Q, ordinary profit fell below the same period last year.

(Millions of yen)	FY26/3 1Q	FY27/3 1Q	YoY	1H Plan	Progress	Full-year Plan
Sales	6,373	**6,968**	+9.3 %	**13,600**	51.2 %	28,300
EBITDA	197	**237**	+20.1 %	**380**	62.6 %	1,090
Operating profit	183	**204**	+11.2 %	**335**	61.0 %	1,000
Ordinary profit	180	**164**	-9.2 %	**320**	51.3 %	970
Net profit*	114	**86**	-24.6 %	**208**	41.4 %	630

* Net profit attributable to owners of the parent

FY27/3 1Q : Financial Highlights (Sales, Operating Profit Margin)

- Quarterly sales were 6.96 billion yen (up 9.3% YoY), with the improved performance of IT Human Resources Matching Business, Overseas contributing to the group's growth.
- The operating profit margin remained at the same level as the same period last year at 2.9%.



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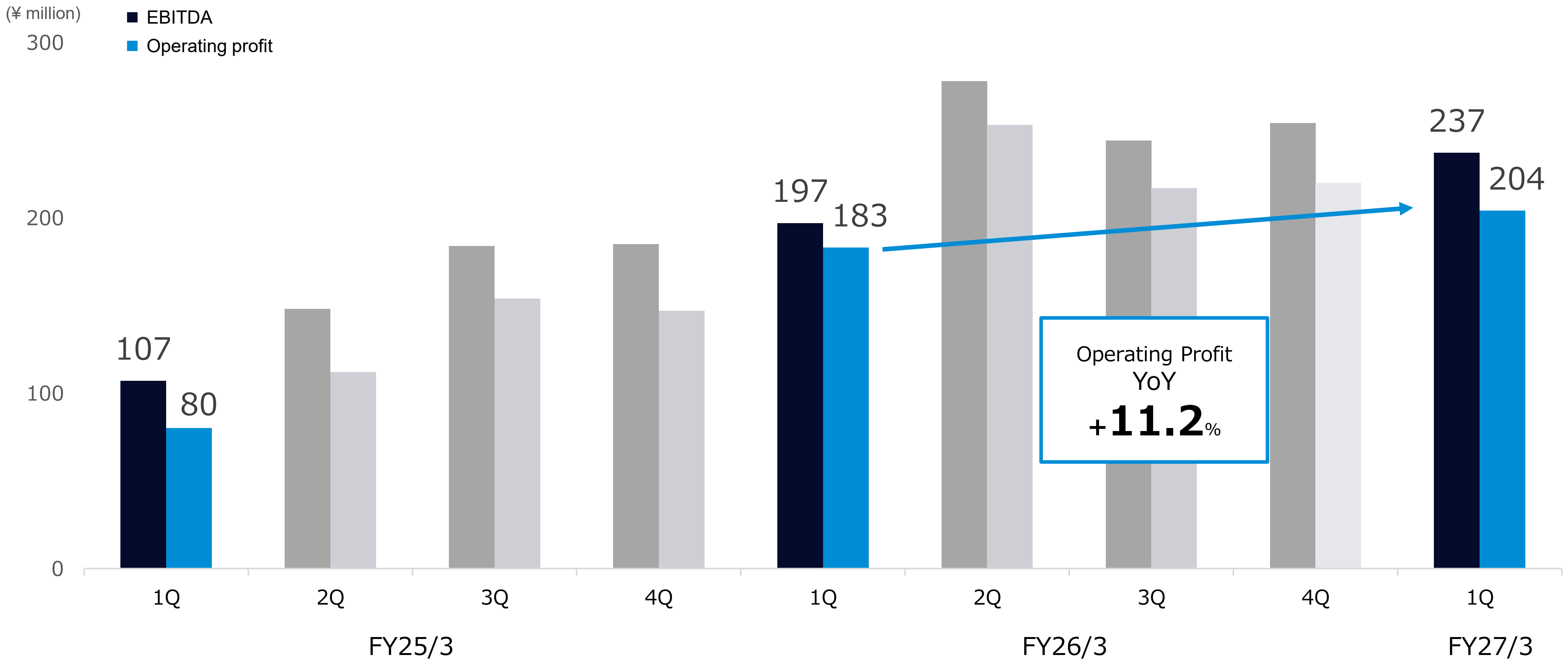
FY27/3 1Q : Financial Highlights (EBITDA, Operating Profit)

- A corporate structure capable of stably generating EBITDA exceeding 200 million yen on a quarterly basis has taken root. We plan to expand profits heading into the second half.
- Operating profit expanded to 200 million yen, an 11.2% increase YoY.



FY27/3 1Q: Financial Highlights by Segment

- IT Human Resources Matching Business, Japan: Both sales and segment profit increased by 2.7% YoY. Progress is on track against the full-year plan, which is weighted toward the second half.
- IT Human Resources Matching Business, Overseas: Sales expanded due to growth in IT staffing and placement service. The strategy of selectively accepting orders for high-margin projects was successful, turning segment profit positive.
- Seed Tech Business: A new structure commenced following the merger with Alive Inc. As planned, the segment profit landed at negative 25 million yen, including amortization of goodwill, etc.

(Millions of yen)		FY26/3 1Q	FY27/3 1Q	YoY	Full-year Plan	Progress
IT Human Resources Matching Business, Japan	Sales	4,037	**4,144**	+2.7 %	**17,300**	24.0 %
	Profit	350	**360**	+2.7 %	**1,550**	23.2 %
IT Human Resources Matching Business, Overseas	Sales	2,163	**2,660**	+23.0 %	**10,000**	26.6 %
	(AUD million)	*22*	***24***	*+7.9 %*	***90***	*27.1 %*
	Profit	-4	**27**	–	**60**	46.2 %
	(AUD million)	*0*	***0.2***	*–*	***0.5***	*50.9 %*
Seed Tech Business	Sales	188	**184**	-1.9 %	**1,000**	18.5 %
	Profit	-10	**-25**	–	**20**	–
Group-wide Expenses and Adjustment Costs		-151	**-158**	–	**-630**	–

* Financial results for FY2026/3 1Q have been prepared by reclassifying the business of Alive Inc., previously included in IT Human Resources Matching Business, Japan, into Seed Tech.

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Financial Results by Segment

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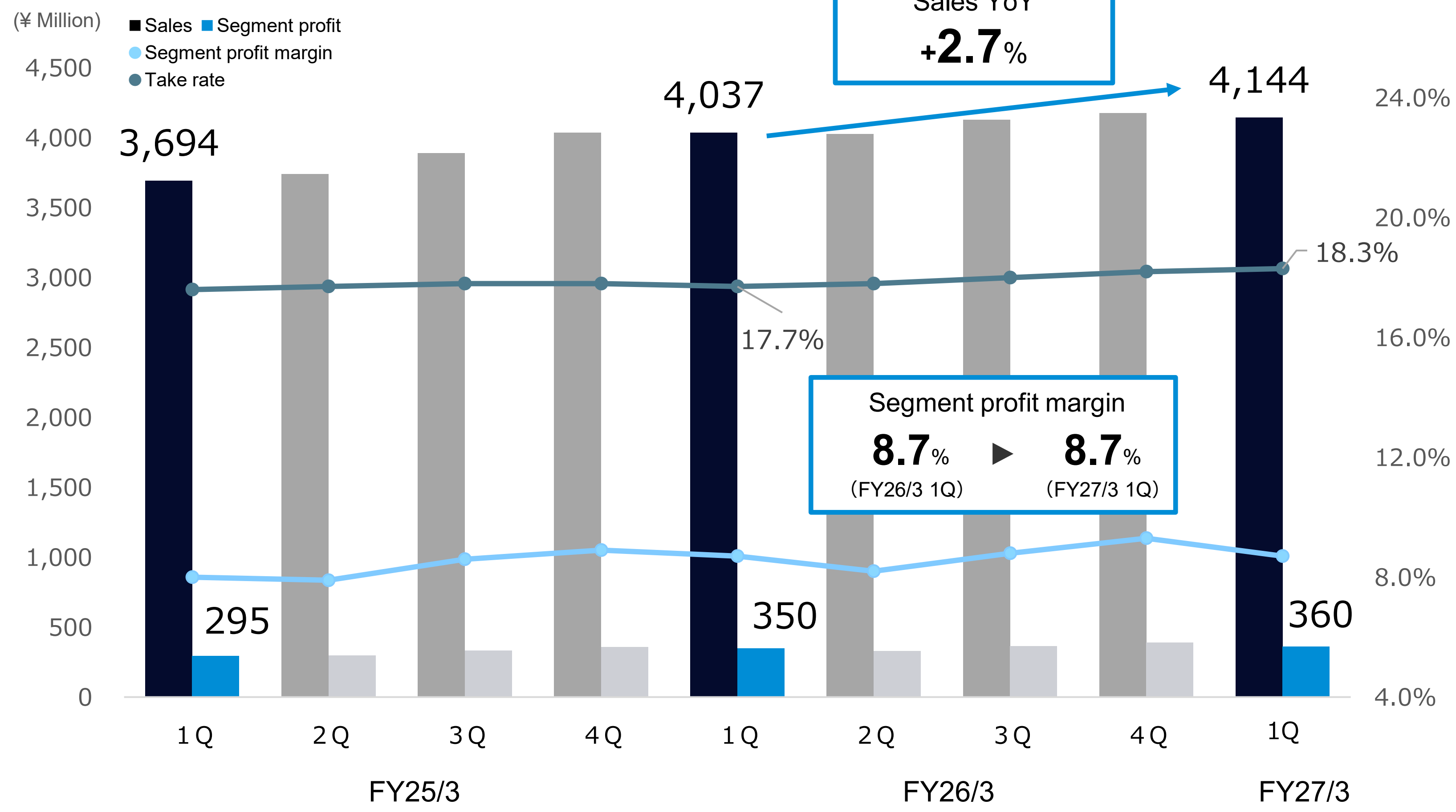
IT Human Resources Matching Business, Japan (Sales, Segment Profit and Advertising Expense Ratio)

