Supplementary Materials for Financial Results



First Quarter of the Fiscal Year Ending March 2026 **Startiaholdings, Inc.**

TSE Prime

3393

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- (2) IT infrastructure segment
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Topics

Company Profile





Q1 FY2026 Consolidated Financial Results Summary

(1) Group Consolidated

First Quarter FY2025: Consolidated Income Statement Summary (YoY)

Despite an increase in costs from hiring 111 new graduates in April, both sales and operating income grew year-on-year. An increased corporate tax burden from stock-based payments led to a year-on-year decrease in quarterly net income.

(Unit: Million Yen)	Q1 FY2025	Q1 FY2026	Change	YoY
Net Sales	5,258	5,636	+378	+7.2%
Gross profit	2,320	2,504	+183	+7.9%
Operating profit	533	593	+59	+11.2%
Ordinary profit	589	589	0	+0.1%
Profit attributable to owners of parent	489	402	△87	△17.9%
EBITDA	654	725	+71	+10.9%

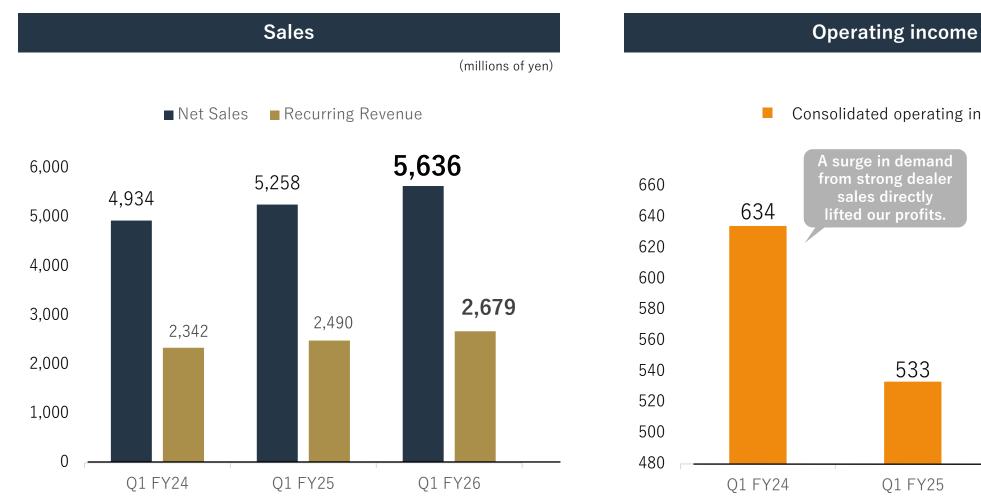
Consolidated Forecast for the Fiscal Year Ending March 2026 (Progress)

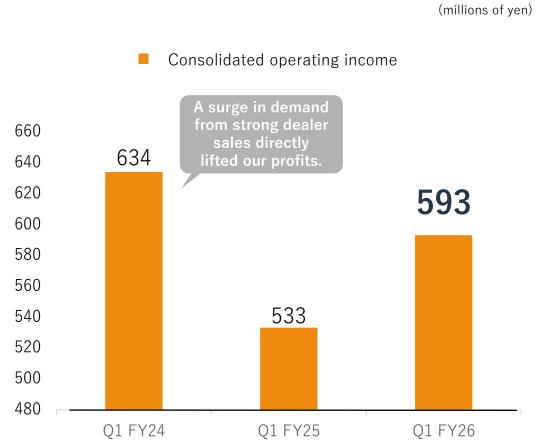
(Units: Million Yen)	Full-Year FY2025 Results	Q1 FY2026 Results (Progress vs. First- Half Forecast)	H1 FY2026 Forecast	H2 FY2026 Forecast	Full-Year FY2026 Forecast
Net sales	22,211	5,636 (48.2%)	11,700	12,400	24,100
operating profit	2,737	593 (43.0%)	1,380	1,620	3,000
ordinary profit	2,784	589 (42.7%)	1,380	1,620	3,000
Profit attributable to owners of parent	1,960	402 (43.7%)	920	1,080	2,000

^{*}Medium-Term Management Plan announced on May 22, 2025

Sales and Operating Income Trend

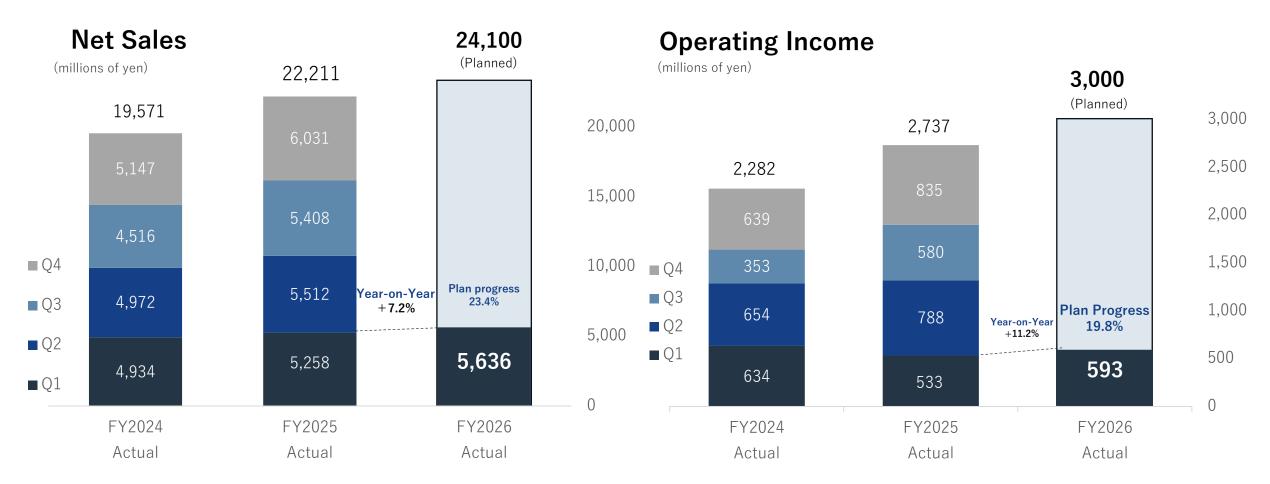
First-quarter sales reached a new record high, with steady growth in both one-time (flow) and recurring (stock) revenue.





