Ubicom Holdings, Inc. (Standard Market of TSE: 3937)



FY2026 Q2
Financial Results Materials

November 12, 2026

(Note) FY2026 (fiscal year ending March 31, 2027)

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Highlights of Consolidated Financial Results for FY2026 Q2

- **Company performance:** In FY2026 Q2, sales, operating income, ordinary income, and interim net income all exceeded the same period of the previous year, setting new second-quarter records. Progress toward the full-year plan remained solid.
- **Trends by segment:** In the Medical Business, the contribution from M&A and the steady accumulation of recurring revenue from the "Mighty" series and the Insurance Knowledge Platform, and other services continued to grow steadily. In the AI Technology Strategy Business[*1], profitability improved through revenue growth at the Philippine subsidiary, cost structure reforms, and the strengthening of the AI-driven development framework.
- **Summary and Outlook:** The results of the structural transformation have begun to emerge, and the strengthening of the earnings base for medium- to long-term growth is also progressing steadily.

Sales	Operating Income	Ordinary Income	Interim Net Income
3,533 million yen	798 million yen	830 million yen	578 million yen
YoY +18.8%	YoY +19.9%	YoY +22.8 %	YoY +2.1 %

Current initiatives

【Medical Business】

To strengthen and expand the business foundation for medium- to long-term growth, the Company is actively promoting M&A as one of its key growth strategies. Targeting a cumulative total of 8–10 companies within the Group by 2030, the Company has steadily executed this strategy, making the following two companies wholly owned subsidiaries.

① December 2025 (FY2025): Full acquisition of ISM Corporation (hereinafter "ISM")

② April 2026 (FY2026): Full acquisition of Radianceware Inc. (hereinafter "Radianceware")

・Centralize administrative functions across Group companies at Headquarters and improve operational efficiency by leveraging AI, thereby reducing administrative costs across the Group. Strengthen the Group's overall organizational structure, including sales functions, through the reassignment of personnel based on their capabilities and suitability. Aim to generate Group synergies and improve profitability by expanding sales of the Mighty series and electronic medical records (EMR)

【AI Technology Strategy Business】

・In the large-scale enterprise project with IBM Japan, ongoing since FY2025, the Company is advancing AI-driven development utilizing IBM Bob[*2] and ALSEA[*3], including upstream phases such as requirements definition. The transition to the full-scale development phase is contributing to revenue growth.

・The Company has now strengthened its collaboration with Kobelco Systems Corporation (hereinafter "Kobelco Systems") as a strategic partner and is working to expand business opportunities for AI-driven development utilizing IBM Bob in the modernization field.

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*1 Following the organizational restructuring implemented on July 1, 2026, the former "Technology Consulting Business" was renamed the "AI Technology Strategy Business."
*2 IBM Bob： IBM's development support partner for enterprise clients *3 ALSEA：AI Lifecycle Shared Engineering Artifacts, an AI-driven development solution.

Overview of Consolidated Financial Results (P/L) for FY2026 Q2

Sales increased by 18.8% year on year and operating income by 19.9%, reflecting steady growth.

Progress toward the full-year business forecast remained solid:

47.9% for sales, 52.8% for operating income, 54.6% for ordinary income, and 54.7% for interim net income.

(Unit: million yen)	FY2025 Q2 (Accumulated)		FY2026 Q2 (Accumulated)		YoY	Variance	Business Forecast	Progress Rate
	Amount	Sales Ratio	Amount	Sales Ratio				
Sales	2,975	100.0%	3,533	100.0%	118.8%	+558	7,383	47.9%
Operating Income	665	22.4%	798	22.6%	119.9%	+133	1,511	52.8%
Ordinary Income	676	22.7%	830	23.5%	122.8%	+154	1,520	54.6%
Attributable to shareholders of the parent company Interim Net Income	566	19.1%	578	16.4%	102.1%	+12	1,056	54.7%

- **Medical Business:** Both sales and operating income reached record highs, driven by the expansion of a stable revenue base through the accumulation of recurring revenue and the expansion of revenue scale through M&A. The Company aims to further improve profitability by generating Group synergies.
- **AI Technology Strategy Business:** Profitability improved, driven by revenue growth at the Philippine subsidiary, cost structure reforms, and a stronger AI-driven development framework. Both sales and operating income increased year on year, with operating income reaching a record high. The Company is promoting the reskilling of existing engineers and trained an additional 60 AI-native engineers in Q2. Progress is being made toward its goal of building a workforce of 200 AI-native engineers by the end of FY2026, and the Company has strengthened its ability to respond to growing demand for high-margin AI-driven projects. In the large-scale enterprise project with IBM Japan, the Company is advancing AI-driven development using IBM Bob and ALSEA, including upstream phases such as requirements definition. The transition to the full-scale development phase is contributing to revenue growth. Proof-of-concept (PoC) projects for AI-driven development are also progressing across multiple projects.

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Medical Business

Medical Business: Overview by Segment for FY2026 Q2 (Business Performance)

As a healthcare platform provider, the Company continues to steadily build its recurring revenue base through its Mighty series and Insurance Knowledge Platform, while expanding its revenue scale through M&A. As a result, both sales and operating income reached record highs. Although the operating income margin in the Medical Business has declined following the consolidation of Radianceware, which has an operating income margin of approximately 17%, the Company is steadily advancing initiatives to realize Group synergies and improve profitability, including strengthening sales of EMR, with the aim of achieving further business growth and higher operating income margins.

(Unit: million yen)	FY2025 Q2 (Accumulated)		FY2026 Q2 (Accumulated)		YoY	Variance
	Amount	Sales Ratio	Amount	Sales Ratio		
Sales	948	100.0%	1,353	100.0%	142.6%	+405
Operating Income	602	63.5%	659	48.7%	109.5%	+57

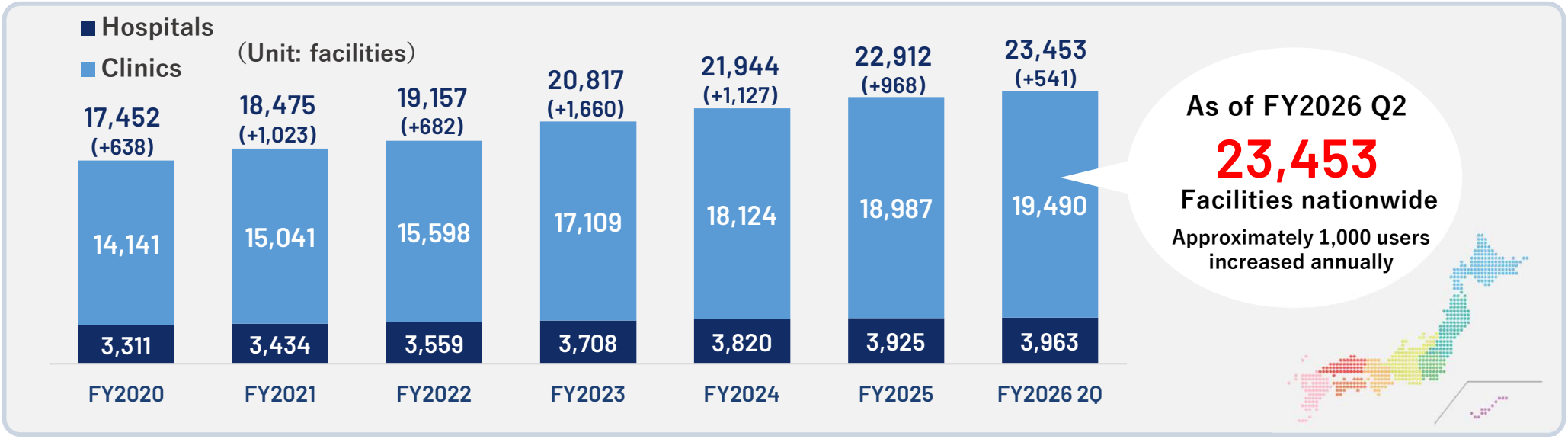
[Financial Highlights and Future Growth Drivers]

① Strengthening earnings capacity through M&A synergies. Expanding the business foundation through the integration of ISM and Radianceware.
② Insurance Knowledge Platform: Implemented at the Kanagawa Kenmin-Kyosai Consumer's Cooperative in October 2026, bringing the total number of organizations where the platform has been implemented to six. Negotiations are underway with one additional organization, targeting implementation within the current fiscal year.
③ Expanding the user base and revenue through increased sales and cross-selling of MightyChecker® EX and Mighty QUBE® Hybrid.
④ Enhancing Group-wide operational efficiency and profitability. Centralizing the administrative functions of Group companies at Headquarters and leveraging AI to streamline business processes, thereby reducing administrative costs across the Group. Strengthening the Group's overall organizational structure, including its sales functions, through personnel reallocation based on individual capabilities and suitability. Aiming to generate Group synergies and improve profitability by expanding sales of the Mighty series and EMR.

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AI × Subscription Model: Mighty Series User Base Trend

Healthcare DX investment accelerated following physician work-style reforms and medical fee revisions in April 2024, driving steady growth in new users alongside existing customer migration.