- Although the number of contracts decreased due to a shift towards AI and upstream projects centered in the Tokyo metropolitan area, we focused on qualitative improvement of the database, such as promoting skill transformation of IT freelancers.
- While the take rate rose by 0.6 points YoY to 18.3%, the segment profit margin remained flat at 8.7% YoY due to increases in personnel and recruitment costs.

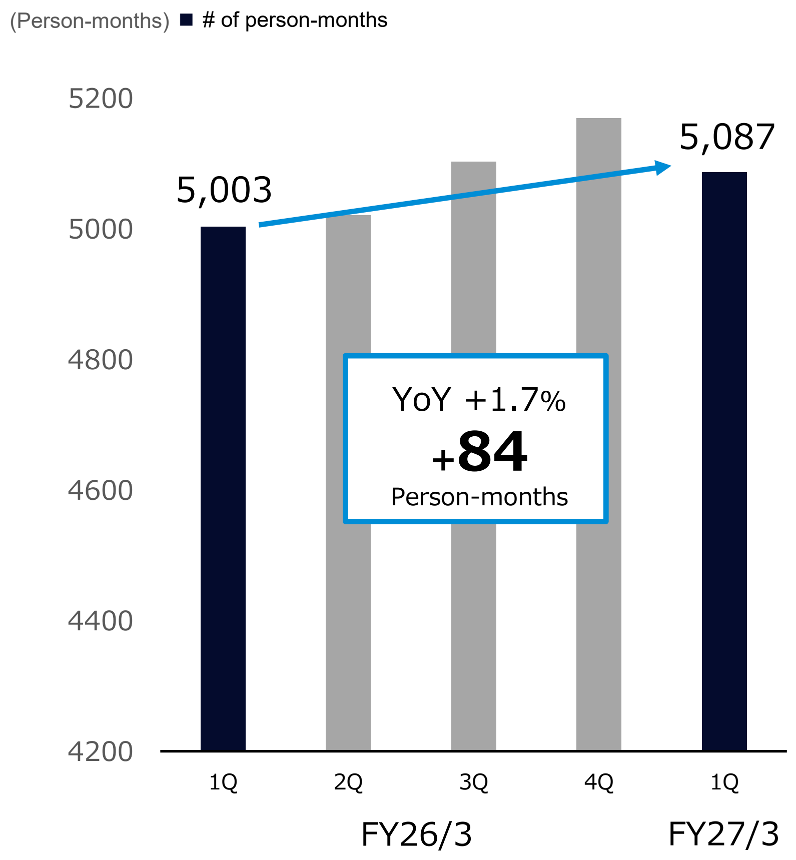


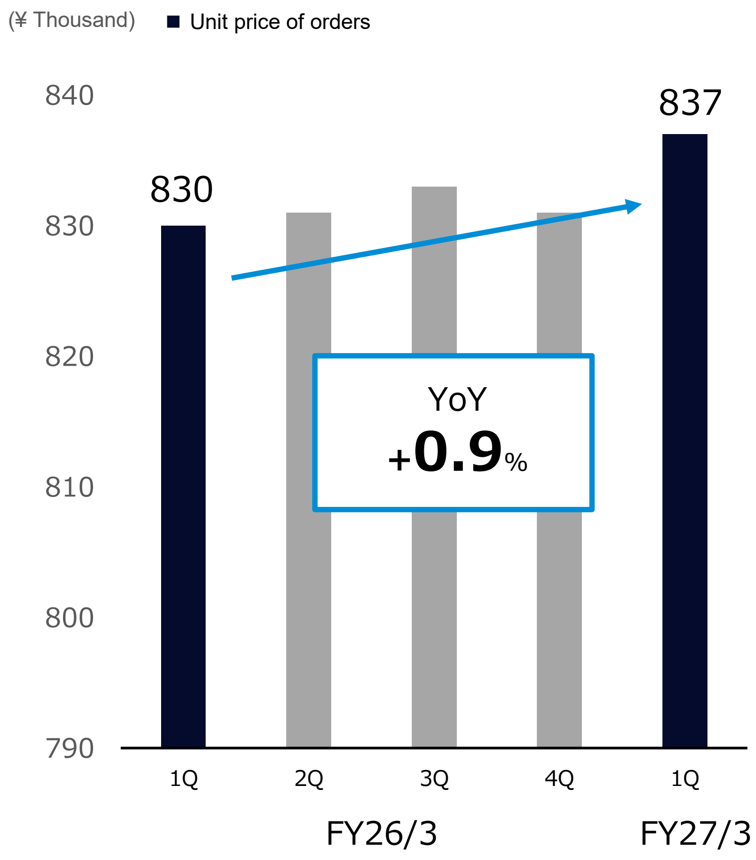
1Q		(YoY)
Sales	4,144	million yen (+2.7%)
Segment Profit	360	million yen (+2.7%)
Advertising Expense Ratio	1.3	%

* Take rate is calculated by dividing gross profit (total transaction volume less compensation paid to IT freelancers) by the total transaction volume.
* Financial results for FY2026/3 1Q through 4Q are presented with retrospective adjustments for the former Alive Inc.

IT Human Resources Matching Business, Japan (Person-months, Unit Price of Orders)

- The number of active person-months saw a limited increase of 84 person-months YoY, due to the strategic shift to upstream projects and a decrease in coding projects.
- Regarding unit price of orders, although regional expansion is progressing, the expansion of high-unit-price AI and upstream projects in the Tokyo metropolitan area drove up the average unit price of orders (to 837,000 yen, +0.9% YoY).





1Q		(YoY)
Number of person-months	5,087	(+1.7%)
Unit Price of Orders	837	thousand yen (+0.9%)