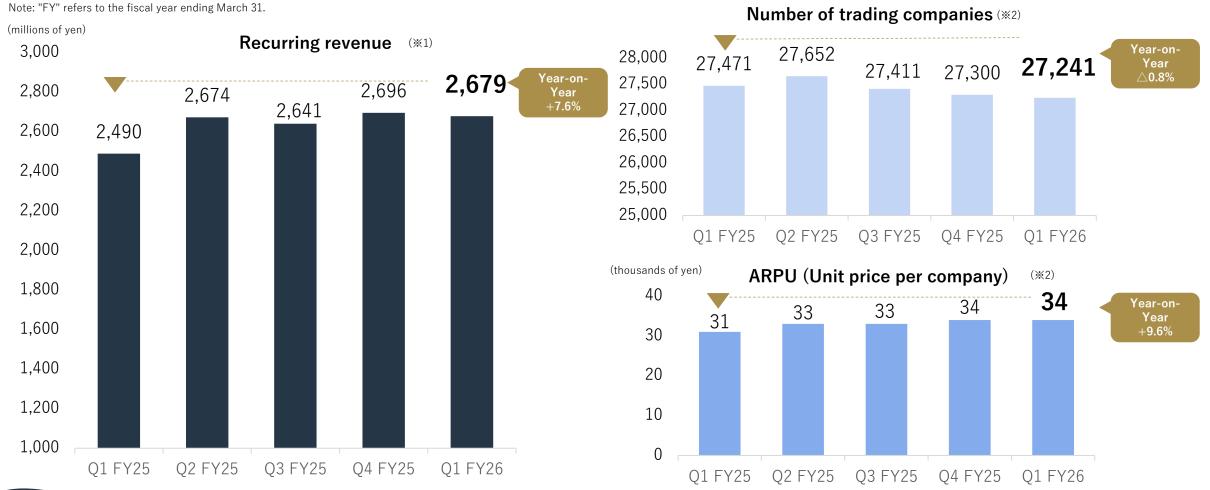
Quarterly Results

A significant year-on-year increase in profit from our DX Solutions business was a key contributor to the improvement in overall earnings.



Consolidated Recurring Trends

Our group's Recurring type services	Recurring model (continuous billing based on usage)	Subscription model (flat rate billing for continuous usage)
IT infrastructure segment	Copy counter, electricity resale business, Hikari internet connection expenses, adoption of cloud services PBX, etc.	Bizisuke, Gate Care, Hikari internet connection expenses, ISP, adoption of cloud services PBX, etc.
DX solutions segment	Advertising operations, etc.	Cloud CIRCUS tools, RPA, JENKA, etc.



Year ended March 2026 Q1 BS Summary

(Unit: Million Yen)	End of March 2025	End of June 2025	Change
Current Assets	11,529	10,561	△968
Cash and Deposits	6,565	6,153	△412
Non-Current Assets	2,674	2,513	△160
Tangible Fixed Assets	226	223	△2
Intangible Fixed Assets	1,330	1,284	△46 -
Software	934	906	△28
Investments and Other Assets	1,116	1,006	△110
Total Assets	14,204	13,075	△1,128
Current Liabilities	5,249	4,950	△299
Borrowings	1,810	1,688	△121
Non-Current Liabilities	1,304	1,063	△241
Long-Term Borrowings	1,294	1,054	△240
Total Liabilities	6,554	6,013	△540
Total Net Assets	7,649	7,061	△587
Total Liabilities and Net Assets	14,204	13,075	△1,128

Cash and deposits :△412

Notes and accounts

receivable :△362 Inventories :+128

Other (current assets) :△322

Goodwill :△18 Software :△28

Accounts payable :+55
Current portion of long-term loans

payable :△121

Accounts payable :△100 Accrued expenses :+44

Accrued income taxes and consumption

taxes :△182

Provision for bonuses :△196

Other :+176



Q1 FY2026 Consolidated **Financial Results Summary**

(2) IT infrastructure segment



IT infrastructure Segment Information

One-time (Flow) Revenue : Our continued focus on strengthening security offerings and PC sales promotion paid off,

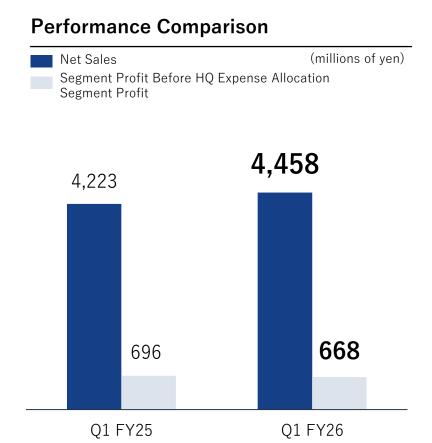
leading to solid performance in network-related equipment.

Recurring (Stock) Revenue: We saw continued growth from recurring revenue streams, bolstered by contributions from our new electric

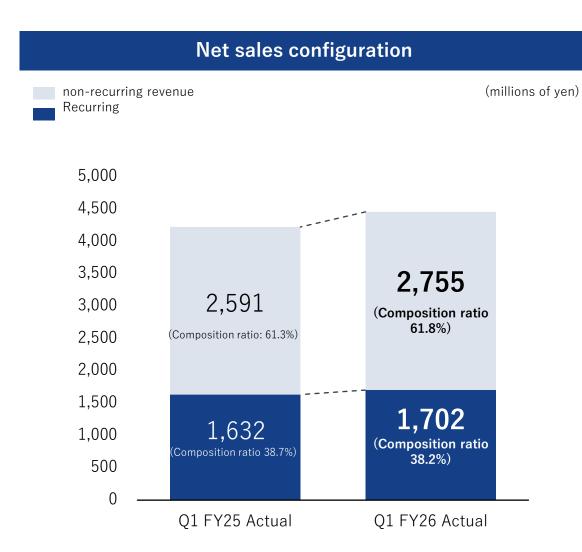
power business and the "Bizi-suke" (Total Support Service).

Segment profit : The hiring of 87 new graduates led to a significant increase in personnel costs.

