

Financial Results Presentation for the Fiscal Year Ended March 31,2026

April 22, 2026
OBIC Co.,Ltd.

Organization for Business Innovation and Communication

■ FY March 2026 Results

■ Recent Initiatives

■ FY March 2027 Forecasts

Financial Results (consolidated)

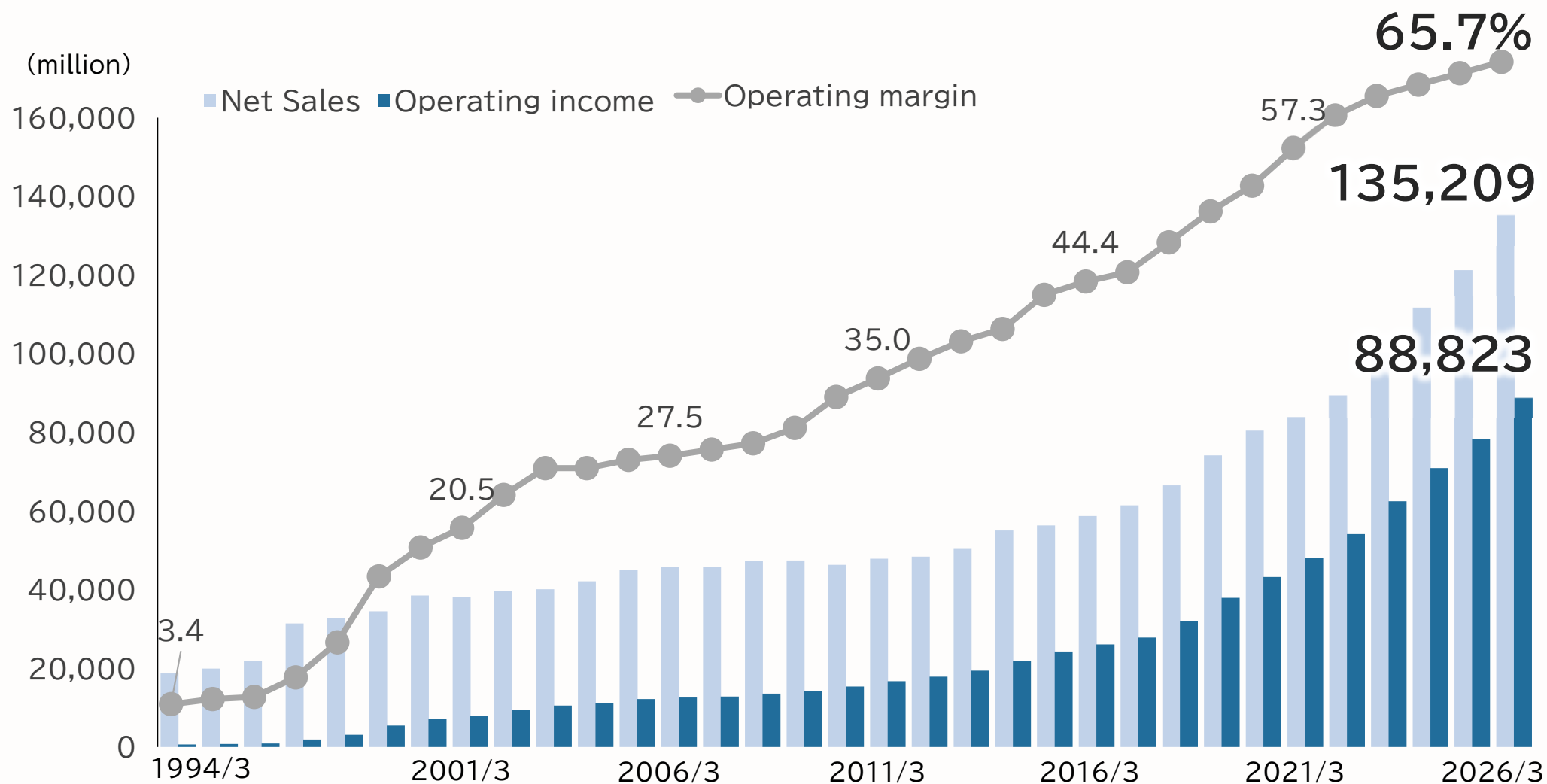
- Double-digit growth was achieved across all profit metrics, setting a new record high.
- Driven by high profitability, EPS also grew steadily to 116.8% compared to the previous period.

	2025/3	2026/3	YoY
			(million)
Net sales	121,240	135,209	111.5%
Operating income	78,378	88,823	113.3%
Ordinary income	89,770	104,779	116.7%
Net income	64,621	75,191	116.4%
Basic Earnings per share (EPS) (yen)	146.90	171.61	116.8%
Average number of total shares Outstanding (thousands)	439,887	438,154	-

Note: On October 1, 2024, the Company conducted a 5-for-1 share split of its common shares.
 “Basic earnings per share” and “total shares outstanding” are calculated assuming that the share split was conducted at the beginning of the previous fiscal year.