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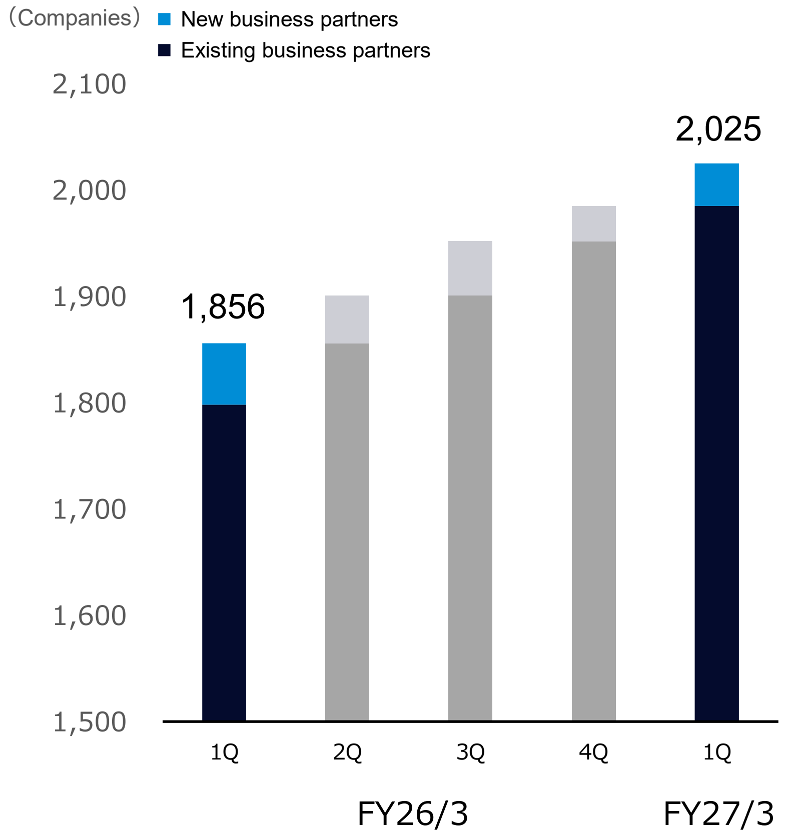
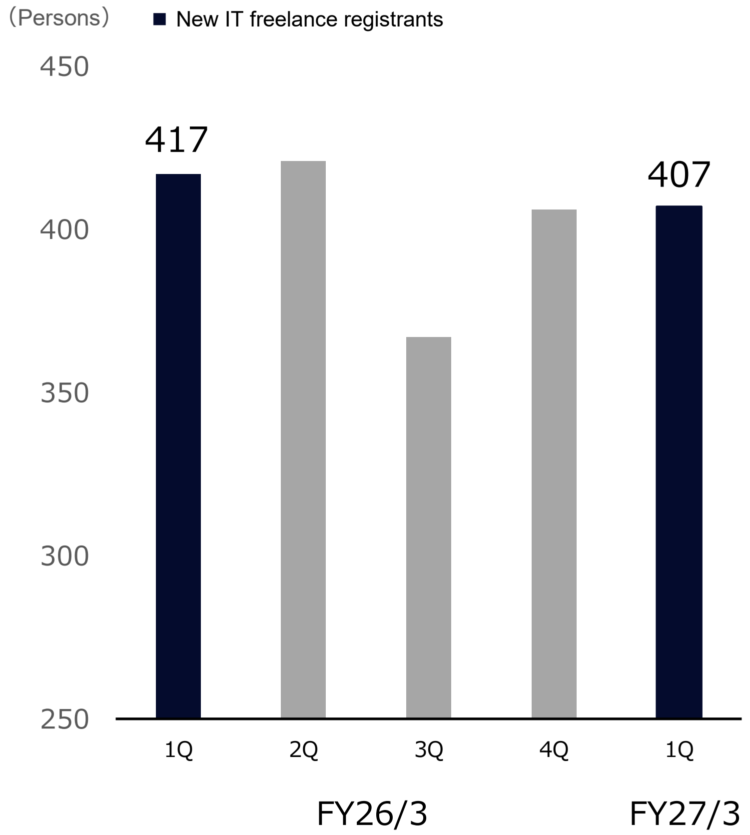
IT Human Resources Matching Business, Japan (New Business Partners, New IT Freelance Registrants)

- New business partners increased by 40 companies, bringing the cumulative number of business partners to 2,025, showing steady expansion of the customer base.
- New registrants reached 407 people, achieved by focusing on attracting talents for AI and PM projects.

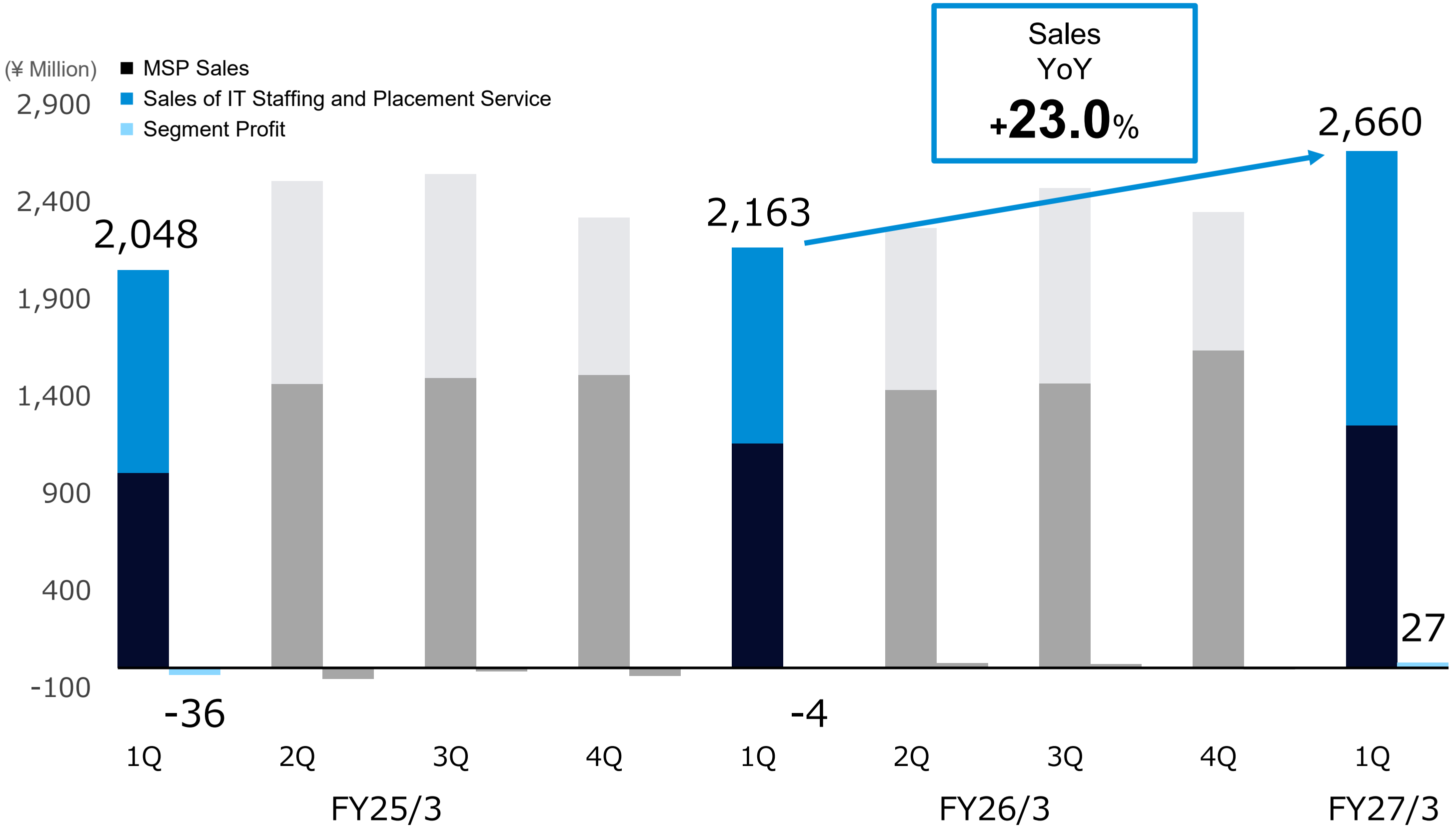




1Q	
Number of New Business Partners	40
Number of New Registrants	407

IT Human Resources Matching Business, Overseas (Sales, Segment Profit)

- Sales for IT staffing and placement service performed well, resulting in a significant net sales increase of 23.0% YoY to 2,660 million yen.
- Segment profit turned positive to 27 million yen from a deficit in the same period last year. The strategy of selectively accepting orders for high-margin projects contributed to this result.