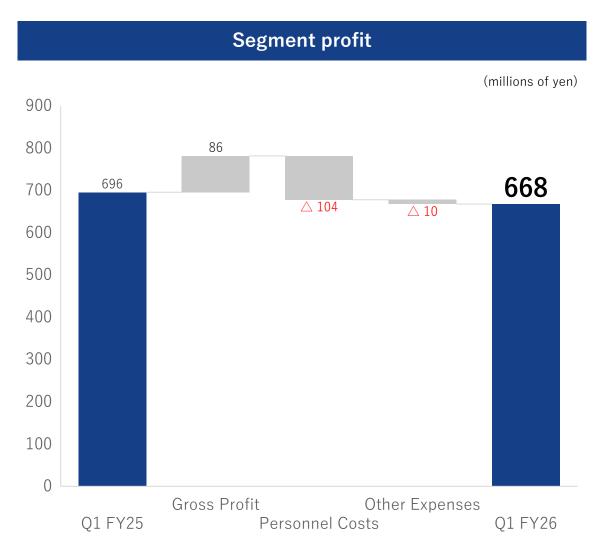
(Unit: Million Yen)	Q1 FY2025	Q1 FY2026	Change	YoY
Net Sales	4,223	4,458	+234	+5.6%
one-time revenue	2,591	2,755	+164	+6.3%
Recurring revenue	1,632	1,702	+70	+4.3%
Segment profit	398	374	△24	△6.1%
Head office expenses	297	293	△3	△1.2 %
Segment Profit Before HQ Expense Allocation	696	668	△28	△4.0%
EBITDA	434	410	△24	△5.5%



IT Infrastructure segment: Year-on-Year Variance Analysis







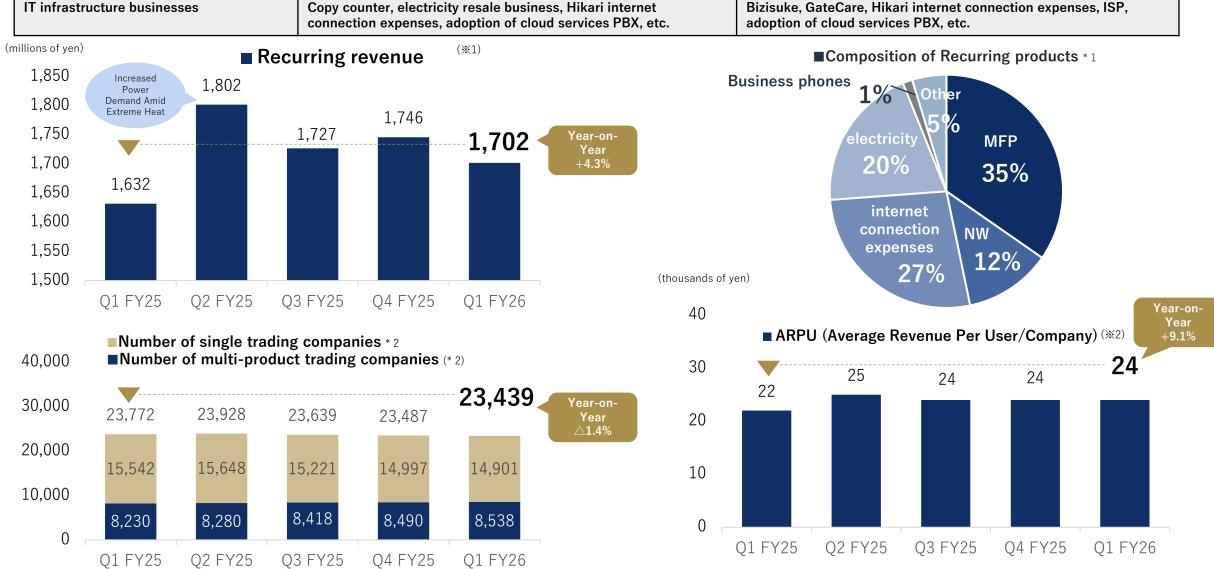
^{*}Segment profit in the graph is Segment Profit Before HQ Expense Allocation

^{*(} \triangle) of SG & A Expenses: negative represents cost increase and profit reduction; positive represents cost decrease and profit increase

IT infrastructure segment Recurring revenue High

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Recurring type services	Recalling model (continuous charging based on usage)	Subscription model (flat rate billing for continuous usage)
IT infrastructure businesses	Copy counter, electricity resale business, Hikari internet connection expenses, adoption of cloud services PBX, etc.	Bizisuke, GateCare, Hikari internet connection expenses, ISP, adoption of cloud services PBX, etc.



*1: Quarterly * 2: Three-month average



1 Q1 FY2026 Consolidated Financial Results Summary

(3) DX Solutions segment

DX Solutions Segment Status

One-time (Flow) Revenue: Remained strong, driven by solid performance in website production and custom development.

Recurring (Stock) Revenue: While new customer acquisition for our SaaS tools was steady,

Q1 typically sees a seasonal increase in churn.

Segment profit : Profitability improved for both EBITDA and segment profit, with margins expanding.

(Unit: Million Yen)	Q1 FY2025	Q1 FY2026	Change	YoY
Net Sales	1,034	1,174	+139	+13.5%
one-time revenue	176	197	+21	+12.2%
Recurring revenue	858	976	+118	+13.8%
Segment profit	97	176	+79	+82.2%
Head office expenses	94	111	+16	+17.4%
Segment Profit Before HQ Expense Allocation	191	288	+96	+50.2%
EBITDA	164	256	+92	+56.1%

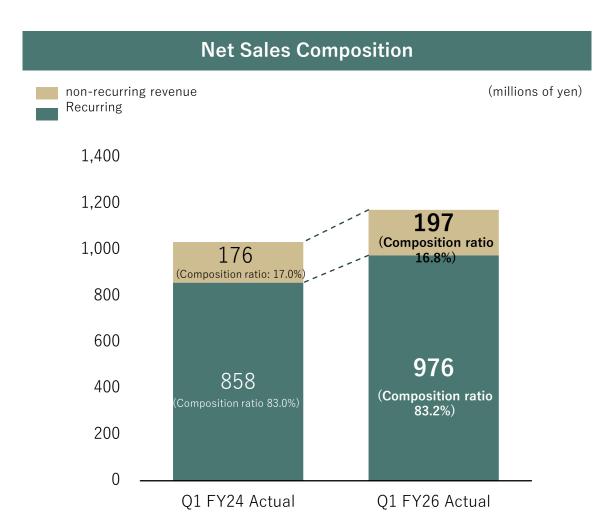
Note: "FY" refers to the fiscal year ending March 31.