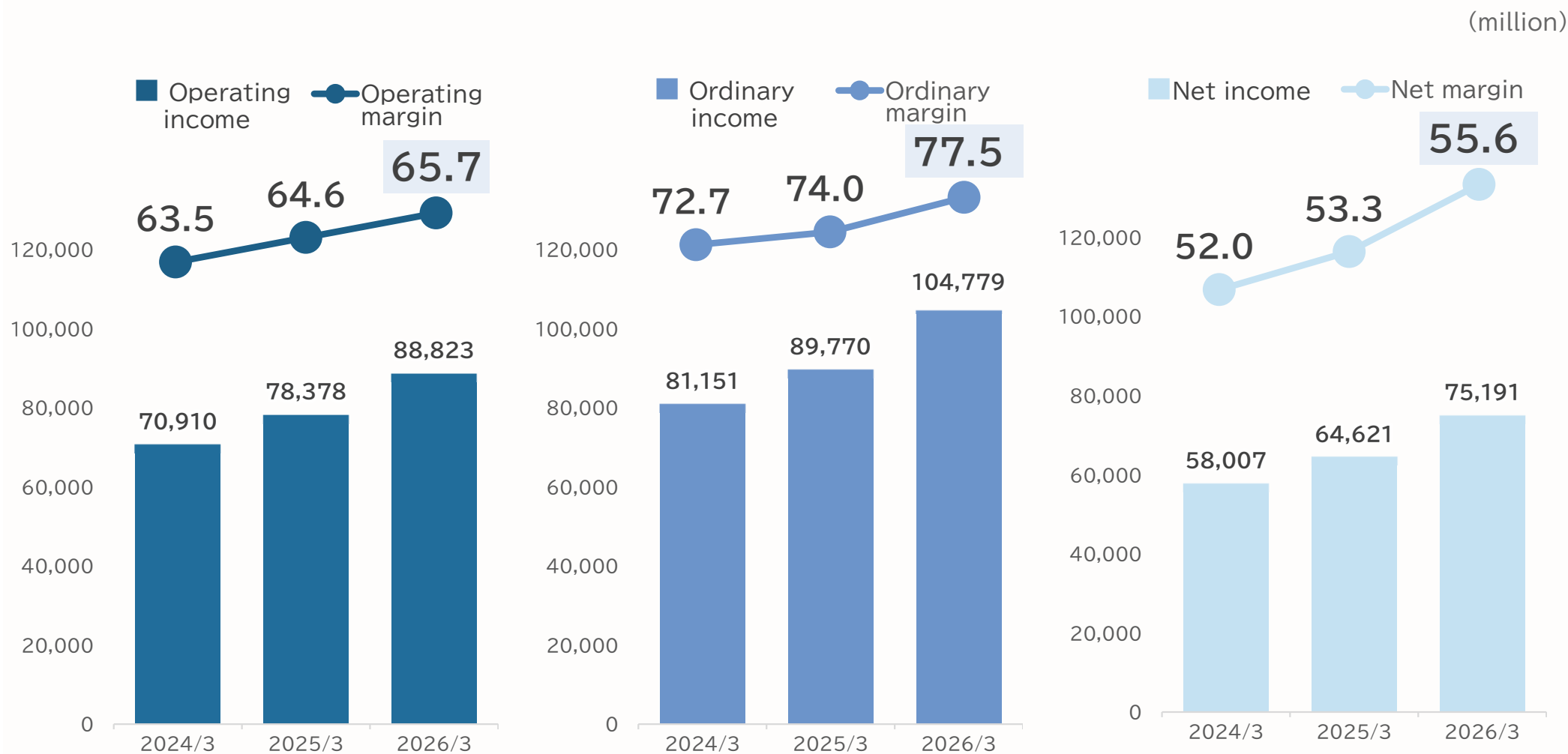
Sustainable Growth Capability

- Operating income achieved 32 consecutive periods of growth, and the operating margin reached a new record high.
- Sustainable growth was achieved through the further refinement of our business model.