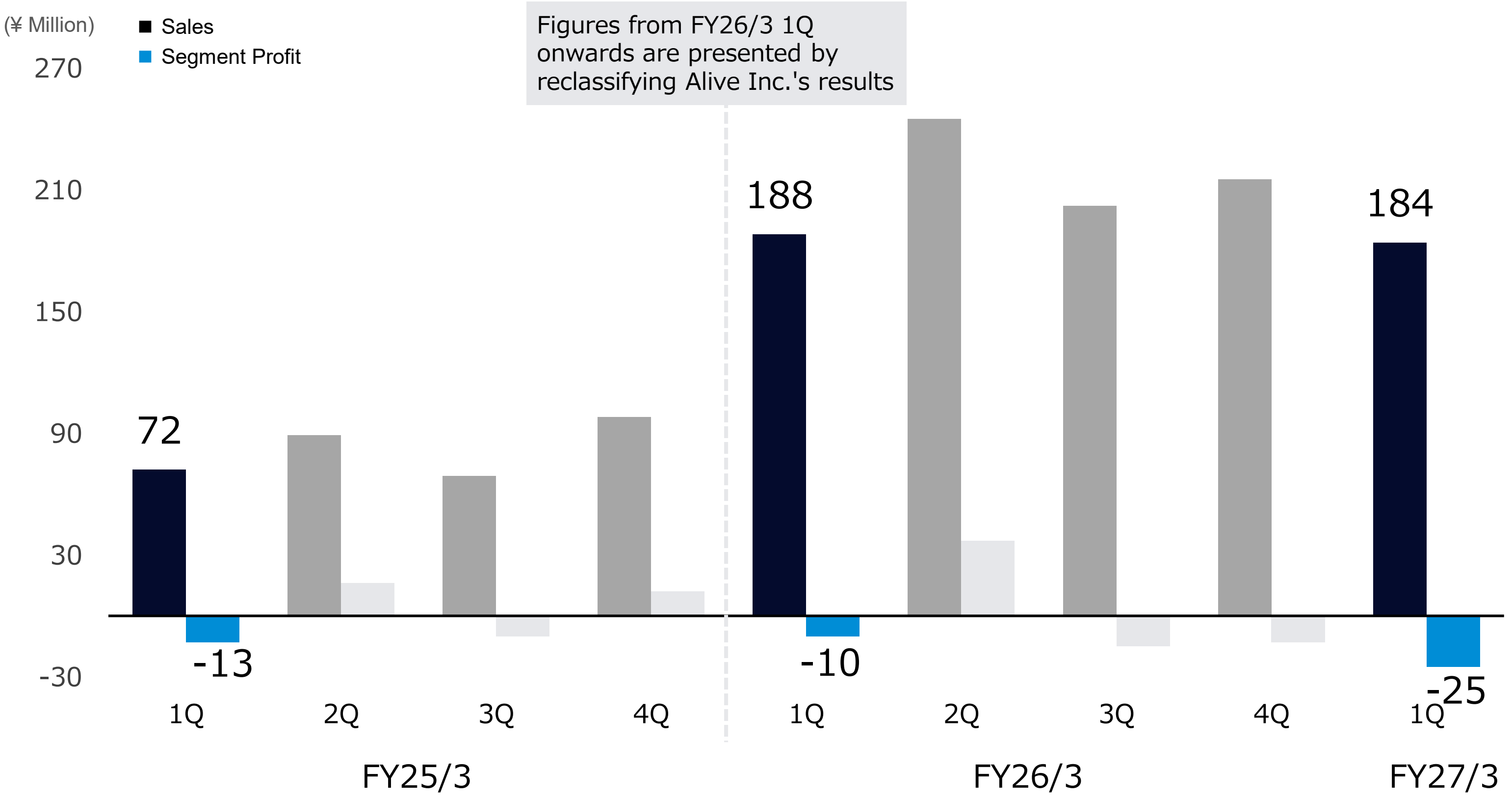


1Q		(YoY)
Sales	2,660	million yen (+23.0%)
Segment Profit	27	million yen (–)

* Figures are converted into JPY using the average exchange rate during the period (AUD 1 = 109.11 JPY). The assumed exchange rate is AUD 1 = 110 JPY.

Seed Tech Business (Sales, Segment Profit)

- Sales were slightly below the same period last year due to the impact of former Alive Inc.
- Segment profit landed at negative 25 million yen as planned, due to upfront investments and various expenses arising from management integration.
- For the DX promotion service for SMEs, “Digishoku”, we are securing personnel as planned and strengthening customer acquisition.



1Q		(YoY)
Sales	184	million yen (-1.9%)
Segment Profit	-25	million yen (-)
Amortization of goodwill, etc. for Alive Inc.	12	million yen

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Initiatives in IT Human Resources Matching Business, Japan

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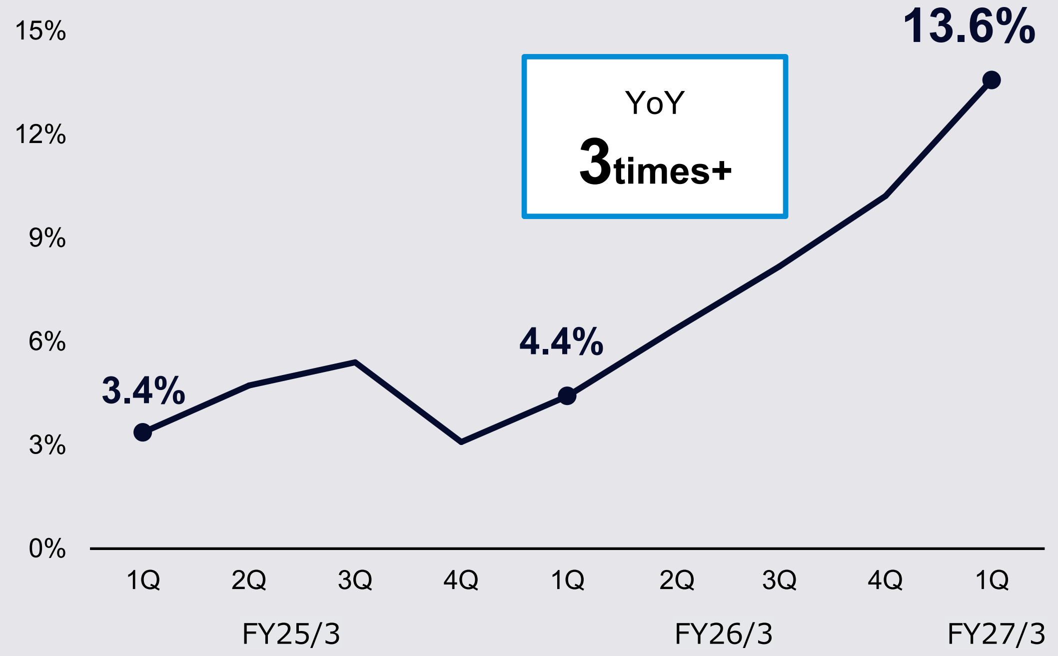
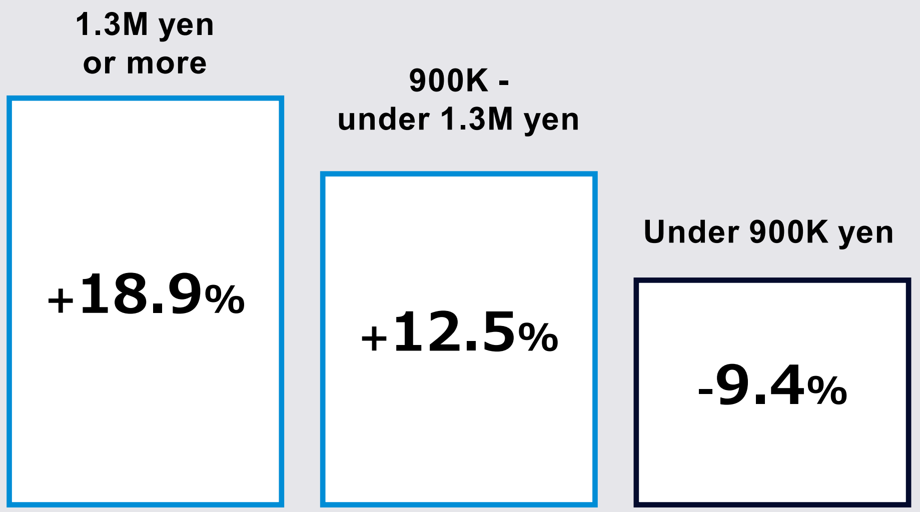
IT Human Resources Matching Business, Japan
(Shift to AI Projects and High Price Range Projects)

- Driven by growing demand for AI-related development, the proportion of AI projects[*1] surged more than threefold YoY.
- High-unit-price projects—such as AI, FDE, PM, and consulting—are trending upward, while simple coding projects are declining.

AI Project Ratio Trend



Increase/Decrease in Projects by Unit Price (YoY) [*2]