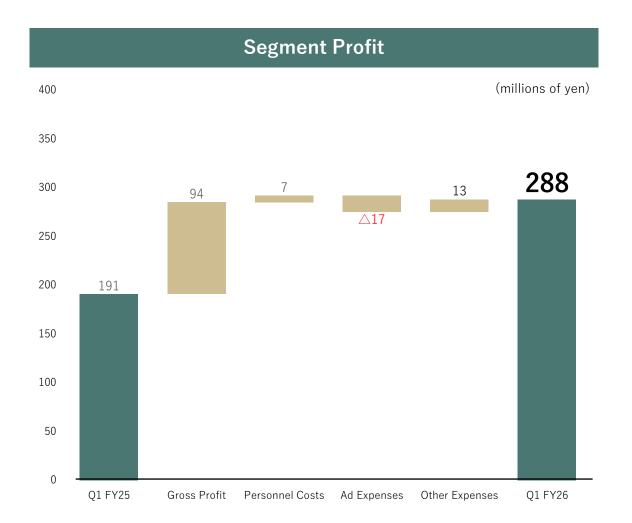
(millions of yen) Net Sales Segment Profit Before HQ Expense Allocation Segment Profit 1,174 1,034 288 191 Q1 FY25 Q1 FY26

Performance Comparison

^{*}Digital Marketing segment changed its business name to DX Solutions from the fiscal year ended March 2026.

DX Solutions segment Year-on-Year Difference Analysis





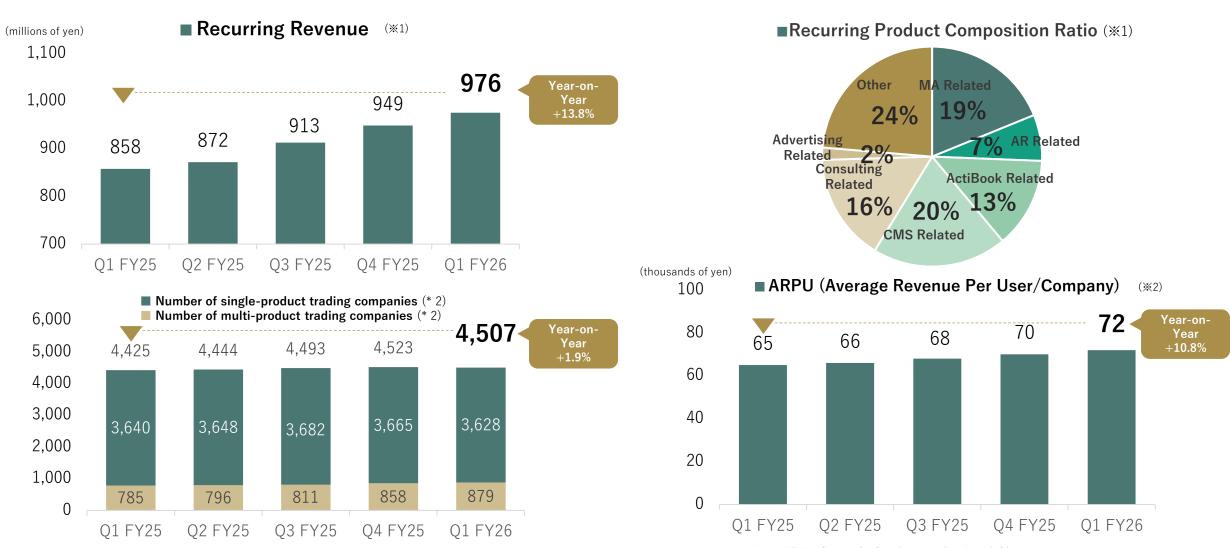
Note: "FY" refers to the fiscal year ending March 31.

*Segment profit in the graph is Segment Profit Before HQ Expense Allocation

 $^{*(\}triangle)$ of SG & A Expenses: negative represents cost increase and profit reduction; positive represents cost decrease and profit increase

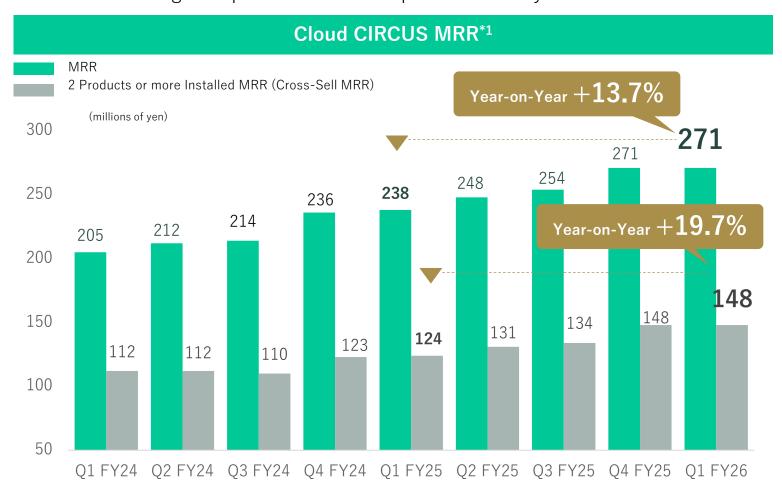
DX Solutions segment High Trends in Recurring revenue

Recurring type services	Recurring model (continuous billing based on usage)	Subscription model (flat rate billing for continuous usage)
DX solution segment	Advertising operations, etc.	Cloud CIRCUS tools, RPA, JENKA, etc.



DX Solutions segment (Cloud CIRCUS) Key KPIs (1)

Led by our "BowNow" and "Fullstar" products, MRR from customers using two or more of our services expanded by 19.7% year-on-year. While the churn rate remains low on a quarter-on-quarter basis, Q1 typically experiences higher churn from the cohort of customers who signed up at the end of the previous fiscal year.



Note: "FY" refers to the fiscal year ending March 31.

Average customer churn rate for the past 12 months *2

As of the end of June 2025

1.5%

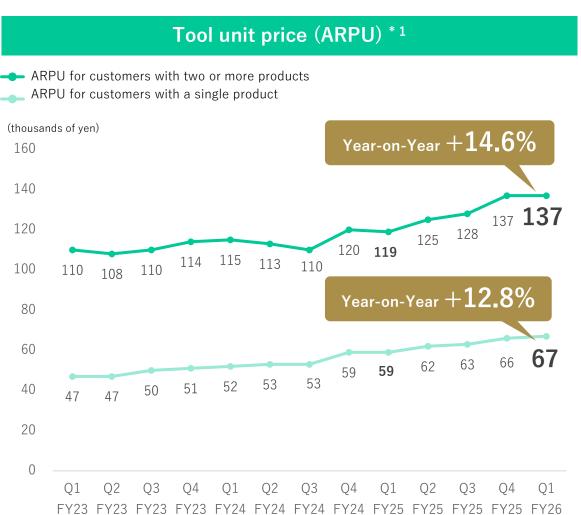
(1.6% as of the end of the same period last year)

^{*1} MRR is the monthly subscription revenue as of the end of each quarter.