Mighty series User Share*1

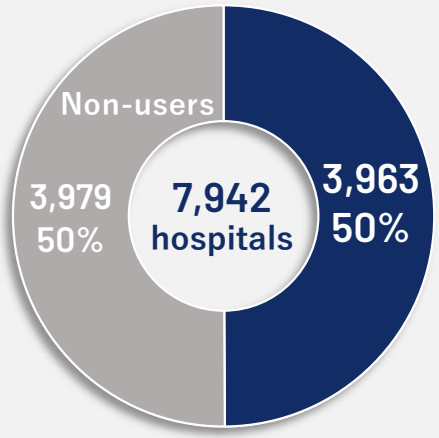
Users (as of September 30, 2026) / Medical facilities (as of July 31, 2026) *2

Hospital Adoption Rate

Approx. **50%**



(Hospitals: 20 or more beds)

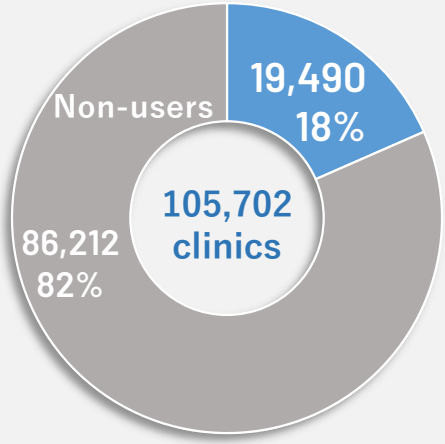


Clinic Adoption Rate

Approx. **18%**



(Clinics: fewer than 20 beds)



*1 Calculated under certain assumptions based on the Company's transaction data.
*2 Source: Ministry of Health, Labour and Welfare, "Dynamic Survey of Medical Institutions" (preliminary figures as of July 2026).

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Improving Profitability Through Group-Wide Cross-Selling and Stronger Direct Sales

Radianceware's earnings contribution, combined with greater use of the three Group companies' customer bases, products, and sales capabilities, is strengthening the Group's earnings base. Continued M&A will accelerate growth toward 2030.

Ubicom Group Medical Business (Group Overview)

- **Manufacturer** (Improving Healthcare Institutions' Profitability) — AIS Ubicom Group
- **Regional Healthcare Coordination** — ism Ubicom Group
- **Medical ICT Solutions Provider** — RADiance ware

Creating Synergies through M&A

Customer Base Expansion
- RADiance ware: 475 facilities
- ism Ubicom Group: Over 800 cases

- Enhancing Development Capabilities
- Strengthening Medical DX Capabilities
- Creating Cross-Selling Opportunities
- Strengthening Sales Capabilities

FY2026 Q2 Progress

- Building a Collaborative Framework to Leverage the Strengths of the Three Group Companies
- Accelerating growth toward 2030 through M&A and business expansion

Key Initiatives to Improve Profitability in FY2026

Centralizing Group-wide administrative functions at Headquarters and leveraging AI to streamline workflows and reduce administrative costs. Optimizing personnel allocation to strengthen the Group's overall organizational structure, including sales. Driving Group synergies and improving profitability through expanded sales of the Mighty series and EMR.

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Strategy to Maximize Radianceware's Profitability

Radianceware's Growth Opportunities

Strong Demand for Healthcare IT Systems Driven by Medical DX Vision 2030 *1.

Radianceware's Key Challenges

Tripling headcount through recruitment and reallocation to address strong demand and strengthen consultative sales capabilities.
Q2 Focus: Strengthening sales and implementation support.

How Ubicom Group Membership Strengthens Radianceware's Sales Capabilities

Cross-selling the Mighty series to support revenue growth and cost reduction at medical institutions. Improving financial performance to expand medical institutions' capacity for IT investment, promote adoption of higher-value solutions such as EMR, and expand sales opportunities.

Initiatives to Maximize Profitability

Existing Customer Base
Approx. 475 facilities

Flow revenue (High-Ticket Products) → Recurring Revenue

01 Accelerating EMR adoption

Growing demand driven by healthcare digitalization under Medical DX Vision 2030

02 Medical Institution DX Support (System Replacement)

One-Stop Proposal and Implementation Support for Healthcare IT Systems, Including EMRs, Medical Billing, Imaging and Infrastructure

03 Mighty Series Cross-Sell

Mighty Checker EX
Mighty QUBE Hybrid

Mighty series expansion to existing customers, maximizing revenue per customer

*1 A government-led strategy to advance digital transformation (DX) in healthcare by 2030, centered on a nationwide healthcare information platform and standardized EMR. This is expected to drive upgrades and new installations of the Company's healthcare IT systems, including EMR systems.

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AI × High-Margin Recurring Core Solutions: the “Mighty” Series

Cross-selling the Mighty series to deliver revenue growth and cost savings for medical institutions. Leveraging these improvements to strengthen sales proposals for EMR and related systems.

1 Driving Solutions Through the Mighty series

Upstream Phase (Physician Domain): Order Entry Review Software



Mighty QUBE Hybrid

AI derives candidate diagnoses based on medical databases

ROI 1,154%*1 — Annual revenue increase of 62 million yen (for a medium-sized hospital with 300 beds)

Post Treatment (Billing Department): Medical Claims Inspection Software



Mighty Checker EX

AI-powered claims verification improves operational efficiency for medical billing staff

ROI 411%*2 — Annual revenue increase of 9 million yen (for a medium-sized hospital with 300 beds)

2 Key Benefits



Benefits for the Medical Institutions

- Increased revenue through fewer payment adjustments and returned claims
- Improvement in operational efficiency and reduced labor costs
- Creating capacity for digital transformation (DX) investment

Win-Win

Benefits for the Medical Business

- Expanding direct customer relationships
- Strengthening sales capabilities for EMR and other solutions to increase revenue per customer through cross-selling
- Enhancing one-stop solution capabilities for healthcare IT systems

*1 MQH Subscription Fee: Approx. 5.34 million yen/year (Price revised in January 2024) *2 MCEX Subscription Fee: Approx. 2.22 million yen/year

* Note: The Company’s estimates are based on a mid-sized hospital model (approximately 300 beds) in collaboration with business partners. Actual results may vary depending on the size and operational conditions of each healthcare institution.

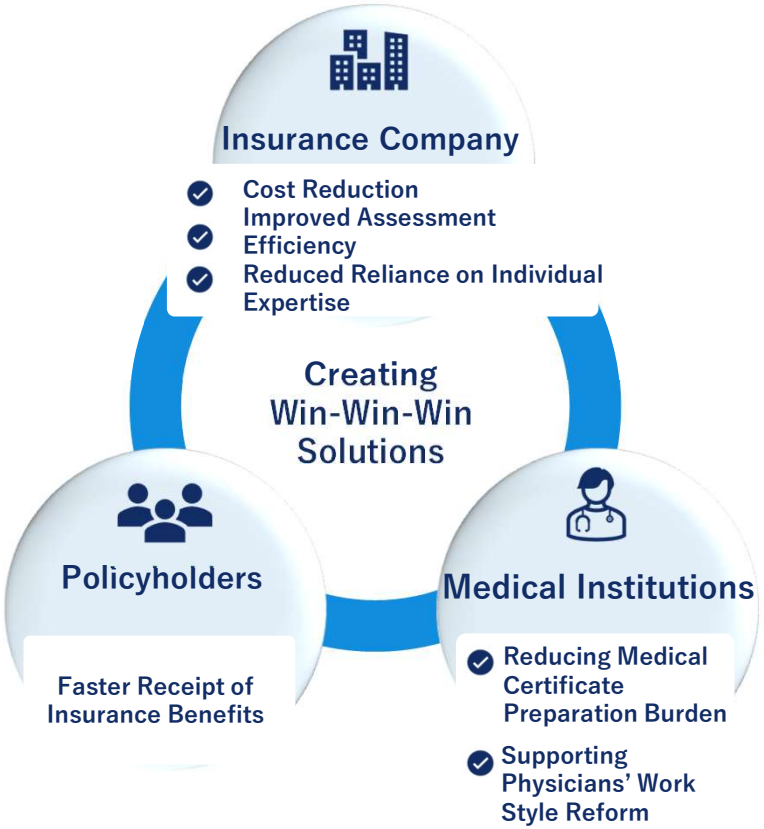
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Insurance Knowledge Platform: Driving DX in the Insurance Industry

A business support platform streamlining benefit claims assessment for life insurers.

A Win-Win-Win Solution Driving Insurance Industry DX Through Medical Data × AI

Streamlining insurance claims and benefit payment operations. Addressing challenges faced by insurers, policyholders, and medical institutions simultaneously.



Medical Data × Proprietary AI Advantage

Medical Database

Medical Database Built on a Customer Base of Over 23,000 Medical Institutions

AI-Powered Diagnosis Prediction

Predicts and suggests potential diagnoses based on medical information, including clinical procedures and treatments.

Medical Terminology Normalization

Standardizes variations in medical terminology and diagnoses, enabling accurate extraction and coding of medical information.

Faster and More Accurate Insurance Claims Assessment and Payments

Recurring Revenue Growth Through Adoption and Cross-Selling

Leveraging Medical Expertise Across the Insurance Industry

Number of Adopting Organizations

6 organizations

New Customer

The Kanagawa Kenmin-Kyosai Consumer's Cooperative
(Implemented in October 2026)

【Track Record】
- ZURICH LIFE INSURANCE JAPAN COMPANY Ltd.
- Daiichi Neo Life Insurance Co., Ltd.
- Asahi Mutual Life Insurance Company
- Others

Expanding New Customer Base
One organization currently in negotiations, with implementation targeted within FY2026.

Cross-Selling to Existing Customers
Increasing revenue per customer through additional options.

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Long-Term Strategy: M&A Strategy (Nationwide Distributor Acquisitions)

From 2025 through 2030, the Company will pursue M&A to maximize the profitability of the Medical Business. By building its own nationwide direct sales network and direct customer relationships, the Group aims to capture more revenue opportunities internally.