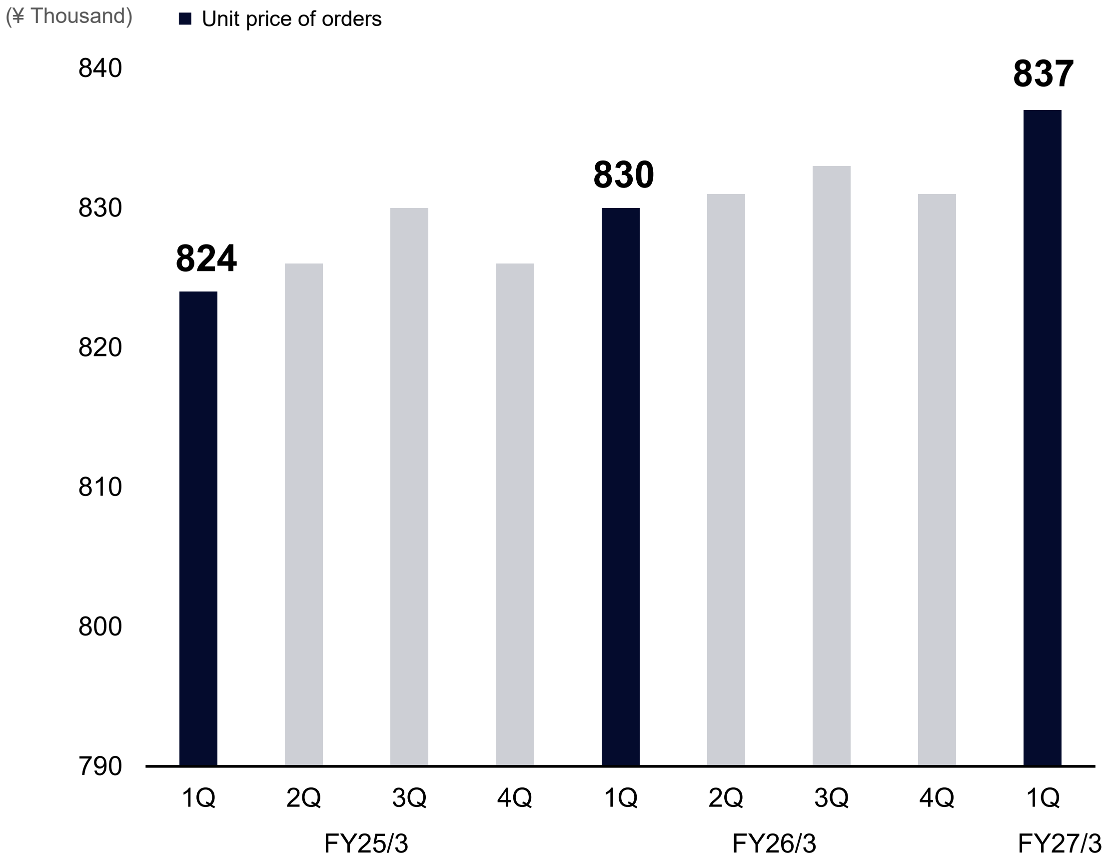


Focusing on expanding high-demand AI and upstream projects

*1 Definition of AI Projects: Aggregated project data containing keywords related to AI development, as well as functions, design, development, implementation, and improvement projects utilizing AI, Generative AI, LLM, machine learning, etc.
*2 Aggregated number of projects by unit price in the Tokyo metropolitan area.

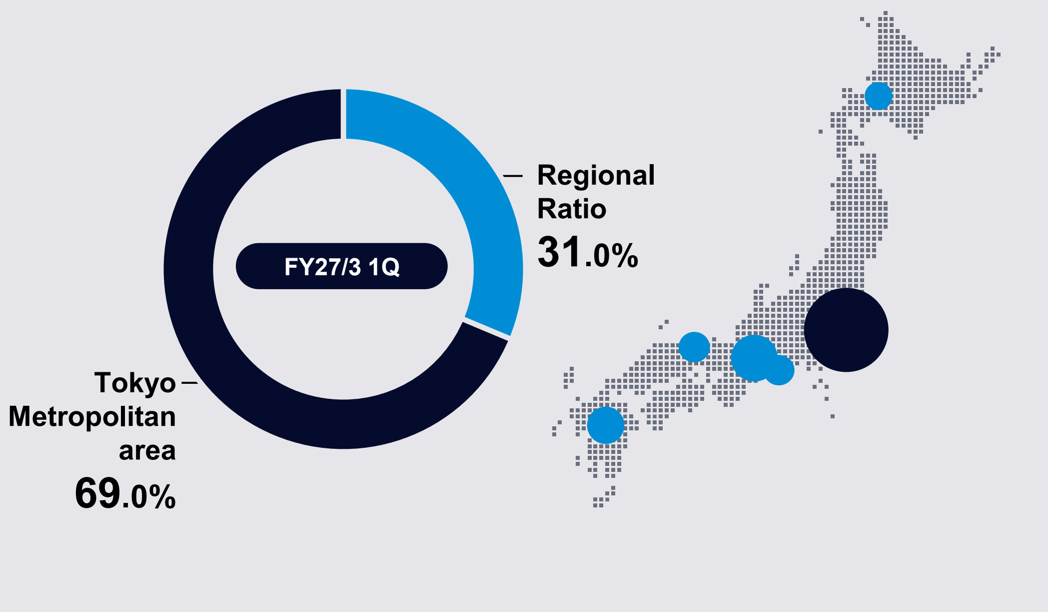
IT Human Resources Matching Business, Japan (Regional Ratio)

- Strategic regional expansion is progressing smoothly, with the regional ratio expanding by 5.2 points compared to the same period two years ago.
- While the unit price of orders in the Tokyo metropolitan area is trending upward significantly due to AI and upstream project s, the overall average unit price growth rate remains gradual due to the difference in unit price levels between regions.



The Regional Ratio

25.8% (FY25/3 1Q) ▶ **27.7%** (FY26/3 1Q) ▶ **31.0%** (FY27/3 1Q)

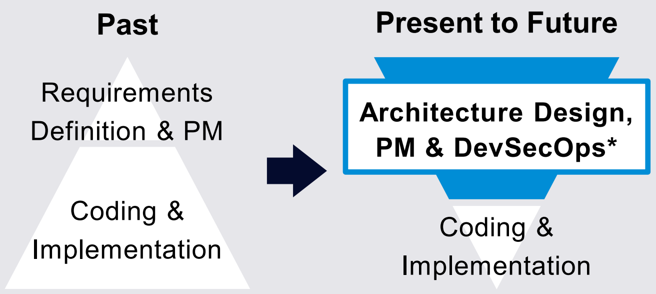


IT Human Resources Matching Business, Japan
(Skill Transformation & DB Value Enhancement)

- Equipping experienced IT talent with consulting skills enables a highly predictable evolution into high-value-added professionals such as FDEs.
- We are advancing the qualitative improvement of our database of over 24,000 IT talent.

Changes in Development Value due to Generative AI

- The market value of simple implementation tasks is declining due to generative AI coding assistance.
- Meanwhile, the importance of upstream processes that accurately define issues has increased, expanding the demand for consulting and PM/PMO.



Reproducibility of Skill Transformation and Reskilling

Highly Skilled IT Talent + Consulting Skills

- Acquire logical thinking, proposal skills, and issue definition capabilities through structured training and practice
- Engineers with technical foundations acquire upstream skills, achieving skill transformation into high-value-added segments facing market shortages

Consultants + Engineering Skills

- Gaining practical tech implementation capabilities requires years of experience, making training in this reverse direction highly difficult

Evolving experienced IT talent into high-value-added professionals

Our Competitive Advantage and Supply Base

20 years of industry track record

Trust from both IT freelancers and clients

Over 24,000 IT freelancers

Highly precise database

+

Reskilling environment

By combining this solid database with a reskilling environment,

we build a supply platform suited for the Generative AI era.

* DevSecOps is a methodology that integrates security into development and operations, embedding security measures early and throughout the entire software development lifecycle.

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IT Human Resources Matching Business, Japan (Launched “FDE Training Program” for IT Freelancers)

- We support the transition to upstream process skills, where market demand is growing, to enhance the market value of IT freelancers and improve the quality of our database. This will accelerate matching with high-unit-price, upstream projects that align with current trends.

Program Overview & Curriculum

Name	FDE Training Program (“Update Guild”)
Schedule	Total 6 sessions + kickoff,
Duration	Approx. 3 hours per session
Capacity	Approx. 40 participants (selection-based)
Target Audience	IT freelancers registered on "GEECHS JOB".

Phase 1

Business Transformation/Strategy Design (Sessions 1-2)

Learn how to build top-level business strategies, including issue identification and KPI/ROI design.

Phase 2

Project Promotion & Management (Sessions 3-4)

Develop the capabilities to turn strategy into action and drive execution, covering logical thinking, documentation, and PM skills.

Phase 3

Comprehensive Workshop (Sessions 5-6)

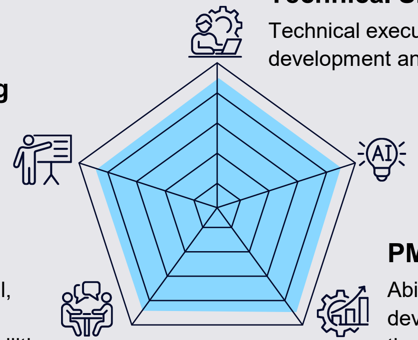
Leverage all skills learned throughout the program to practice delivering problem-solving proposals modeled on real-world business scenarios.

FDE Competency Model to be Acquired

Technical Skills
Technical execution capabilities including development and implementation

Industry Understanding
Proposal capability based on industry context

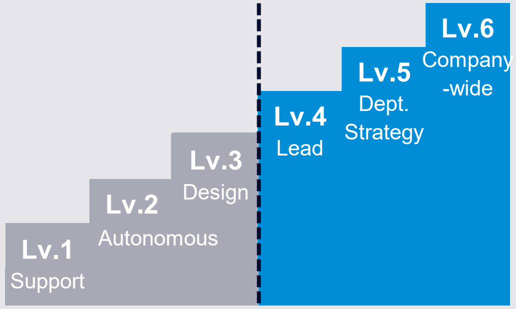
AX Literacy
Capability to drive AI-centric development and business transformation



Consulting Skills
Problem identification, proposal, consensus building, and transformation execution capabilities

PM Skills
Ability to solve client issues via system development and take ownership through to business value delivery

FDE Level Definitions



FDE Passing Line ＝Lv.4

Capable of leading a project

Not merely executing tasks under instruction, but independently assessing, designing, and leading projects.

* Forward Deployed Engineer (FDE) : A profession that resides at or deeply embeds into the frontline of a client's site to immediately execute problem-solving.