^{*2} Average of the number of licenses canceled during the month divided by the number of licenses as of the end of the previous month over the last 12 months

DX Solutions segment (Cloud CIRCUS) Key KPIs (2)

Despite the impact of seasonal churn, ARPU showed solid growth, driven by our strategic focus on upselling and cross-selling.



^{*1} ARPU= MRR/number of subscribers at the end of each guarter



^{*2} Licenses are fee-based licenses as of the end of each quarter.



2 Business Strategy (M & A)

Progress in M & A for Q1 FY March 26

Achieved the target number of alliances with intermediaries within 3 months of the start of the new M & A structure.

In line with this, the number of leads and IMs (*) in target areas made significant progress. Although only 3 intentions were expressed, the projects were progressed through frequent discussions.



	(YTD) Progress			Latest Progress Rate Annual Plan				
	FY2026			FY2026	FY2026	FY2027	FY2028	
Note: "FY" refers to the fiscal year ending March 31.	Q1	Q2	Q3	Q4	Q1	Cumulative Total for FY2026	Cumulative Total for FY2026-FY2027	Cumulative Total for FY2026-FY2028
Number of Partner M&A Advisory Firms	104	-	-	-	104.0%	100	150	200
Number of Deal Leads	106	-	-	-	53.0%	200	500	900
Number of IMs Reviewed	78	-	-	-	78.0%	100	250	450
Number of Letters of Intent	3	-	-	-	12.0%	25	56	96
Number of Deals Closed	0	-	-	-	0.0%	4	9	14



Basic M & A strategy

Basic Policy

- Acquisition of 100% ownership and consolidation of a company whose clients are small-scale businesses that can recover M&A funds in a short period.
- ☐ Capital and business alliances with large and medium-sized companies that are expected to generate medium- to long-term synergies
- Investment budget for M & A is about 10 billion yen for 3 years, and procurement is assumed to be indirect financing.
- In the initial phase, priority was given to "M & A to buy customers."
 Began "M & A to buy services" after the second half of the mid-term plan

M & A target

Customer acquisitionfocused M&A

- OA equipment sales business for offices (sales of multi-function machines, business phones, etc.)
- Office network, security, optical internet connection expenses/ISP, PC sales business
- Office electricity
- Website production business
- Office tool sales agency business such as Microsoft and Google

Our Company's Business Size, Management Succession Issues, etc. Approximately 700 companies are subject to M & A

M & A target companies
Approximately
700
companies

Office equipment wholesale business

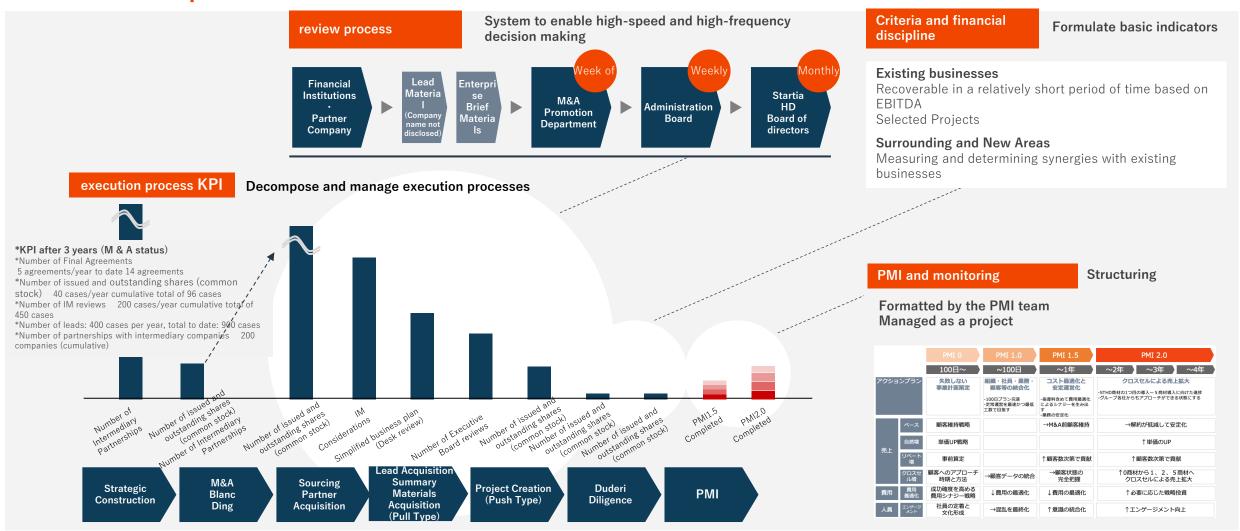
More than 3,000 companies

Service acquisition-focused M&A

- DX solutions (digital marketing tools, web production, advertising, consulting, BPaaS, etc.)
- Al-related businesses (including contracted development)
- Security



M & A Implementation Mechanism (KPI/Review Process/Investment Criteria/PMI)





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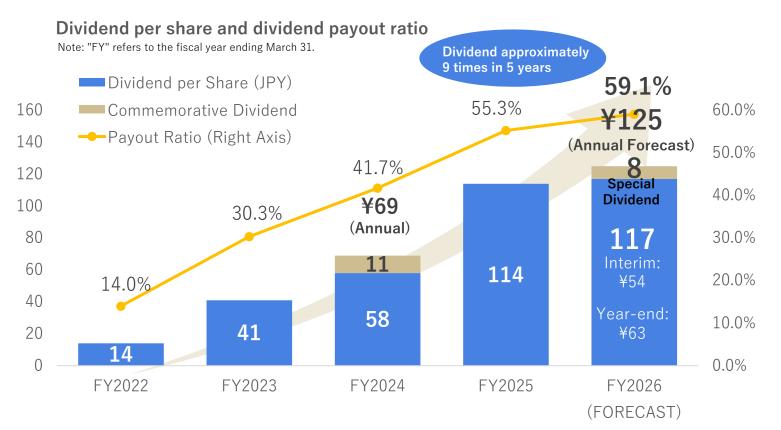
3 Shareholder Returns

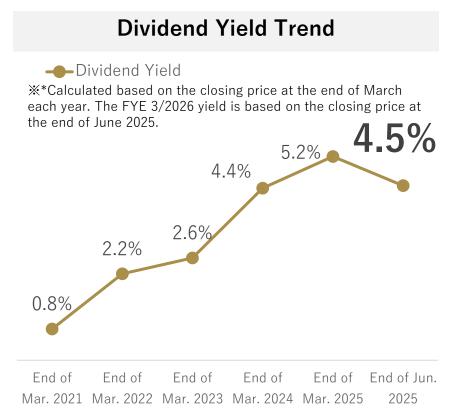
Shareholder returns

- We will maintain our current shareholder return policy a 55% payout ratio plus a progressive dividend—while balancing investments for growth with an adequate capital base.
- Consider the future adoption of a DOE (Dividend on Equity) target.