Phase 1: Full Acquisition of ISM
(December 2025)

Phase 2: Full Acquisition of Radianceware
(April 2026)

Expansion Phase:
Accelerating Group-wide Sales Network Integration

2030 VISION
Integrating a Total of 8–10 Companies

Distributors account for 95% of Mighty Series sales

Strategic partnerships will continue to be pursued on a nationwide scale.

【M&A Targets】

Target Number	Cumulative integration of 8–10 companies by 2030
Revenue Scale	Regional medical network operators with revenue ranging from several hundred million to 1 billion yen
Funding Policy	Primarily self-funded M&A backed by a strong financial base

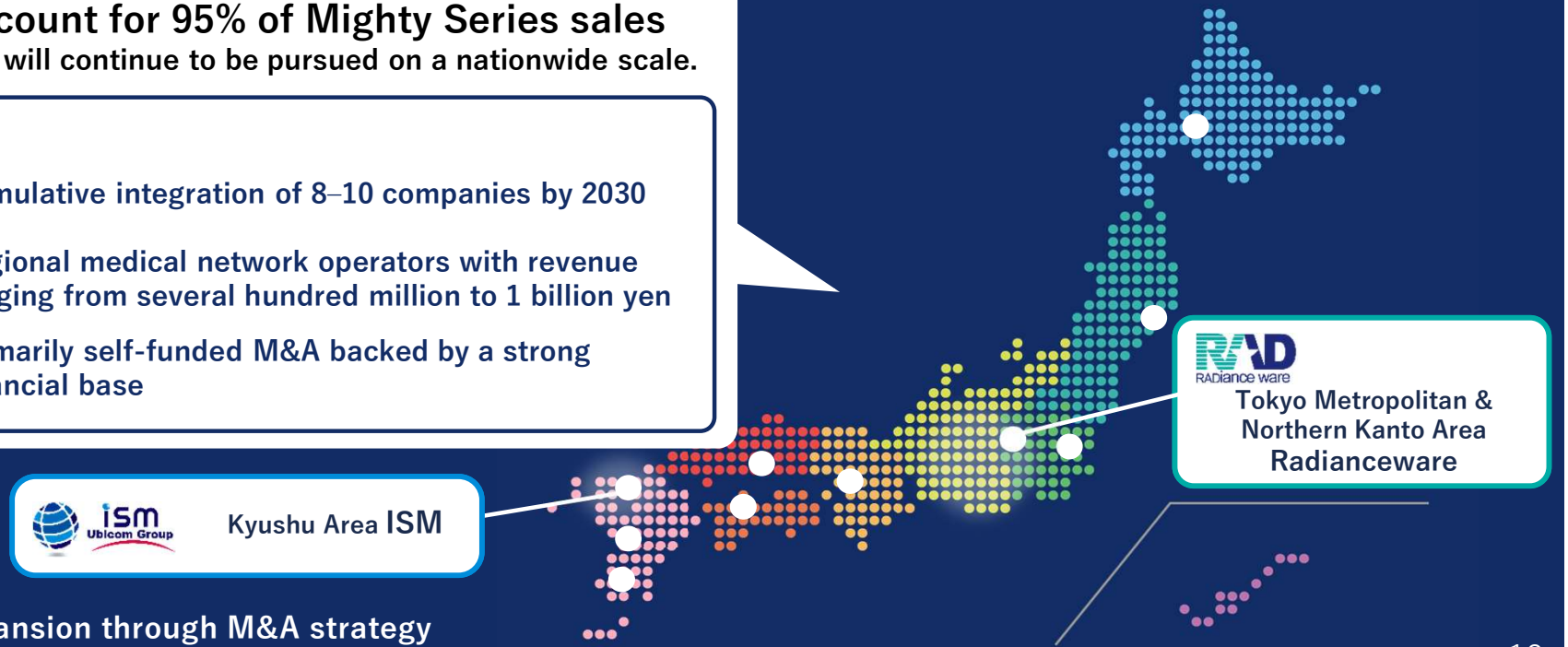


Illustration of scale expansion through M&A strategy

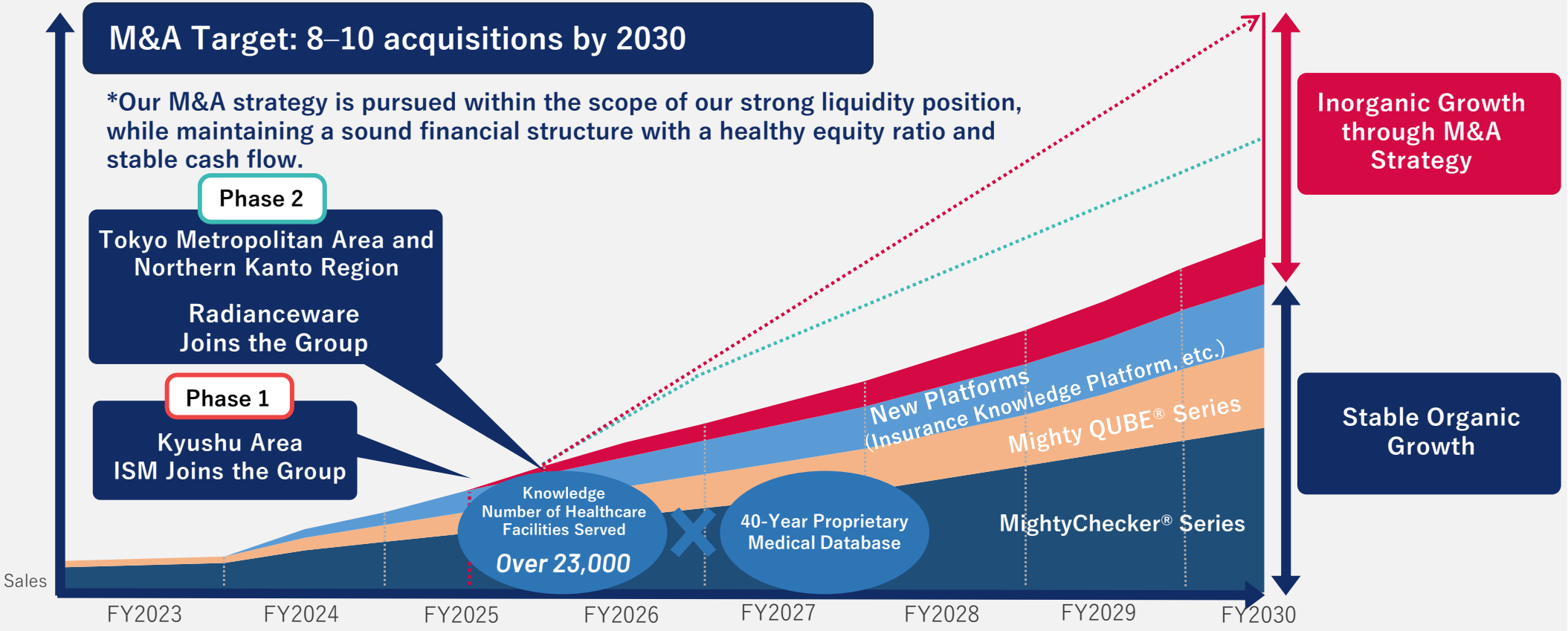
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Scenarios for Medium to Long-Term Growth in the Medical Business

Achieving sustainable mid- to long-term growth through both organic growth in stable recurring revenues and inorganic growth through M&A.

Positioning M&A as a strategic investment to expand business scale and enhance future earnings capacity, initially focusing on expanding customer bases and sales networks. Post-acquisition, generating synergies through cross-selling across the Group's customer base and expanding recurring revenues, with the aim of building a more profitable business structure.

Business Growth Outlook



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AI Technology Strategy Business

AI Technology Strategy Business: Overview by Segment for FY2026 Q2 (Business Performance)

Profitability improved, driven by revenue growth at the Philippine subsidiary, cost structure reforms, and a stronger AI-driven development framework. Both sales and operating income increased year on year, with operating income reaching a record high. The Company is promoting the reskilling of existing engineers and trained an additional 60 AI-native engineers in Q2. Progress is being made toward its goal of building a workforce of 200 AI-native engineers by the end of FY2026, and the Company has strengthened its ability to respond to growing demand for high-margin AI-driven projects. The Company aims to further improve profitability by enhancing development productivity and increasing revenue per engineer.

(Unit: million yen)	FY2025 Q2 (Accumulated)		FY2026 Q2 (Accumulated)		YoY	Variance
	Amount	Sales Ratio	Amount	Sales Ratio		
Sales	2,026	100.0%	2,180	100.0%	107.6%	+154
Operating Income	180	8.9%	313	14.4%	173.2%	+133

(Note) Effective July 1, 2026, “Technology Consulting Business” was renamed “AI Technology Strategy Business.”