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Appendix

5

GEECHS

GEECHS Group

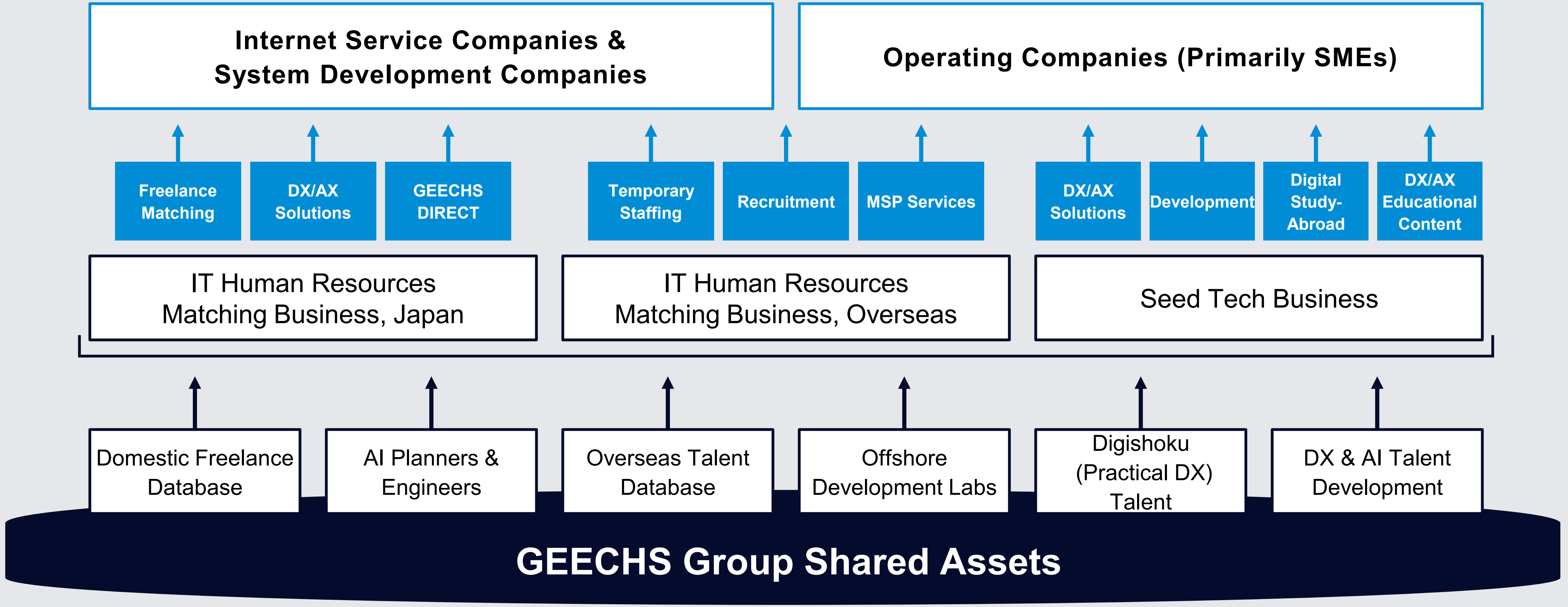
GEECHS

[geek × tech]

Across all industrial sectors in Japan,
achieving advanced human × AI symbiosis to upgrade corporate organizations and businesses,
an organization contributing to Japan's second economic growth.

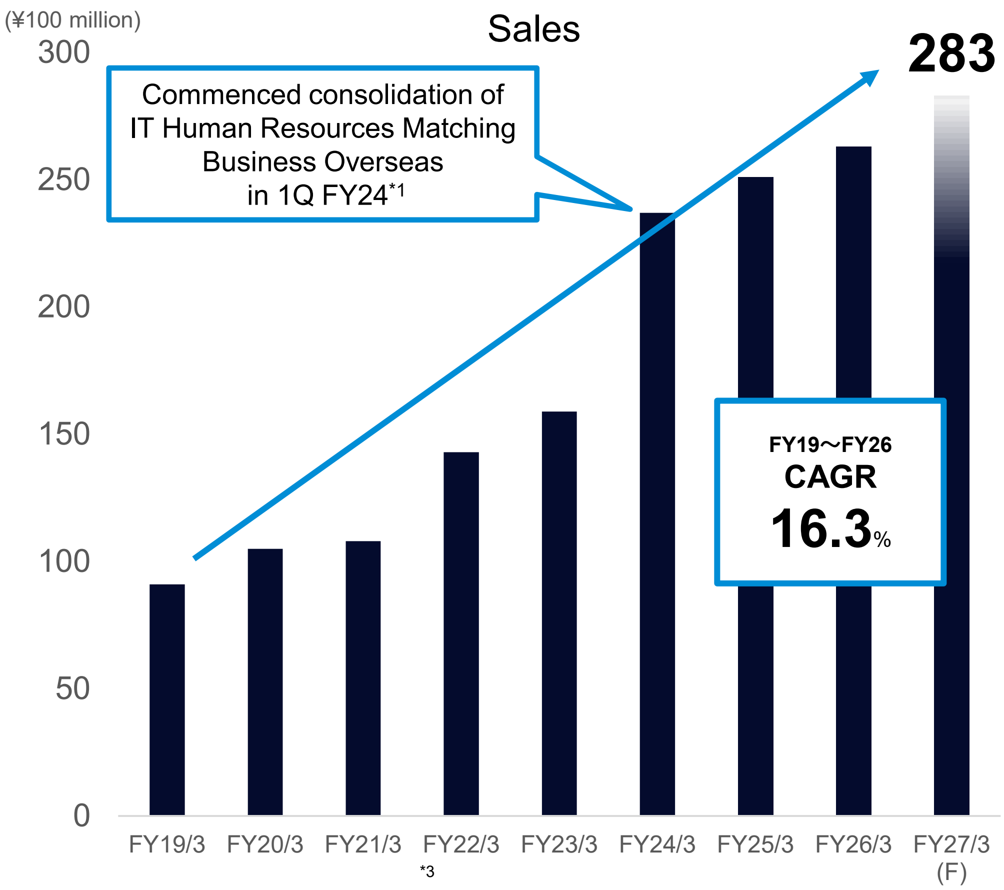
GEECHS Group Business Overview

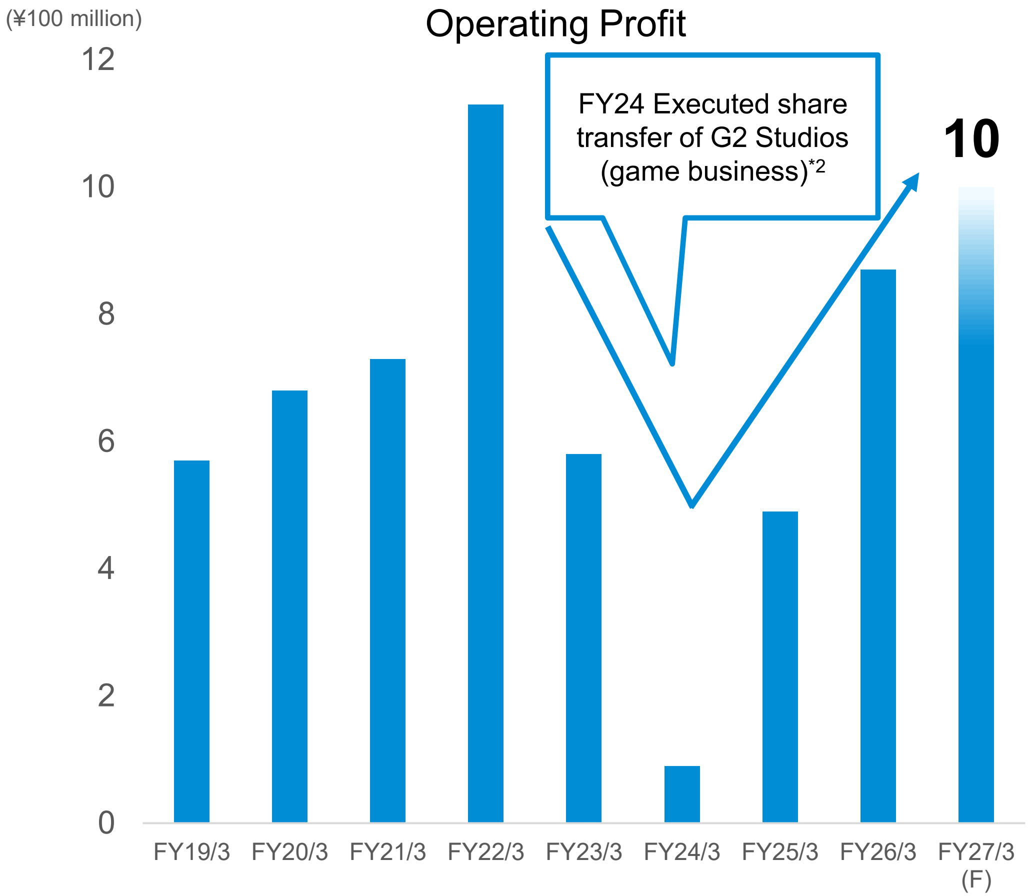
- We deploy diverse services built on our unique shared assets to solve clients' IT, DX, and AX challenges.