- Dividend per share forecast for the fiscal year ending March 2026
- **▶**30 Year Anniversary Commemorative Dividend (8 yen * Note)
- ► Annual dividend of 125 yen (Interim: 54 yen, End: 71 yen (63+8))

(Note)The commemorative dividend of ¥8 is excluded from the progressive dividend.







4 Appendix

Topics Company Profile

Selection as a Component of the "JPX-Nikkei Small Cap Equity Index"

Our company has been newly selected as a constituent for FY 2025 (August 29, 2025 to August 28, 2026) of the "JPX-Nikkei Small Cap Equity Index" jointly calculated by JPX Research Institute and Nikkei Inc.

We take this new selection as a certain evaluation of our company's management from the market, and we expect it to further increase the attention of a wide range of investors, contribute to our inclusion in the fund linked to the index, and thereby improve liquidity. In addition, we will strive to further expand our business and enhance our corporate value in order to meet the expectations of shareholders, investors and other stakeholders.

About the "JPX-Nikkei Small Cap Equity Index "

The index consists of 200 stocks selected from common stocks whose main markets are the TSE Prime Market, Standard Market and Growth Market, based on eligibility criteria, screening based on market capitalization and market liquidity indicators, scoring based on quantitative indicators such as 3-year average ROE and 3-year cumulative operating income, and adding points for qualitative factors such as independent outside directors, appointment of female officers, and disclosure of English language materials such as financial information. The index is reshuffled once a year in August of each year.

Topics: IT infrastructure segment

First, second, and third place in SHARP's 9th S-1 Grand Prix!

The 9th S-1 Grand Prix, an engineering contest sponsored by Sharp Corporation, was held on June 20, 2025.

We are pleased to report that our our group employees have achieved excellent results.

In this contest, maintenance engineers of multifunctional copiers from all over Japan compete on their maintenance skills, expertise, and It's a competition for communication skills.

Our group took first, second, and third place in the Regional Dealership Category.

In addition, the top six winners in each category participated in the Grand Championship.

A our group employee won

the honor of being Grand Champion.

Our company has long sought to improve its technological capabilities and knowledge.

We have also focused on fostering customer-friendly communication skills.

we have also focused on fostering skills.

We believe that this result is an objective evaluation of our company's educational system and

the results of human resource development.

I'm thinking about it.

Going forward, we will continue to provide services that satisfy our customers.

We will further focus on human resource development.





Topics: DX Solutions segment

CloudCIRCUS 'MA "BowNow" and CSM" Fullstar "have been awarded the "Leader" award at the ITreview Grid Award.

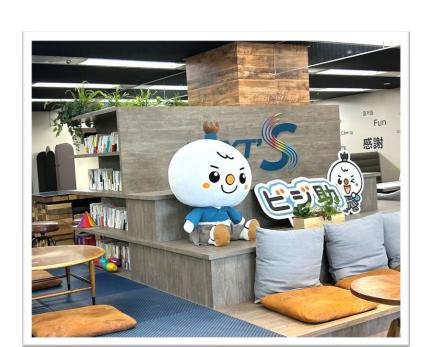
CloudCIRCUS,Inc. (Head Office: Tokyo, President: Akihiro Kanai), which provides DX solutions segment, announced today that its MA (Marketing Automation) tool "BowNow" and CSM (Customer Success Management) tool "Fullstar" have been awarded the "Leader" award at the "ITreview Grid Award 2025 Spring" hosted by ITCloud Corporation (Head Office: Tokyo, President: Genta Kurono), respectively, which is given to highly rated products by users.







Management Philosophy and Vision





最先端を、人間らしく。

Management **Philosophy**

Creating the future of people and companies by discerning social needs and markets Aiming to become a leading company that produces excellent businesses and human resources

Vision

"A world where everyone can take on challenges and evolve forever"

A group that supports change as a matter of course for many people and companies while transforming themselves

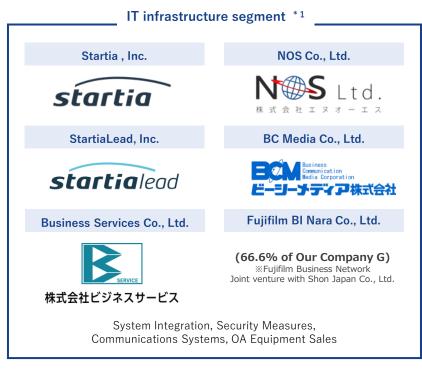
Mission

Creating Future Opportunities

We will create a world full of challenges by continuously providing opportunities for people and companies to realize a positive future

Group Companies

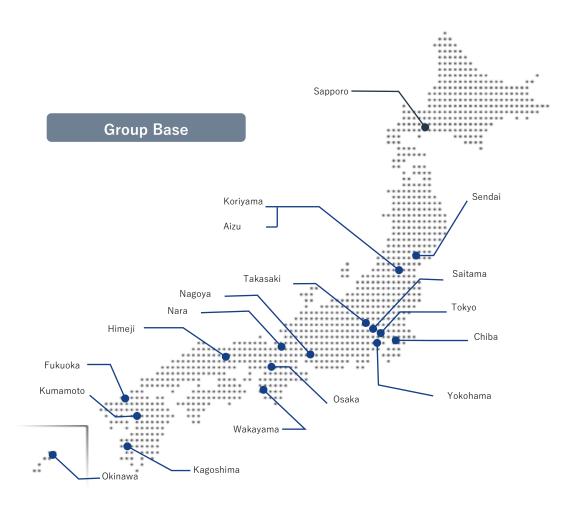
About Our Group (10 consolidated subsidiaries and 1 equity-method affiliate)



DX Solutions segment *1 *3









CloudCIRCUS, Inc.

Marketing and sales support Tool "Cloud CIRCUS" Provision of StartiaRaise, Inc.