【Key Points and Future Growth Drivers】

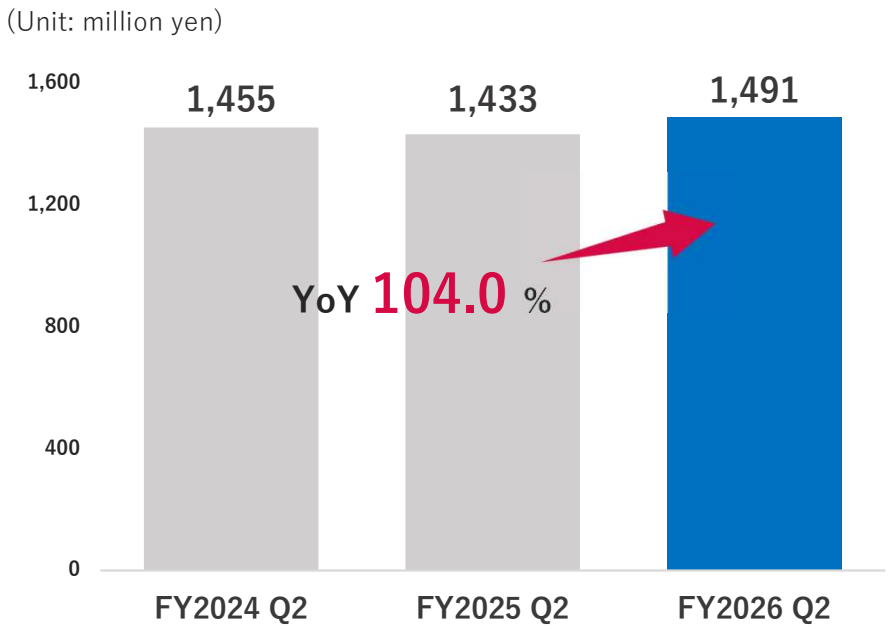
- The AI Technology Strategy Business improved profitability year on year, driven by revenue growth at the Philippine subsidiary, cost structure reforms, including personnel and indirect cost optimization, and a stronger AI-driven development framework.
- The ongoing large-scale enterprise project with IBM Japan, utilizing IBM Bob and ALSEA, is advancing AI-driven development from upstream phases, including requirements definition, toward full-scale development, contributing to revenue growth.
- The Company has now strengthened its strategic partnership with Kobelco Systems and aims to create new business opportunities in the modernization field through the horizontal deployment of its accumulated AI-driven development technologies and knowledge.

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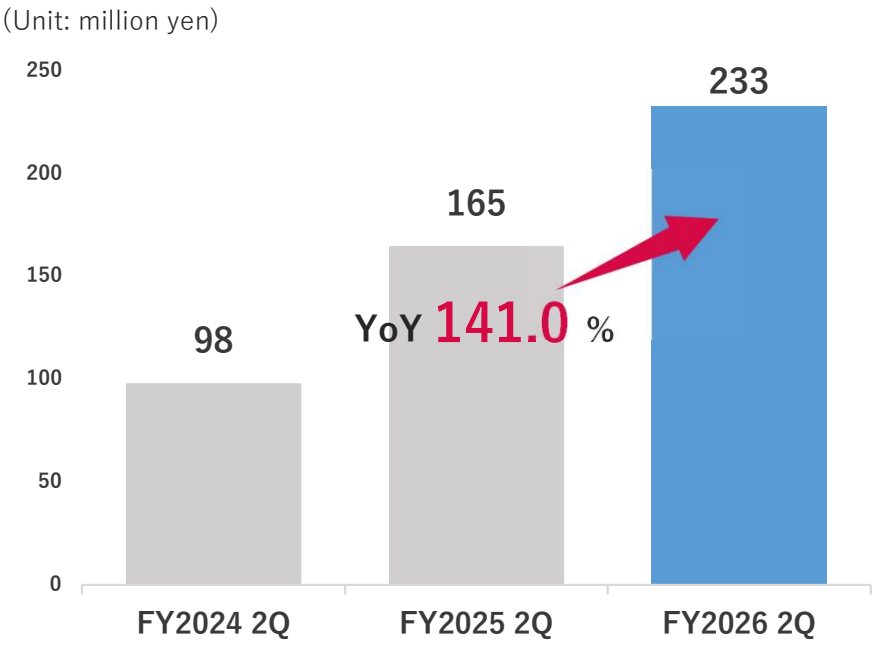
Philippine Subsidiary: Evolving from a “Development Base” to a “Global AI Profit Center”

- The Philippine subsidiary achieved record high sales and operating income.
- Under the Go Global strategy, the expansion of direct-contract projects, including AI-related projects with leading U.S. healthcare companies, is contributing to greater revenue diversification.
- Profitability continues to improve, supported by cost structure reforms, including the optimization of personnel and indirect costs, and the transformation of the business model toward AI-driven development.

Philippine Subsidiary Sales (accumulated)



Philippine Subsidiary Operating Income (accumulated)



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Overview of the Business Model Transformation to an AI-Driven Development Framework

AI Technology Strategy Business – Growth Strategy Overview, FY2026 Onward

- The Company is advancing its transition from a man-month-based model dependent on “headcount × time” to an AI-driven development framework leveraging AI.
- As a strategic partner of IBM Japan, the Company leverages cutting-edge AI-driven development solutions, including IBM Bob and ALSEA, to establish itself as a leading company in the AI-driven development domain.
- The Company aims to build a workforce of 200 AI-native engineers by the end of the current fiscal year by reskilling existing engineers.
- The Company aims to increase sales per engineer and improve profitability by enhancing development productivity by leveraging AI and expanding high value-added projects.

Overview of the Business Model Transformation

Present (transition phase): Hybrid framework

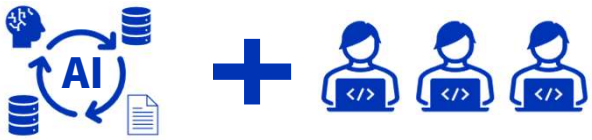
Conventional development projects (People only)



AI-driven development projects (People × AI)



Future state: AI-driven development framework



AI: Supports everything from upstream processes through design, development, and testing

People: Focus on proposals, judgment, and quality assurance

Improving Productivity

Expanding High-Value-Added Projects

Sales growth

Improved operating income margin

FY2026 Q2 Progress

AI-native engineers

Approx. **70** Deployed

Approx. **60** Additional Training

200 Engineers (FY2026 Target)

AI utilization status

9 Industries **24** companies

Strategic partner – IBM Japan project

The large-scale IBM Japan enterprise project, leveraging IBM Bob and ALSEA, has continued to expand since Q1. The Company is applying the knowledge gained from this project to other projects.

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Business Model Transformation through AI-Driven Development

Initiative	Content	Phase	Progress
Building the AI development foundation	Develop AI-native engineers / Expand AI projects and PoCs / Establish an AI-driven development framework	Completed	【FY2025 Q3 – Q4】 • Analyzed watsonx*1 assets using the Company's technical and English-language capabilities to build a delivery framework for the Japanese market. • Advanced comparisons and PoC of AI development environments and began receiving orders for IBM-related projects.
Transformation of the development process	Expand AI utilization from requirements definition through design, development and testing / Improve quality and development speed	Completed	【FY2026 Q1】 ・Approximately 70 AI-native engineers deployed. ・In the large-scale enterprise project with IBM Japan, in which the Company participates from the upstream phase, use of "ALSEA" began in addition to "IBM Bob." Advanced to full-scale development.
Shift to a high value-added model	Transition from a man-month model to one emphasizing outputs and delivered value / Expand into AI consulting, AI development and AI operations	Horizontal Rollout In Progress	【FY2026 Q2】 • Reskilling existing engineers in AI, targeting 200 AI-native engineers by fiscal year-end. • Horizontal Deployment of the Company's AI Knowledge • Strengthening the growth foundation through expanded strategic partnerships with leading system integrators (IBM Japan, OGIS-RI, and Kobelco Systems).
Improved operating income margin	Higher project turnover → Reallocation of freed-up resources to growth projects	Monetization	【FY2026 Q3 onward】 • Higher sales per employee / Improved operating income margin

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*1 watsonx: IBM's enterprise AI platform

AI Projects: Horizontal Deployment
— Strengthening the Strategic Partnership with Kobelco Systems

The Company is expanding the horizontal deployment of its AI-driven development technologies and knowledge, strengthening its strategic partnership with Kobelco Systems to accelerate business growth and expand AI-driven development applications.

01 Accumulation of AI Technology and Knowledge

Horizontal Deployment of AI-Driven Development Technology and Knowledge Gained Through the Large-Scale Enterprise Project with IBM Japan

IBM's Enterprise Development Support Partner

IBM Bob



AI-Driven Development Solution

ALSEA

02 Expansion into the Modernization Field

New

Kobelco Systems

Kobelco Systems has extensive industry expertise, particularly in manufacturing, strong capabilities in large-scale system development, and an established customer base. It provides end-to-end support, from planning and development to implementation and operations, for major clients including the Kobelco Group.

Ubicom

Large-scale system development built through over 15 years of collaboration with IBM Japan, along with practical AI-driven development technologies and knowledge leveraging IBM Bob and ALSEA

Phase 1 of the Strategic Partnership

Driving system modernization and enhancement by leveraging "IBM Bob" as the primary AI development environment for existing IBM mainframe systems.

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Market Size of the Modernization Field and the Company's Competitive Advantages

Going forward, the Company will leverage "IBM Bob" and "ALSEA" to **modernize** existing systems and accelerate the expansion of its AI-driven development business.

The Company's Competitive Advantages

As IBM's strategic partner, the Company has direct access to key customer segments driving modernization demand, including the financial services, healthcare, and public sectors.

Leveraging "IBM Bob" and "ALSEA" enhances the Company's ability to propose solutions for legacy system modernization and expands opportunities to secure projects involving advanced AI applications.