Performance Trend since IPO (Sales, Operating Profit)

- Since our IPO in March 2019, we have delivered steady, upward growth, and remain focused on growing our core IT human resources matching business Japan.
- From 1Q of FY2024, the IT human resources matching business overseas was consolidated through M&A. Meanwhile, we executed a share transfer of G2 Studios, which had posted a significant loss by the end of March 2024. Through this restructuring of its business portfolio, the company achieved a V-shaped recovery in profits in FY2025, led by the IT human resources matching business Japan.





*1 Started consolidation of IT human resources matching business overseas from 1Q FY24/3.
*2 G2 Studio's shares were transferred in the end of March 2024 and excluded from consolidation from FY24/3.
*3 Since the revenue recognition standard was changed from FY22/3, sales figures for FY21/3 and before were prepared based on transaction volume.

GEECHS Social Impact Flow

Input	Group Synergies Through Business Activities	Output	Outcome

Input

Financial Capital
- Growth investment backed by strong CAGR in business performance

Human Capital
- Cross-border management skills
- Female/foreign ratio

Intellectual Capital
- Technology investment
- Patents and licenses
- Accumulation of skill and expertise

Natural Capital
- Offshore development office
- In-house base system

Social and Relationship Capital
- IT freelancer
- Relations with client companies
- External partners

Group Synergies Through Business Activities

Evolution of the IT freelance sharing business through the integration of know-how and resources between countries

Global Strategy & Synergies

- ✔ Trust and track record as one of Japan's largest IT freelance business
- ✔ IT freelancer development expertise and track record
- ✔ Offshore development capability
- ✔ Over 15 years of trust and track record in the IT freelance business
- ✔ Expertise and skills as an MSP*

*Owning a proprietary Vendor Management System as a Managed Service Provider (MSP)

MATERIALITY 04	Strengthening corporate governance
MATERIALITY 05	Formation and expansion of partnerships
MATERIALITY 06	Addressing Climate Change

Output

Creating a new "normal" way of working

MATERIALITY 01
Sharing and streamlining of technology resources
Domestic market: GEECHS
Overseas market: launch

MATERIALITY 02
Growth and reskilling of DX/IT freelancers
Domestic market: ソダテク
Overseas market: Seed Tech School

MATERIALITY 03
Developing an environment where freelancers can work with peace of mind
フリノベ Freelance x Innovation

Outcome

Make the biggest impression in the 21st century

- Bringing growth to the IT industry in Japan and overseas
- Improving economies in developing countries and local areas by creating jobs
- Contributing to social development through growth and creation of IT freelancers
- Expanding industry and employment opportunities through cross-border collaboration

1 NO POVERTY
4 QUALITY EDUCATION
8 DECENT WORK AND ECONOMIC GROWTH
9 INDUSTRY, INNOVATION AND INFRASTRUCTURE
16 PEACE, JUSTICE AND STRONG INSTITUTIONS
17 PARTNERSHIPS FOR THE GOALS

IT Human Resources Matching Business, Japan

Registered IT Freelancers
24,000+

Client Companies
4,000

ROOT
In-house system

Strength

- Leveraging GEECHS AI
- Deeply understanding client needs with HR-level precision
- Providing close support for engineers as dedicated mentors

IT Freelance Agent

GEECHS JOB

Matches the best freelance talent using Japan's largest database of highly skilled engineers.

AI Solution Provider

Delivers customized AI solutions combining our AI Planners with elite freelancers.

Training Features

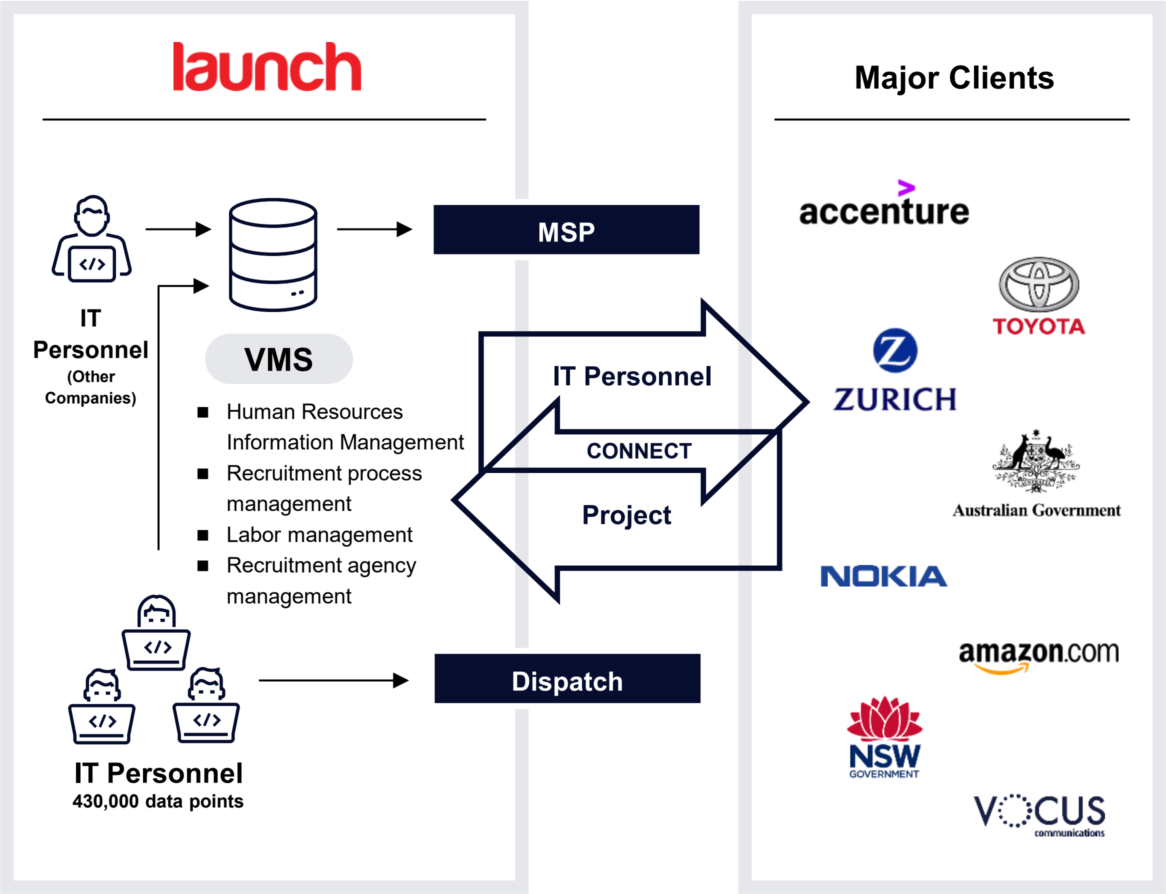
- Providing the FDE Training Program
- Hosting various seminars

1. **Proven Track Record as IT Freelance Agent**
   With years of experience as a leading IT freelance agency, we maintain strong relationships with top-tier enterprise clients. Over 24,000 selected, high skilled IT freelancers are registered.

2. **AI Solutions Powered by AI-Driven Development**
   We provide problem-solving solutions that combine our AI Planners with engineers skilled in AI-driven development, strongly accelerating clients' DX/AX initiatives.

3. **Supporting the Market Value Enhancement of IT Freelancers**
   Providing the “FDE Training Program” for registered IT freelancers and hosting various seminars in collaboration with partner companies. Aiming to foster a community unique to Geechs, we actively support enhancing the market value of IT freelancers.

IT Human Resources Matching Business, Overseas (Launch Group)



1. Australian IT Staffing Service Pioneer

Established in 2006, trusted IT human resources service provider with a proven track record. Over 50% of our clients have maintained continuous business relationships with us for more than 5 years.

2. A Rich and Highly Specialized IT Talent Database

With a database of over 430,000 IT professionals, we manage more than 7,500 person-months of IT talent annually. Our talent pool spans a wide range of IT fields, including infrastructure & cloud, software development, and security.

3. Expansion of IT staffing, recruitment, and MSP Services.

In addition to IT staffing and recruitment, we offer comprehensive support throughout the entire talent acquisition process through MSP services, establishing long-term contractual relationships and building a strong client base. Through our proprietary VMS, we address the challenges of managing casual employment and onsite talent, ensuring stable and efficient service delivery.