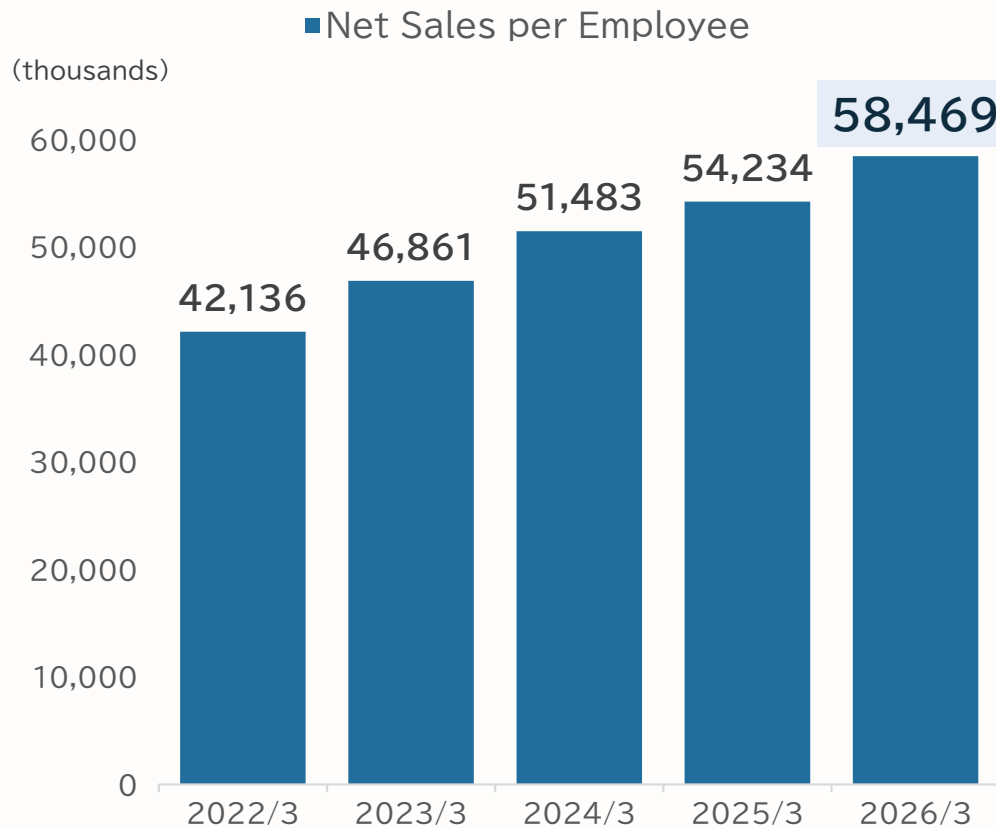
Profitability

- By enhancing our ability to offer value-added proposals to large and mid-sized enterprises, margins have improved across all profit metrics

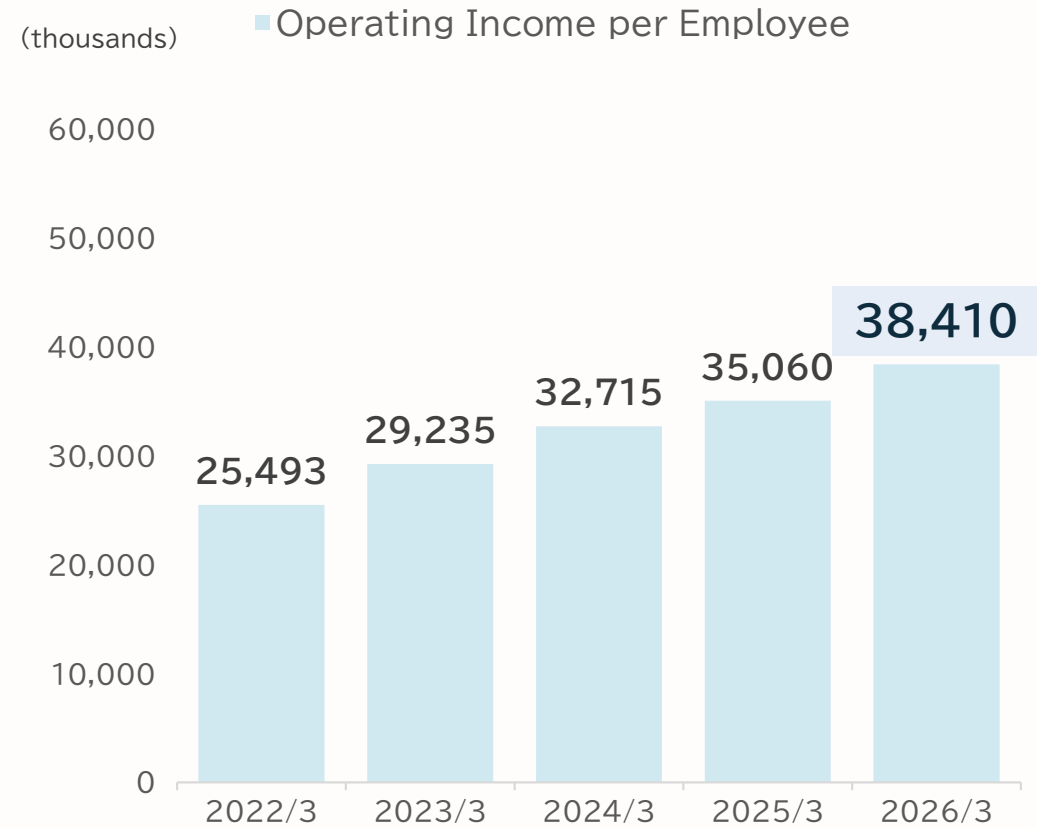


Productivity

- Thanks to experience gained from large-scale projects and accumulated industry specific expertise, net sales and operating income per employee have improved.