Market Opportunities: Growing Demand for Modernization

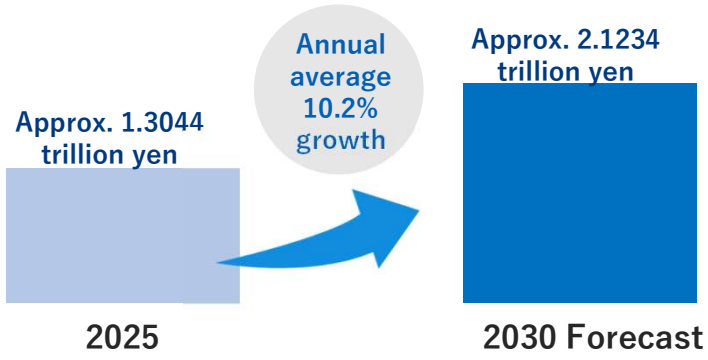
- Corporate IT systems are becoming increasingly outdated, making the transition to AI-ready systems inevitable.
- At the same time, the adoption of AI across development processes and the reassessment of intangible assets, including IT systems, are driving increased corporate investment.

What Is Modernization?

Modernization goes beyond simply renewing legacy systems. It involves optimizing business processes using the latest technologies and transforming organizations to create greater business value.

Domestic IT Modernization Services Market

Expected to Reach 2 trillion yen by 2030



Source: IDC Japan "Domestic IT Modernization Services Market" (published February 2026).

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Overview of AI Use Cases (by Industry)

AI is utilized across areas including the upstream phase (requirements definition), and cross-industry AI adoption is expanding. With the establishment of the AI-driven development framework complete, the Company is accelerating the creation of high value-added projects. Added one new customer in the financial industry in FY2026 Q2.

Expanding AI Utilization across the Entire Development Lifecycle

Upstream design
Requirements definition / business analysis
Basic design / detailed design, etc.

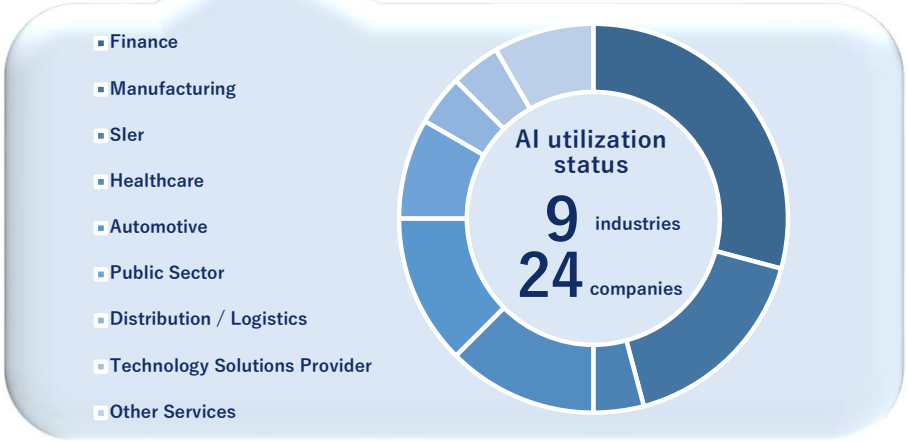
Development
Coding
Code generation / debugging, etc.

Testing
Test design / test automation / test case generation, etc.

Maintenance & operations
Document creation and translation
Review support, etc.

AI Utilization Projects (validation, PoC, and implementation phases)

Finance	Manufacturing	SIer	Healthcare	Automotive	Public Sector	Distribution / Logistics	Technology Solutions Provider	Other Services
7 companies	4 companies	1 company	3 companies	3 companies	2 companies	1 company	1 company	2 companies



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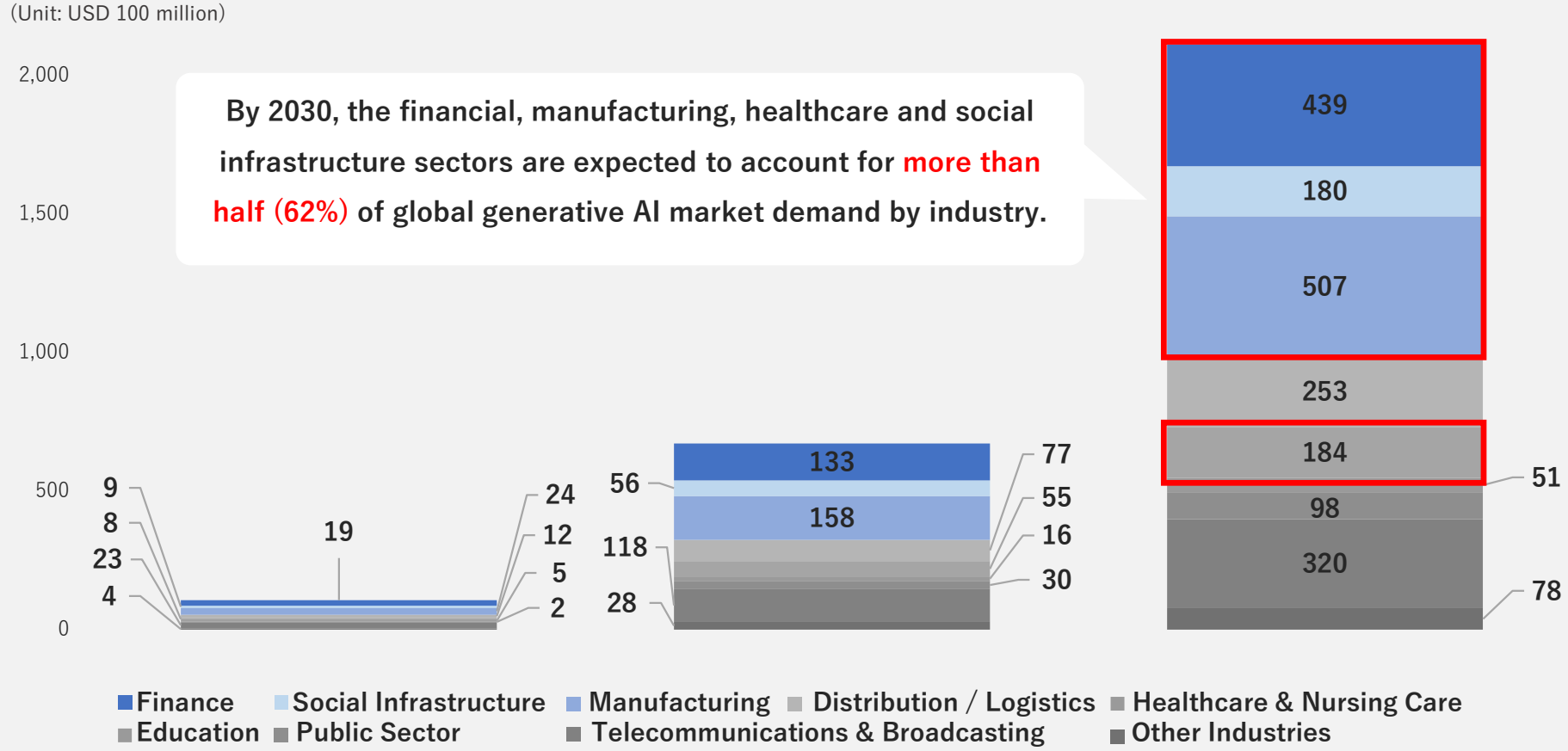
- AI utilization projects are expanding across industries.
- AI utilization is advancing across the entire development lifecycle.
- Inquiries for high-margin projects are emerging.
- Approximately 70 AI-native engineers are deployed.

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Target Domains for Building an AI-Driven Development Framework

The generative AI market is expected to expand over the medium to long term both in Japan and worldwide, with growing demand for AI utilization across industrial domains such as finance, manufacturing, healthcare, and social infrastructure. The government's "Japan Growth Strategy" also positions AI, digital and cybersecurity, advanced medicine, and resource and energy security as strategic fields. Against this market and policy backdrop, the Company positions domains requiring advanced security, quality, and precision as strategic targets and is accelerating the acquisition of AI-driven development projects.

【Global Generative AI Market Demand Outlook by Industry】*



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*Source: Japan Electronics and Information Technology Industries Association (JEITA), "Global Demand Outlook for the Generative AI Market"

Dividend Policy

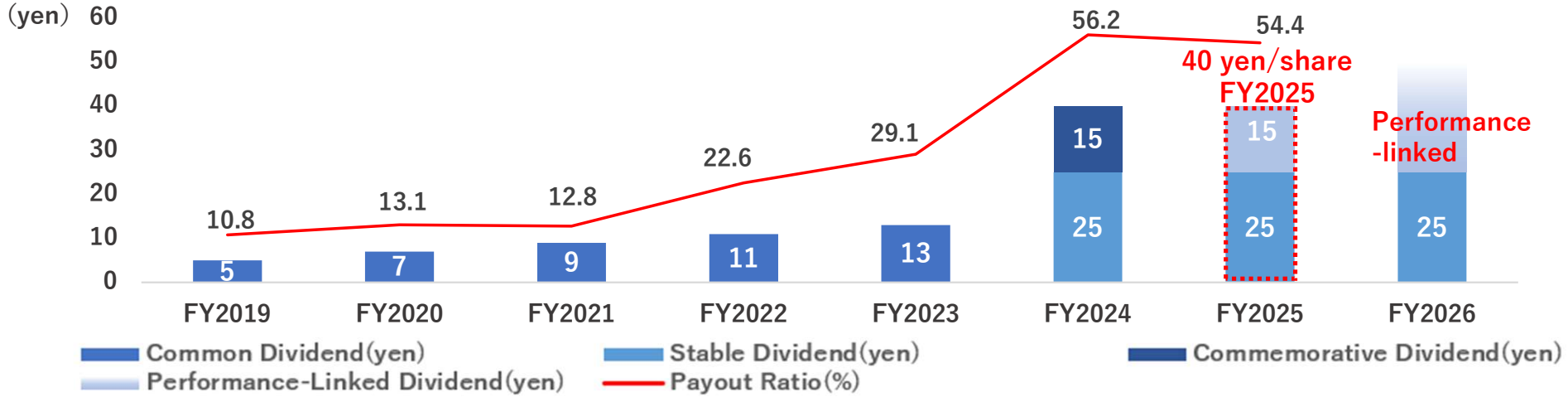
A dividend policy enabling shareholders to directly benefit from growth

【Dividend Policy】

① Although FY2025 results fell short of the initial forecast due to temporary impacts from growth investments and business portfolio optimization, the Medical Business continued to strengthen its earnings foundation. The AI Technology Strategy Business made steady progress in transforming into a high-value-added, highly productive business model, including the utilization of AI, establishing a foundation for growth from FY2026 onward. Based on these developments, the Company maintained its FY2025 annual dividend at 40 yen per share.