Business Efficiency Solution Provision of RPA and AI-OCR

%1. Consolidated Subsidiaries

%2: As of March 2025



Company Profile

Company Name	Startia Holdings, Inc.
Address	Shinjuku Monolith 19th Floor, 2-3-1 Nishi-Shinjuku, Shinjuku-ku, Tokyo
Establishment	February 1996
Go public	TSE Prime (April 4, 2022) TSE First Section (February 28, 2014) TSE Mothers (December 20, 2005)
Agent	Hideyuki Hongo
Group Companies	Consolidated subsidiaries: 10 Equity method affiliates: 1 company (as of June 30, 2025)
Employees	Consolidated 1,029 (as of June 30, 2025) * 938 (as of March 31, 2025) *Excluding Directors, Temporary Staff and Part-Time Employees
Fiscal Year End	March 31
Capital Stock	824.31 million yen (as of June 30, 2025)
Number of shares issued	10,240,400 shares (as of June 30, 2025)
Number of Shareholders	4,522 (as of June 30, 2025) **Total number of shareholders with voting rights



President and Representative Director

Hideyuki Hongo

May 1966

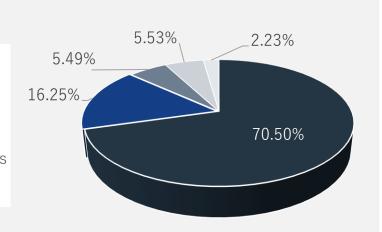
1996: Our Company established to the

present day

(25.88% shareholding in Our Company)

End of June 2025 Shareholder Composition

- Individuals and others
- Foreign corporations, etc.
- Financial institutions





key member

The Company will move to a company with an Audit and Supervisory Committee * and will further strengthen the audit function of the execution of duties and corporate governance by having Audit and Supervisory Committee Members with voting rights join the Board of Directors.



President and Representative Director/Hideyuki Hongo

- Founded the Company in 1996 and has served as President and Representative Director since its inception (currently in office)
- Established the public interest incorporated foundation Hoshinowa in 2018 to provide non-repayable scholarships, and currently serves as its Representative Director
- Founded Kumamoto Innovation Base (formerly Kumamoto Regional Revitalization Entrepreneur Network) in 2018, and serves as its Representative Director. He has been actively engaged in the revitalization of his hometown Kumamoto following the 2016 earthquake, contributing to regional development initiatives.



Executive Officer, COO and General Manager of Business Strategy Division/Kitamura Kenichi

- Joined the Company in 2001
- Launched the web and digital book business in 2004
- Founded Startia Lab Inc. (now Cloud Circus Inc.) as an internal venture in 2009 and was appointed President and Representative Director
- Led the rebranding of the Company's various tools into the integrated digital marketing SaaS platform "CloudCIRCUS" starting in 2020
- Appointed Executive Officer & COO, and General Manager of Business Strategy Division in 2025 (currently in office)



Director/Mitsuru Kasai

- Joined the Company in 2002
- Launched the multifunction printer business in 2007 and has since led the expansion of the Group's customer base, focusing on dealer network growth and M&A activities
- · Appointed President and Representative Director of Startia Inc. in 2018
- · Appointed President and Representative Director of Startia Lead Inc. in 2021
- · 2023 Appointed Director of our company (current position)
- Appointed President and Representative Director of Startia Will Inc. in 2025 (currently in office)
- Appointed Chairman of the Board of Startia Inc. in 2025 (currently in office)



Director/Masakatsu Furukawa

- Participated in the Company's founding in 1996 and was appointed Director
- Launched the network and cloud business in 1998
- Appointed President and Representative Director of Startia Raise Inc. in 2018, which develops back-office DX solutions
- Appointed Director of kubell Storage Inc. (formerly Chatwork Storage Technologies Inc.), a joint venture established in 2021 with kubell Inc. (formerly Chatwork Inc.)
- · Appointed Director in 2025 (current).

Outside director

Outside Director

Outside Director (Full-time Audit and Supervisory Committee Member) Outside Director (Audit and Supervisory Committee Member) Tetsuhiro Nakamoto /Yuko Furuichi