*Calculated based on the average number of employees during the period



*Calculated based on the average number of employees during the period

Business Results by Segment

- Sales and income increased across all segments, and profitability improved.
- Growth in the SS business has also picked up pace again, driven by steady expansion in the core SI business.

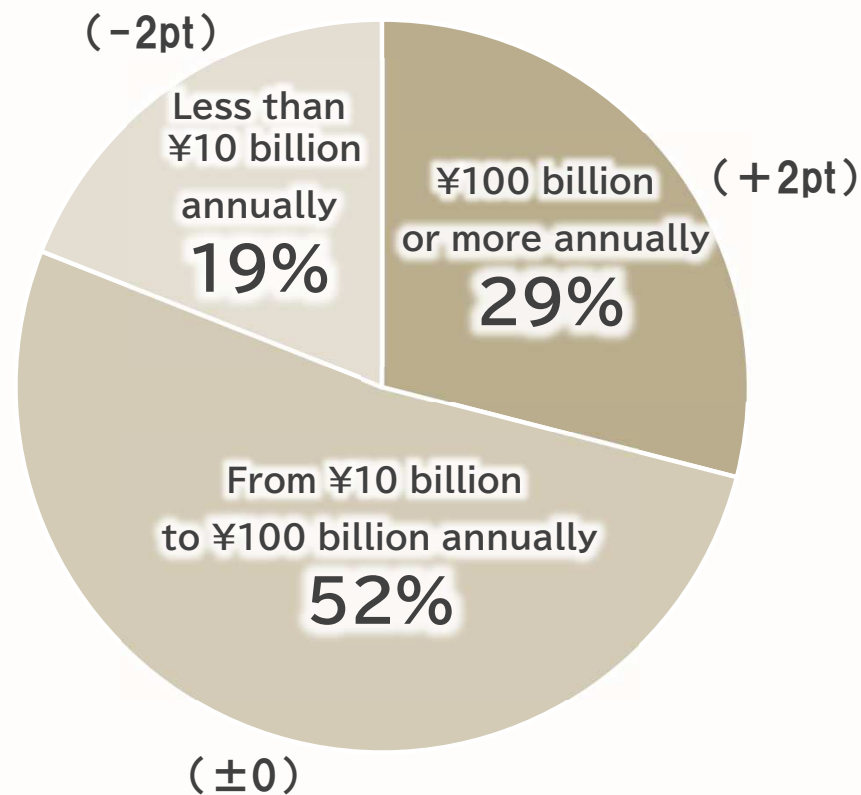
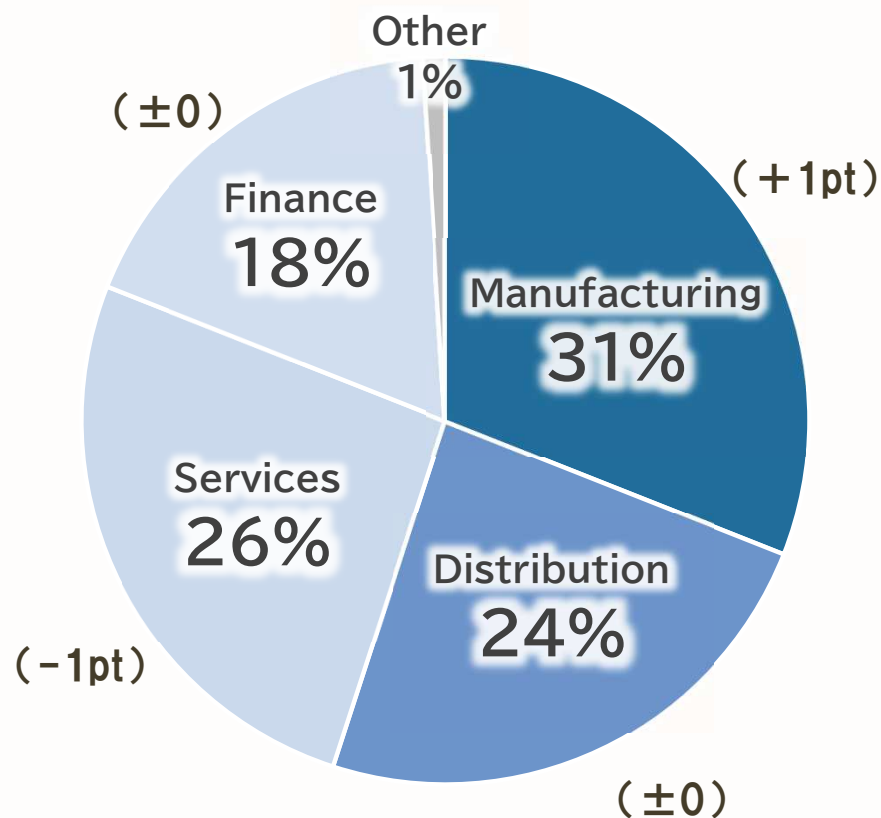
(million)