② While maintaining a stable base dividend of 25 yen per share, the Company aims to achieve a total dividend of 40 yen or more per share by adding a performance-linked component based on overall earnings trends and financial position. This policy clarifies the Company's commitment to stable and sustainable shareholder returns, while sharing the benefits of corporate growth with shareholders.

③ Targeting a payout ratio of 50% or more in the medium to long term as part of a core management policy on sustainable shareholder returns.



Fiscal Year	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025	FY2026
Common Dividend (yen)	0	5	5	7	9	11	13	-	-	-
Stable Dividend (yen)	-	-	-	-	-	-	-	25	25	25*
Commemorative Dividend (yen)	-	-	-	-	-	-	-	15	-	-
Performance-linked Dividend (yen)	-	-	-	-	-	-	-	-	15	(Performance -linked)
Payout Ratio (%)	-	15.4	10.8	13.1	12.8	22.6	29.1	56.2	54.4	-

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*The Company plans to maintain a stable dividend of 25 yen per share in FY2026. Performance-linked dividends have yet to be determined

Business Forecast & Performance Trends

Business Forecast and Financial Performance Trend

[**Business Forecast Assumptions**]

- For FY2026 forecast, we expect further expansion of the revenue base in the Medical Business and contributions from newly acquired subsidiaries through M&A.
- The forecast incorporates higher depreciation expenses related to the new product “MightyChecker® Cloud X,” as well as goodwill amortization and one-time integration costs associated with M&A.
- Revenue contributions from AI-driven development projects in the AI Technology Strategy Business have not been reflected in the current full-year business forecast, taking a conservative approach.
- At present, geopolitical risks, including the situation in the Middle East, are not expected to have a material impact on the Company’s business performance.
- As a result, sales revenue and operating income are expected to increase 23.2% and 15.9% year on year, respectively.

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Business Forecast and Financial Performance Trend

【Key Strategic Initiatives】

① Continuous execution of M&A strategy

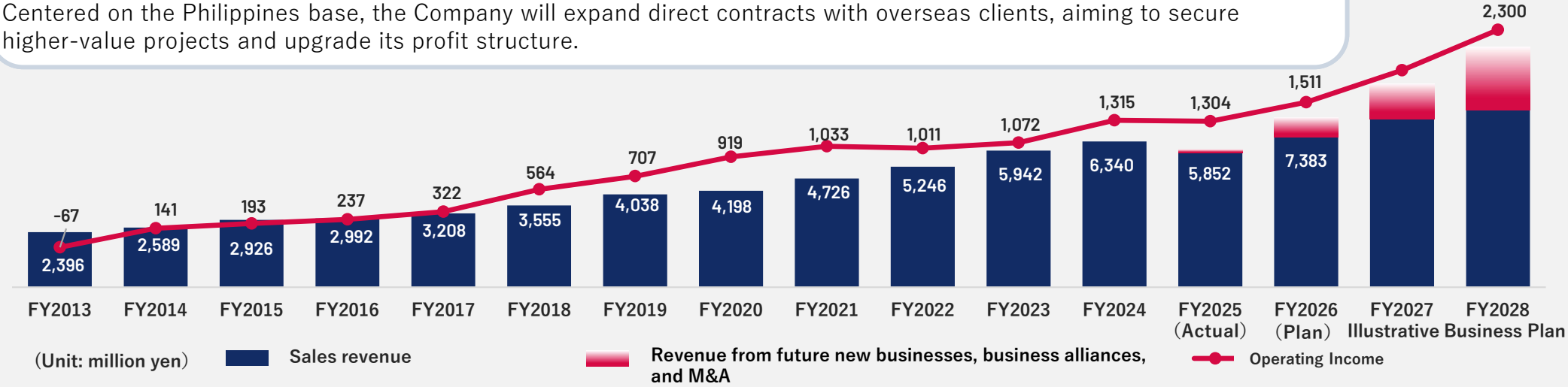
The Company will continuously promote M&A to expand its revenue base and accelerate the accumulation of recurring income. Early realization of synergies will be achieved through post-merger integration (PMI).

② Advancement of AI-driven development

Accelerating the transition from PoC to implementation and commercialization, the Company is advancing a transformation toward a high-value-added, highly productive model. Through AI-enabled development, operational enhancement, and AI-driven value creation for clients, the Company aims to establish long-term competitive advantages by cultivating AI-native engineers.

③ Promotion of Go Global strategy

Centered on the Philippines base, the Company will expand direct contracts with overseas clients, aiming to secure higher-value projects and upgrade its profit structure.



(Unit: million yen)	FY2025 Full-Year Results	FY2026 Forecast	YoY Increase	YoY Growth Rate
Sales Revenue	5,992	7,383	1,391	+23.2%
Operating Income	1,304	1,511	207	+15.9%
Ordinary Income	1,287	1,520	233	+18.1%
Net Income attributable to shareholders of the parent company	891	1,056	165	+18.4%

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Appendix

Our Business Model: A Model for Resolving Social Issues in Japan, A Developed Country Facing Challenges

	01 Medical Business	02 AI Technology Strategy Business
Mission	 Reforming the workstyle of medical professionals Improving the profitability of medical institutions Improving medical safety and quality	Against the backdrop of an anticipated **shortage of 3.26 million AI and robotics personnel** by 2040*, we are strengthening AI talent development at our Philippine base. 
Business Model	AI × high-gross-margin recurring core solution, the “Mighty” series	**A development framework delivering high productivity through AI × highly skilled IT professionals** / Aiming to move away from the man-month model, the Company is advancing its transition to an “AI-driven development framework” leveraging AI.
Strengths	Medical database cultivated over more than **40 years** Numerous Proprietary AI Engines	**Over 30 years** of proven experience and trust in offshore development / A partnership that works alongside clients from upstream design through development and operations
Clients	More than **23,000** medical institutions Healthcare-related businesses	■ Technology: AI, IoT, etc. ■ Strategic markets: Healthcare, Finance/Public sector, Automotive, Manufacturing, Robotics, Real Estate, Energy, etc.

*Source: METI, “Projections for Industrial Structure and Employment Structure in 2040”

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Medical Business: The Tailwind Created by Social Issues and Policy Measures (Market Environment)

Increasing deficits of medical institutions and social security spending cuts: three growth opportunities arising from structural challenges

Increasing deficits in healthcare institutions

The financial deterioration of medical institutions is becoming more severe. With approx. 70% of medical institutions suffering deficits in their medical practice profits, the urgent reconstruction of a sustainable healthcare system is imperative.

The coverage rate of EMR is increasing year by year

Medical DX Vision 2030: Digitalization of healthcare is on the rise. The environment for utilizing medical data is gradually being established.

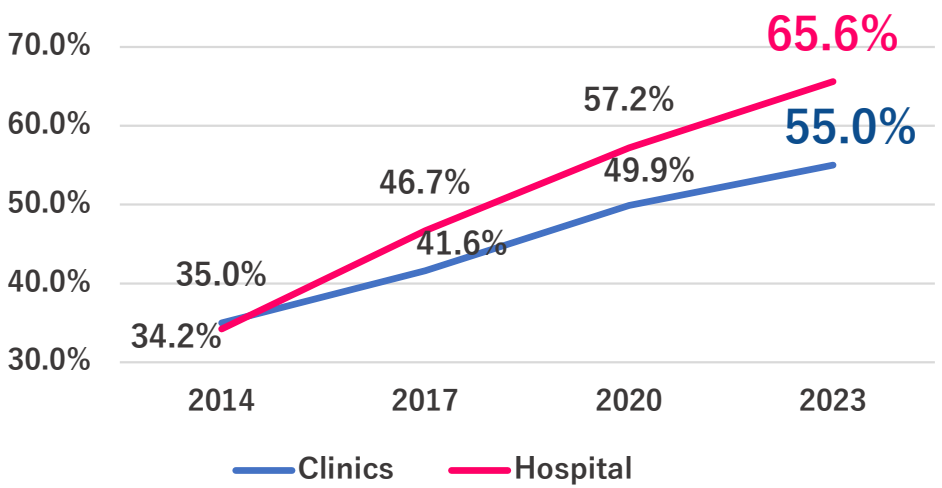
Business fields aligned with the government's key policy initiatives

Promoting structural restraint in social security expenditure and advancing healthcare digital transformation as key policy priorities, thereby enhancing efficiency and standardization within healthcare operations.