Hiroshi Kurihara

Makiko Mizuno

Junko Gono

/Kyota Matsunaga

Executive Officer, CFO and General Manager, Corporate Division

Executive Officer, Information Systems Division, CDO

Human Resources & General Affairs Department Executive Officer CHRO

Executive Officer, Legal Department

Takao Uematsu

Hirohisa Hinaga

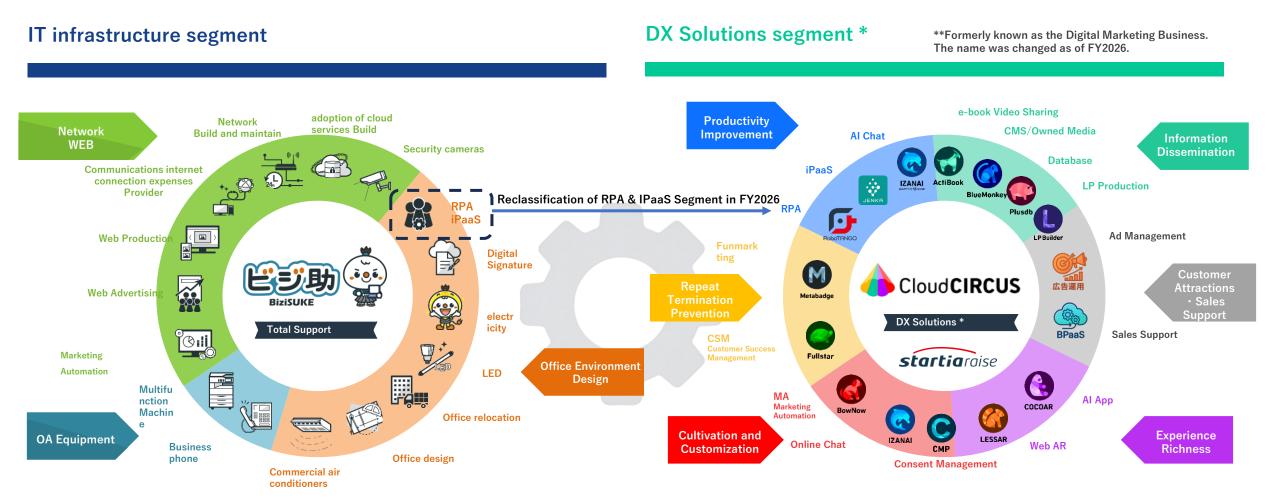
Shinpei Ishii

Hiroshi Sugiyama

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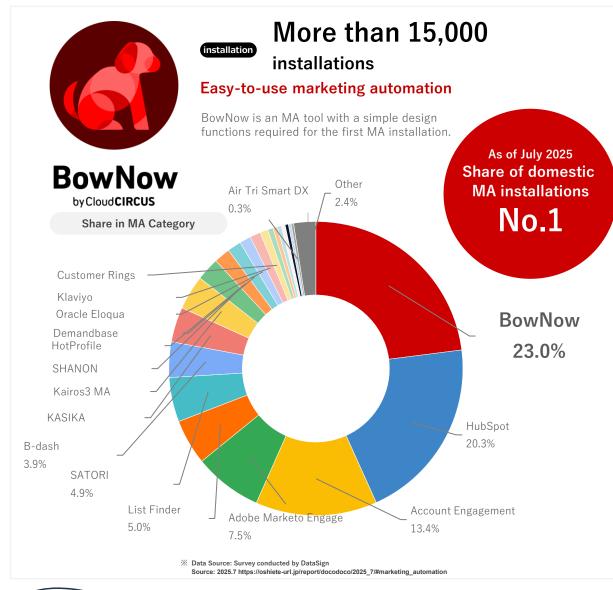
Our group Services

Total solutions from IT infrastructure segment to DX to support the growth of SMEs





DX Solutions segment Achievement of major Cloud CIRCUS tools





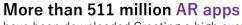
COCOAR

Installed 8,000





9,200 **LESSAR**

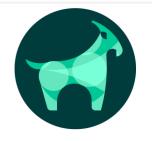


have been downloaded. Creating a high customer experience with VPS and rich 3D to convey the appeal and story of products and services, and to develop fans.

From a smartphone camera without an app A simple and intuitive AR experience is possible.

After measures are taken, log analysis and improvement activities are possible.

Promotions that attract customers are realized.



ActiBook by Cloud CIRCUS

Installed: More than 21,000

It can be created and distributed in three steps.e-book authoring tool

From e-book to video. it is a tool to easily convert electronic contents



Installed: More than 2,500

CMS that enables acquisition of business meetings from the homepage

A domestically produced CMS that provides strategy, construction, and tool support for BtoB companies to create business meetings from the homepage. A domestically produced CMS.

X A CMS is a system that operates websites and their contents

DX Solutions segment Major Services Pickup Fullstar * Cloud CIRCUS Tools



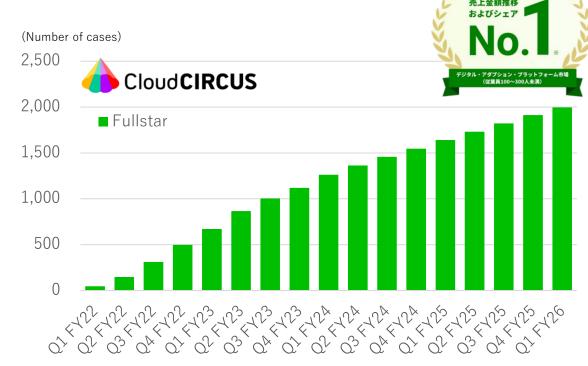
1, 900 or more

First place in the market share in the sales forecast for FY 2023 *

Digital Adaptation Platform Market with Less than 100~300 Employees: Sales Share by Vendor (FY 2023 Forecast).

Note: "FY" refers to the fiscal year ending March 31.

Fullstar



100~300 Employees: Sales Share by Vendor (FY 2023 Forecast)

What is Fullstar?

Fullstar is a customer success tool that helps users use adoption of cloud services services more comfortably.

It displays "operation guides" and "visualizes where they are stumbling through services"

and helps them solve problems.



Setting up operation guides on any website with no code Creation time is reduced to 1/10 of the previous level!

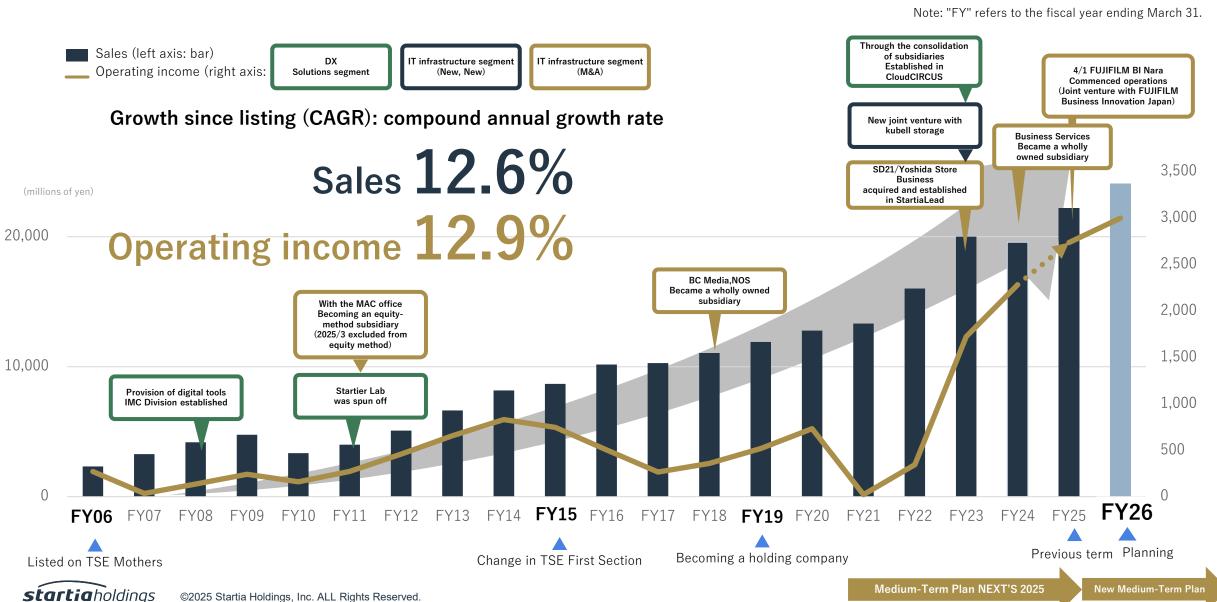
User usage can be visualized, and customers who are likely to cancel services can be picked up.

Cancellation prevention!! Productivity improvement!! No

development burden!!

Analyzes user stumbling points and causes of disengagement. Enables UX improvement of Web services

Net Sales and Operating Income





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