		2025/3	2026/3	YoY
SI	Sales	50,329	55,250	109.8%
	Operating income	29,895	32,982	110.3%
	Operating margin	59.4%	59.7%	
SS	Sales	63,028	71,508	113.5%
	Operating income	45,912	52,896	115.2%
	Operating margin	72.8%	74.0%	
OA	Sales	7,882	8,451	107.2%
	Operating income	2,571	2,944	114.5%
	Operating margin	32.6%	34.8%	
Total	Sales	121,240	135,209	111.5%
	Operating income	78,378	88,823	113.3%
	Operating margin	64.6%	65.7%	

Trends by Industry and Company Size

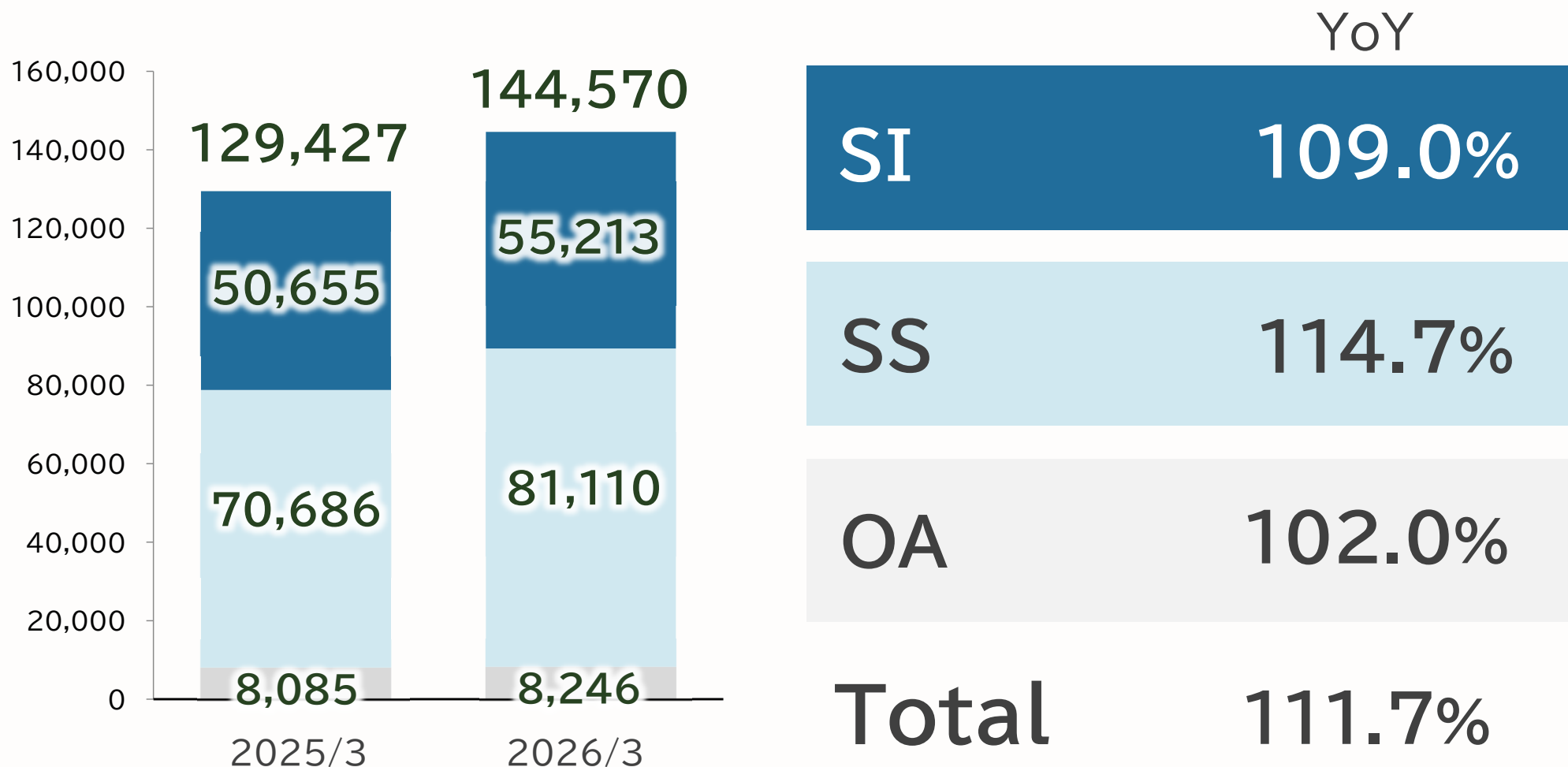
- Increased inquiries from major enterprises with annual sales exceeding 100 billion yen.
- A well-balanced portfolio with no heavy concentration in any specific industry.