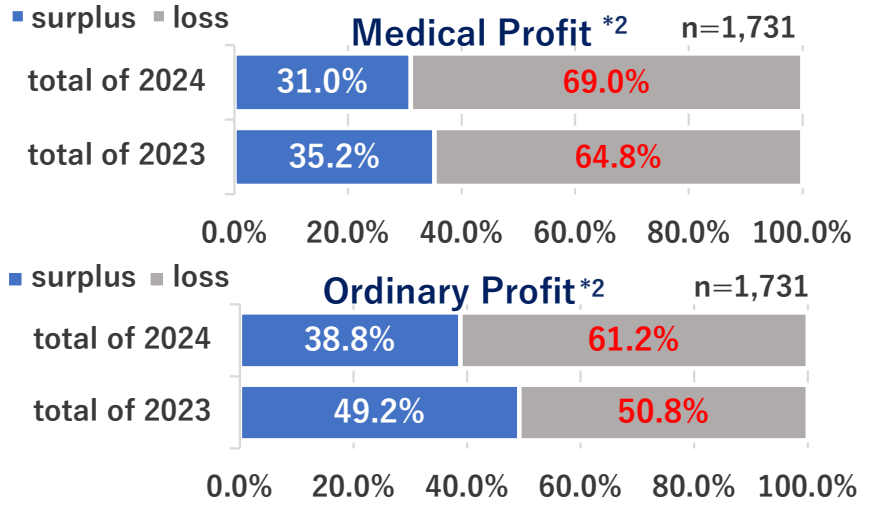
Management Improvement Solutions for Healthcare Organizations
Promoting the implementation of the "Mighty" series

This business field aligns closely with the government's healthcare digital transformation and productivity improvement policies, being positioned to **both solve societal challenges and improve the management of medical institutions.**
Medical Business promotes "businesses that transform societal challenges into growth opportunities".

Trends in the Adoption Rate of EMR Systems etc.*1



Nearly 70% of medical institutions are operating at a loss.



© Ubicom Holdings, Inc. *1 Source: MHLW, "Survey of Medical Institutions (2023)" *2 Source: Japan Hospital Association, "Hospital Management Situation Following the 2024 Medical Fee Schedule Revision"

Medical Business: Impact of M&A Strategy Execution (KPI Changes)

Over the five years from 2025 to 2030, we will execute 8 to 10 M&A deals with the aim of increasing the Group's direct sales ratio.

＜Factors contributing to LTV *1 improvement＞

Content	Measurement Details
Increase of Unit Price	①Inclusion of agency profits in group earnings ②Switching to new products (MightyChecker®EX) and cross-selling (Mighty QUBE® Hybrid)
Improving Retention Rates	Reflecting the feedback of medical institutions and strengthening customer support to prevent cancellations. (The retention rate of the Mighty series is already high at 99.6%; therefore, we remain committed to the above measures.)
CAC*2 Efficiency Improvement	Obtained the acquired agency's 'existing customer base (medical institutions),' 'medical network,' and 'sales channels (human resources).'

＜Mid- to Long-Term KPIs for M&A Strategy＞

KPI	Current (2025)	Target (2030)	Notes
Ratio of Direct Sales by Group	4.8%	35%	Transitioning from distributor-based to hybrid direct sales model
LTV (Lifetime Value)	1.28 million yen	1.97 million yen (+54%)	Cross-sell, increase in unit price, etc.
CAC (Customer Acquisition Cost)	—	-15%	Utilize acquired channels
LTV/CAC Ratio	9.3x	14.2x	Efficiency improvement

LTV/CAC ratio of 3.0-5.0x is considered investment efficient. (Source: Harvard Business School Online, "What Is the LTV:CAC Ratio?", 2023)

*1 LTV (Lifetime Value) : Total profit obtained from the beginning to the end of the relationship with a medical institution.

*2 CAC (Customer Acquisition Cost) : Average cost to acquire a new medical institution as a customer.

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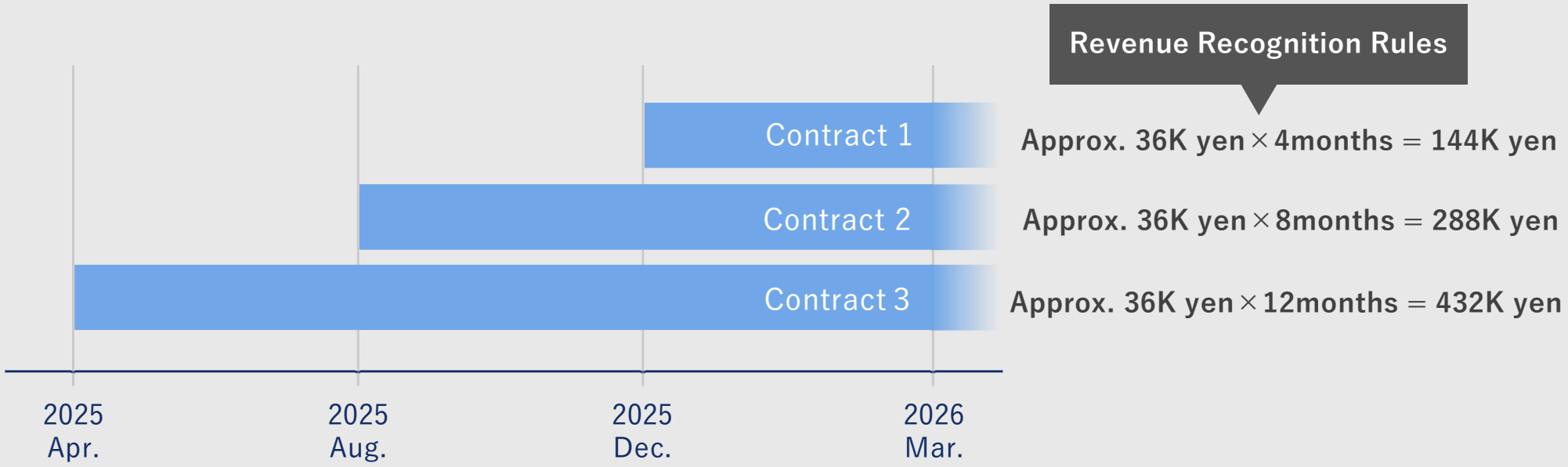
Medical Business: Revenue Recognition Methods (Billing Methods)

License revenue for the Mighty series **is recognized on a straight-line basis**.
With the increase in contract numbers, sales steadily accumulate on a monthly basis,
achieving revenue stabilization.

Furthermore, the AI × subscription model establishes a foundation for sustained growth.

【In the case of MightyChecker® EX】

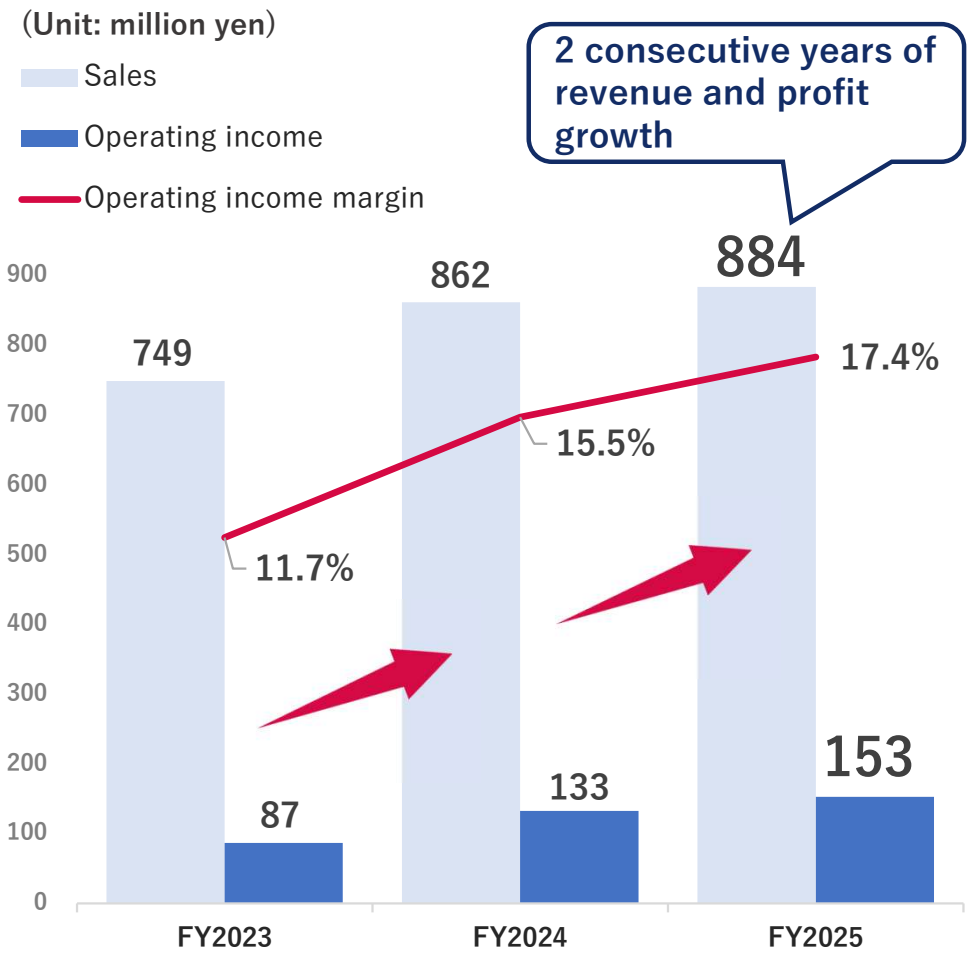
- Initial license fee (15 months): 544K yen (per clinic). *New pricing
- Revenue is recognized on a straight-line basis over the 15-month service period, resulting in monthly revenue recognition of approximately 36K yen.
  *Continued license fees will be charged in subsequent years.