* MSP：Managed Services Providers
* VMS: Vendor Management System
A comprehensive talent management solution that handles the entire process from marketing to contract for client talent acquisition

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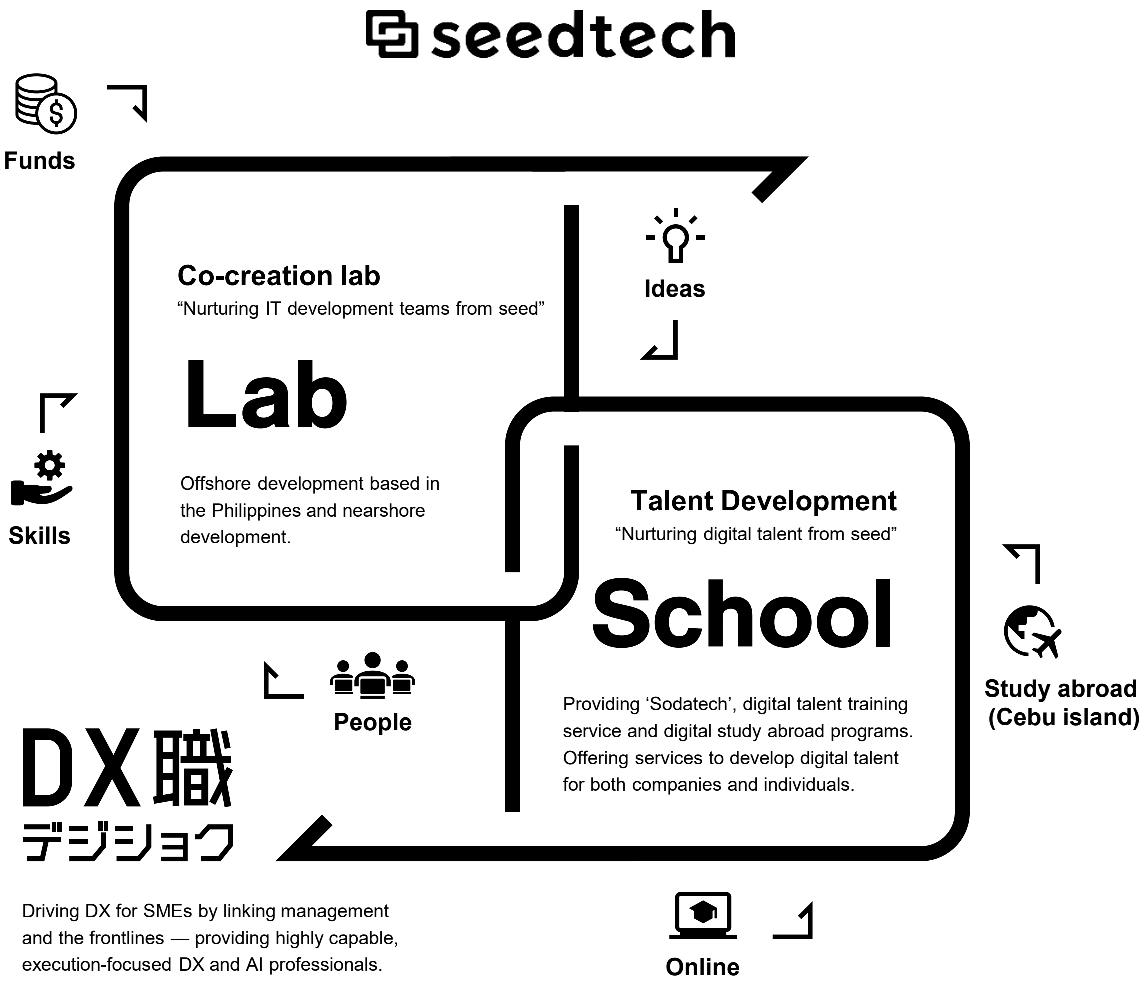
Seed Tech Business



Taking the world forward with the power of technology

Nurturing IT development team and digital talent from seed by focusing on development and education.

1. Nurturing Digital Talent from the “Seed”

［Sodatech: IT, DX, and AX talent development service]

Provides a SaaS-based platform offering 500+ video tutorials for corporate and individual training.

［Digital Study Abroad]

Offers an intensive, short-term, bootcamp-style program conducted overseas, combining English language learning with training in programming and digital skills.

2. Hands-on DX/AX Consulting for SMEs

Maximizes value creation by providing our in-house trained digital talent to solve SME challenges, seamlessly linking development with training.

3. Co-Creation Lab with Global Development Team

Provides high-performing development teams composed of engineers in both Japan and overseas. Offers comprehensive support from recruitment and training to team management to build long-term, “successful development teams” that drive business growth.

4. IT Talent Solutions

Delivers flexible, optimized IT solutions—such as permanent staffing and quasi-mandate contracts—tailored to client needs.

Enhancing Sustainable Corporate Value Through Health-Oriented Management and Social Contribution

- We promote sustainability management with both “Health” and “Social Contribution” driving business growth, considering the physical and mental health of our employees as the driving force.

Internal Initiatives

As an Excellent Health Company

Acquired “Gold Certification”

Achieved by only **199** out of **4,896** companies in the Tokyo Federation (Acquisition rate approx. **4.0**%)

- Achieved high standards across all six criteria of “STEP 2” under the Healthy Company Declaration.
- Established a sustainable PDCA cycle, including strict overtime management and infection prevention measures.
- Built a sustainable growth foundation that enables employees to maximize their performance.

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External Initiatives

Donated to the Japanese Red Cross Society through charity activities and received the

“Silver Order of Merit”

Total donations exceed **200,000** yen

- Held the SDG-linked "Walking Event Spring 2026," donating 1 yen for every 200 steps.
- Achieved approx. 31.5 million steps in total, resulting in a donation of 157,513 yen.
- 110 executives and members participated, fostering a sense of cross-departmental unity.
- Established as an initiative that balances employee health promotion with social issue resolution.

Performance Highlights

Fiscal Year-End		FY2023/3	FY2024/3	FY2025/3	FY2026/3	FY2027/3 1Q	FY2027/3 Forecast
Sales	(Thousand yen)	15,997,838	23,739,835	25,162,448	26,375,627	6,968,556	28,300,000
EBITDA	(Thousand yen)	651,393	362,120	625,903	975,351	237,754	1,090,000
Operating profit	(Thousand yen)	589,410	90,859	495,539	875,689	204,275	1,000,000
Ordinary profit	(Thousand yen)	567,920	82,483	494,535	842,813	164,146	970,000
Profit attributable to owners of parent	(Thousand yen)	244,215	-1,473,379	49,795	643,001	86,089	630,000
Comprehensive profit	(Thousand yen)	239,739	-1,516,051	-104,464	654,333	89,951	–
Capital	(Thousand yen)	1,109,972	1,112,183	1,112,363	1,112,414	1,112,414	–
Net assets	(Thousand yen)	4,687,486	3,070,641	2,871,147	3,054,682	2,907,055	–
Total assets	(Thousand yen)	8,999,379	7,174,136	7,374,904	7,852,040	7,738,579	–
Net asset per share	(Yen)	441.05	272.09	267.71	299.19	284.21	–
Net profit per share	(Yen)	23.20	-142.75	4.82	62.73	8.47	62.01
Capital adequacy ratio	(%)	47.7	39.2	37.5	38.7	37.3	–
Return on equity	(%)	5.6	-41.5	1.8	22.2	–	–
Cash flow from operating activities	(Thousand yen)	688,038	-3,827	46,813	744,100	–	–
Cash flow from investing activities	(Thousand yen)	-1,560,893	317,149	-418,942	79,287	–	–
Cash flow from financing activities	(Thousand yen)	1,274,450	-330,211	226,952	-692,155	–	–
Cash and cash equivalents at end of period	(Thousand yen)	3,755,033	3,749,726	3,606,612	3,747,062	–	–
Employees	(Persons)	444	268	290	300	296	–

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Supplemental Data (IT Human Resources Matching Business, Japan)

Fiscal Year-End		FY2026/3					FY2027/3
		1Q	2Q	3Q	4Q	Full-year	1Q
Sales	(Thousand yen)	4,037,496	4,028,281	4,129,514	4,176,312	16,371,604	4,144,639
Advertising expense	(Thousand yen)	47,835	49,090	49,396	52,634	198,956	54,087
Advertising expense ratio	(%)	1.2%	1.2%	1.2%	1.3%	1.2%	1.3%
Segment profit	(Thousand yen)	350,714	330,380	364,025	389,500	1,434,620	360,325
Segment profit margin	(%)	8.7%	8.2%	8.8%	9.3%	8.8%	8.7%
Person-months	(Person-months)	5,003	5,021	5,104	5,170	20,298	5,087
Unit price of orders	(Thousand yen)	830	831	833	831	831	837
New business partners	(Companies)	58	45	51	33	187	40
Take rate	(%)	17.7%	17.8%	18.0%	18.2%	17.9%	18.3%
Newly registered IT freelancers	(Persons)	417	421	367	406	1,611	407

* Financial results for FY2026/3 have been prepared by excluding the business of Alive Inc., which was previously included in the IT Human Resources Matching Business, Japan.

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