*System Integration Sales Composition Ratio
():YoY



Consolidated Segment Orders Received

- Orders remained strong across all segments, achieving double-digit growth overall.
- Enhancing the earnings foundation to drive further business expansion, with a focus on the SS business.

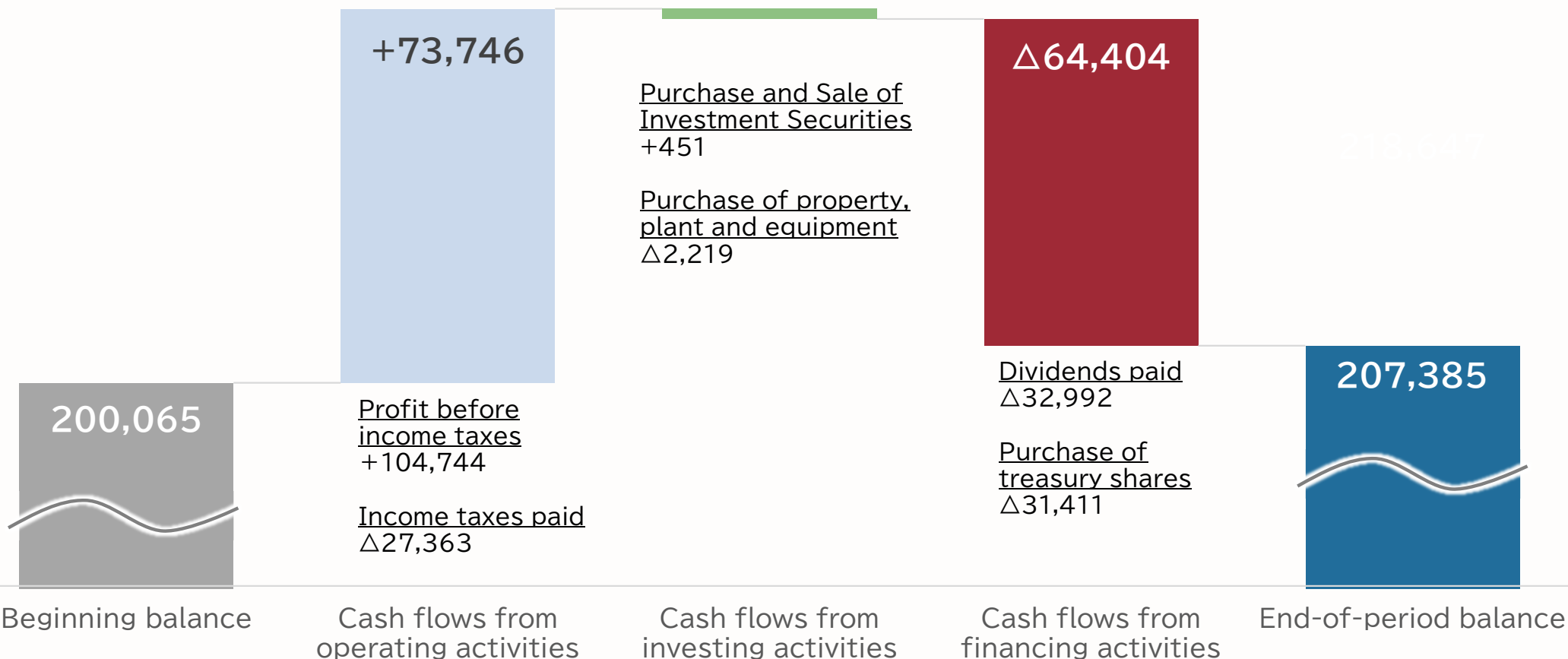


Consolidated Cash Flow

- Using free cash flow generated through business operations and strategic investments as a funding source, we will implement shareholder returns such as dividends and flexible share buybacks.

(million)