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M&A Strategy Phase 2: Maximizing Medical Business Profitability

Radianceware Financial Performance Trend Over the Past Three Years



※All fiscal years end in September

Quantitative Evaluation and Investment Decision for This M&A

① Comparison with Target Payback Period

The transaction meets the Company's target payback period of within five years. Furthermore, cross-selling and direct sales synergies may further shorten the payback period, contributing to Group-wide earnings growth.

*Payback period is calculated as total acquisition cost (including DD and advisory fees) divided by the target's latest EBITDA, excluding synergies on a conservative basis.

② Comparison with Cost of Capital

Return on invested capital (ROIC) significantly exceeds the Company's cost of capital.

③ Financial Soundness Perspective

The acquisition involves a controlled level of goodwill and is consistent with the Company's financial discipline and is therefore assessed as appropriate from a financial soundness perspective.

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Next-generation cloud-based medical claims inspection software

Launch of New Product “MightyChecker® Cloud X” (April 2026)

Features of MightyChecker® Cloud X

Improved Operational Efficiency Through UI/UX Revamp
Significantly improved usability

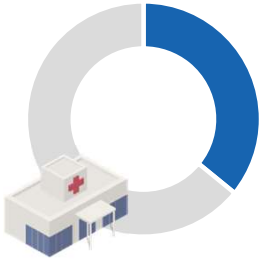
Expansion of the Targeted Market
Serving clinics and small hospitals with fewer than 100 beds

Standard business analysis features included
Visualize claim data to support data-driven management decisions

Advanced security
Compliant with the MHLW guidelines and supports multi-factor authentication

Targets

Market Opportunities



Approx. 40%
of Japanese Hospitals Market of small hospitals with fewer than 100 beds

Hospitals with fewer than 100 beds account for approximately 40% of all hospitals in Japan (about 3,000 facilities).* Of these, the 2,000 facilities that have not yet adopted the “Mighty” series are the Group’s target market.

*Source: MHLW, “Overview of the 2024 Survey of Medical Institutions (Dynamic Survey) and Hospital Report.”

Migration of Existing Customers

MightyChecker® Cloud
Previous product

New
MightyChecker® Cloud X

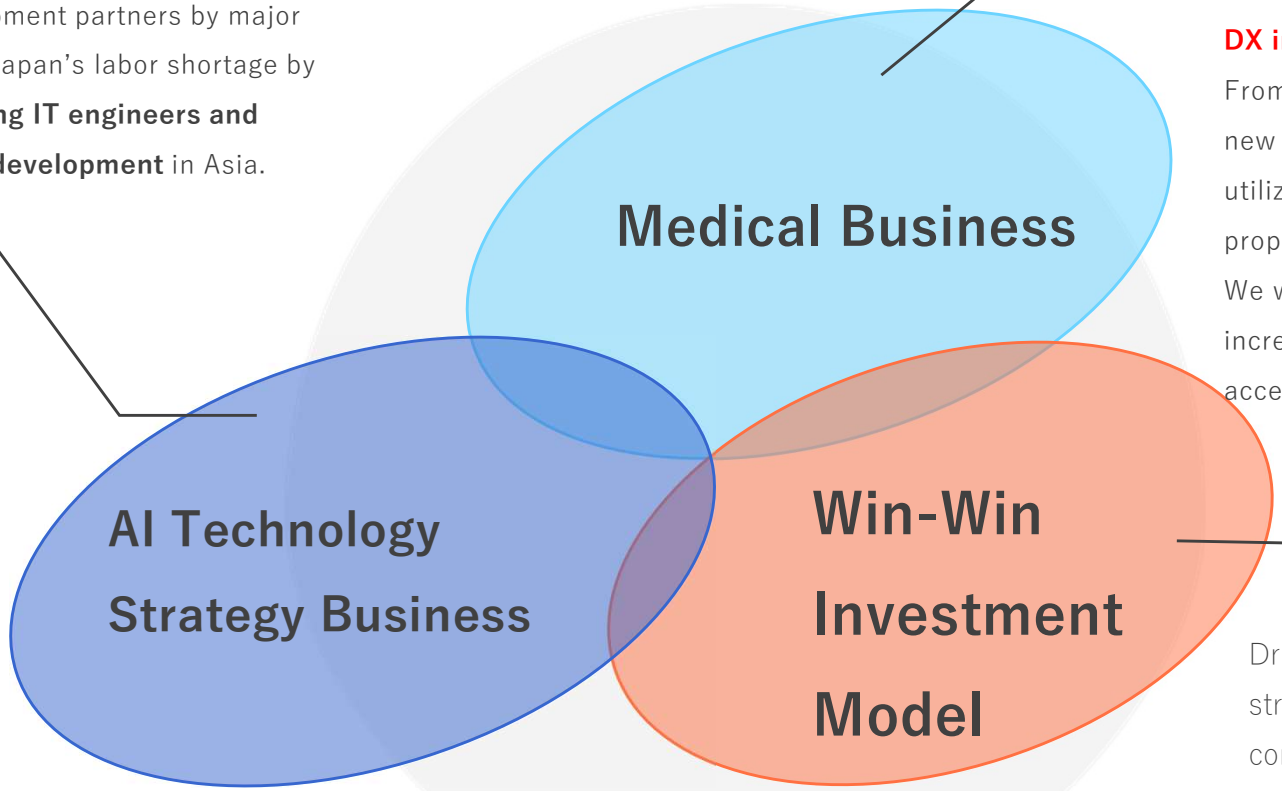
Promote migration of existing users from legacy products to the new product
(Completed in October 2026)

We aim to expand our revenue base through the subscription model by strengthening direct sales to approximately 2,000 small hospitals that have not yet adopted our services and by upselling to existing customers.

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Promotion of Group Businesses Based on Social Significance

Growing demand due to the reassessment of offshore development partners by major companies and Japan's labor shortage by **developing young IT engineers and supporting DX development** in Asia.



Provision of solutions that are beneficial to three key areas: pressing need for **workstyle reforms for medical doctors**, **improvement in management of medical institutions, and DX in the insurance and healthcare fields.**
From now on, we will develop and offer a new platform for solving social issues by utilizing the databases and intellectual property of over 23,000 medical institutions. We will brush up our earning capacity by increasing subscription models at an accelerated pace.

Driving synergistic growth through strategic alliances and M&A with companies that have strong social impact and core competencies aligned with the SDGs.
Expanding resources acquisition beyond the Philippines by partnering with leading and high-growth companies.

Entire Group

Resilient management, engineer development strategy, business synergy, and pursuit of reason to exist for continuing advancement under unstable circumstances

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ESG：For sustainable growth of business, society, and client companies

	Goals	Concrete Activities	Related SDGs
E	・To reduce CO2 emissions ・Global partnership	・To make the electric power consumed at the head office 100% derived from renewable energy ・Investment in equipment of subsidiaries in the Philippines	
S	・Initiatives for diversity	・3 female directors ・Ratio of female managers: 28.5% ・Improvement in the ratios of childcare leave and maternity leave ・Improvement in the ratio of non-Japanese employees	
G	・Fortification of the governance structure	・Information disclosure and securing of transparency ・Diversity of executives ・Disclosure of the commitment of top executives ・Hiring and training skilled human resources	

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Corporate Profile

■Corporate name: Ubicom Holdings, Inc. (Standard Market of TSE: 3937)

■Strategic markets: healthcare, finance, public services, automobiles, manufacturing, robotics, real estate, energy, etc.

■Business description:

AI Technology Strategy Business

In order to solve the problem of shortage of IT engineers and promote digital transformation (DX) in Japan, we develop embedded software and apps by utilizing development bases in the Philippines, etc., offer services of testing, quality assurance, maintenance, 24-hour support, etc., and develop unique advanced solutions with cutting-edge technologies, including 3As (artificial intelligence [AI], analytics, and automation).

Medical Business

As a leading company that offers management support solutions to medical institutions, we provide clients with medical IT solutions, including the inspection of health insurance claims, support for medical safety, data analysis, cloud services, support for development, and consulting, to support the workstyle reform in the healthcare industry by streamlining operations, help medical institutions improve management, and support the improvement in safety and quality of healthcare. In addition, we concentrate on the Knowledge Platform Business for the insurance industry.

Win-Win Investment Model

We promote cooperation, alliances, and M&A with leading companies and growing enterprises, to accelerate the growth of our business.

Development of New Business

We will develop more businesses with high growth potential and high profitability, while considering the next generation.

■Results

[Unit: million yen]	Sales	Operating income	Ordinary income	Net income
Results in FY2025	5,992	1,304	1,287	891
Plans in FY2026	7,383	1,511	1,520	1,056

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Cautionary Note Regarding Forward-Looking Statements

- The materials and information provided in this announcement include forward-looking statements based on our current estimates and expectations at this point of time.
- Such forward-looking statements are subject to various risks and uncertainties, which include general industry and market conditions, domestic and international economic conditions such as exchange rate fluctuations and may cause actual results to differ from those described in the forward-looking statements.
- Our actual business activities and performance in the future may differ from the forward-looking statements described in this document.
- The forward-looking statements in this document are based on information available to us and have been made in good faith; however, we are under no obligation to update or revise any forward-looking statements, even if new information or future events occur.

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