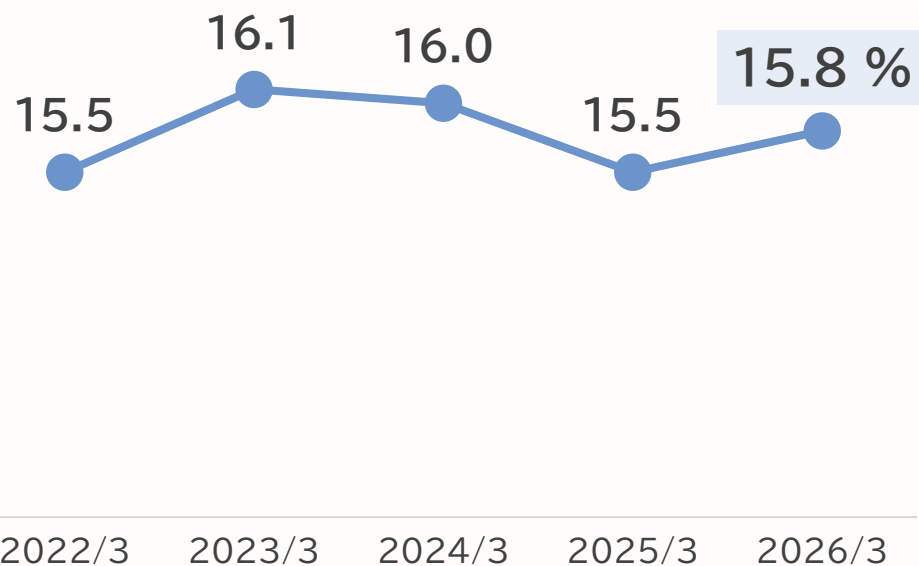
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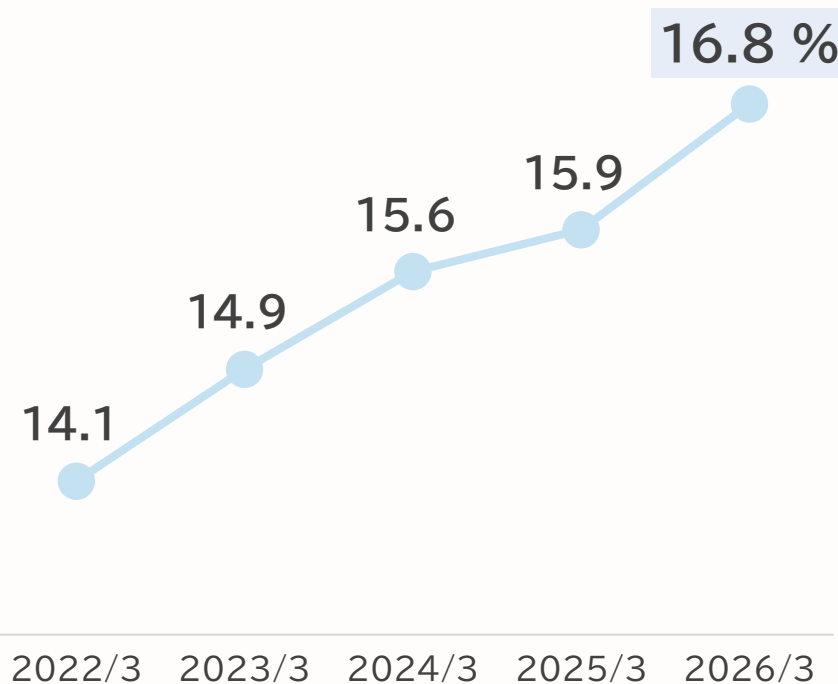
Capital Efficiency

- Maintain a high level of profitability and continue to implement flexible capital policies.
- Achieve a steady increase in capital efficiency metrics such as ROE and ROIC.

—●— ROE



—●— ROIC



※ROE = Net income ÷ Equity capital

※ROIC = Operating income after taxes ÷ (Shareholders' equity + Interest-bearing debt)

■ FY March 2026 Results

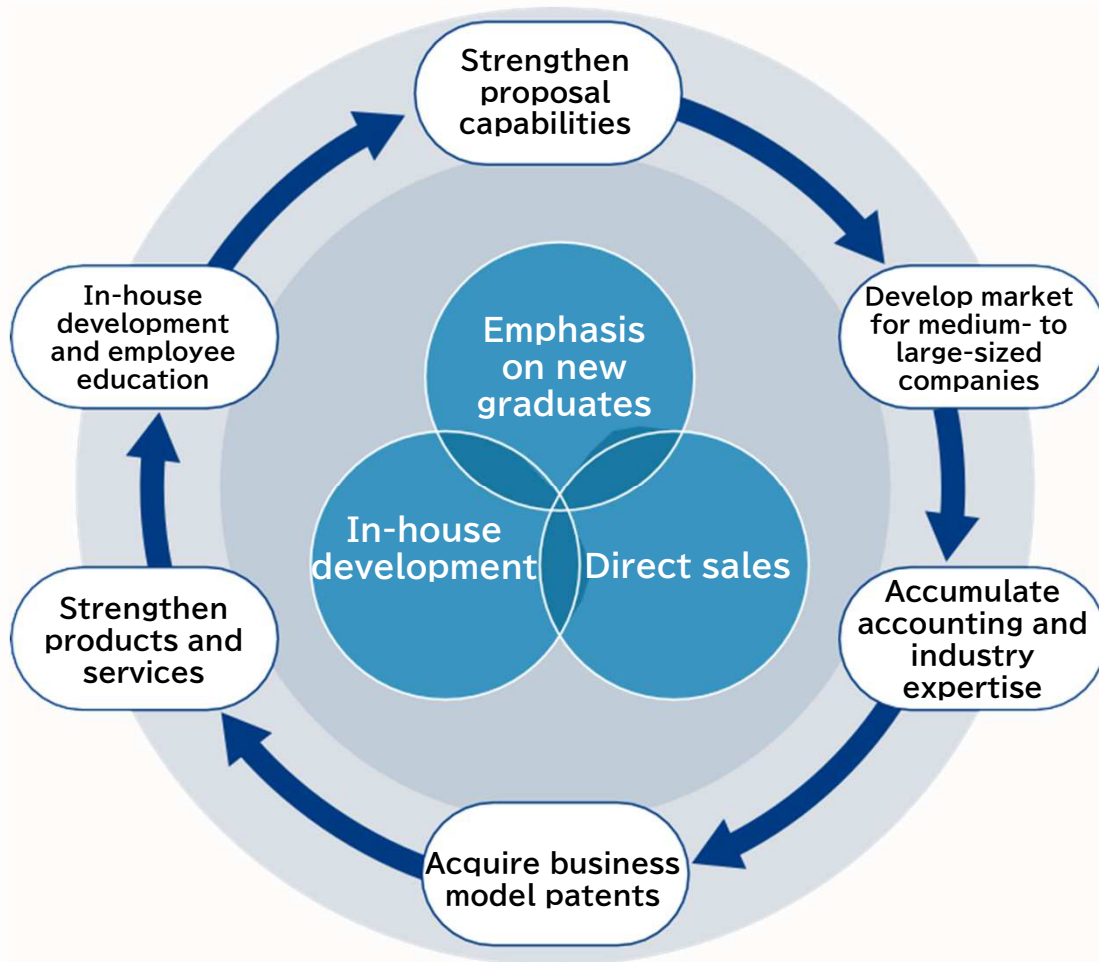
■ Recent Initiatives

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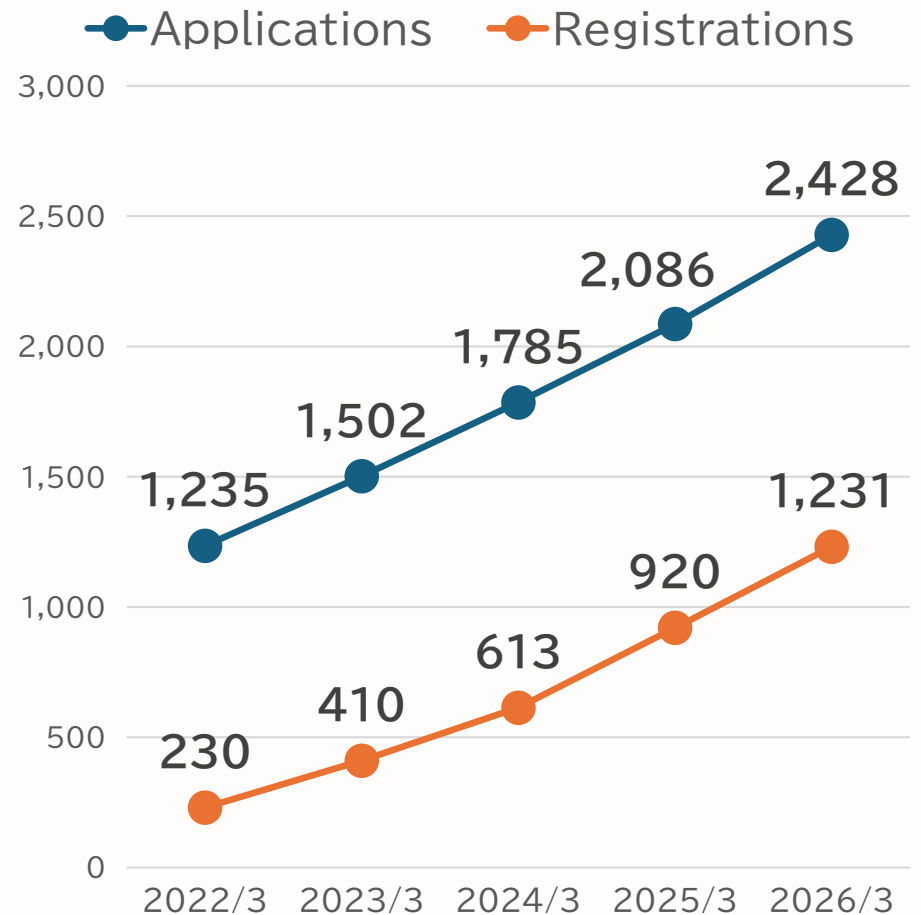
Intellectual Property Strategy - AI -

- We are building a portfolio of AI-related patents that help solve our customers' business challenges and driving further improvements in our ability to offer value-added solutions.

Process for Accumulating Intellectual Property



Number of Patents (Cumulative)

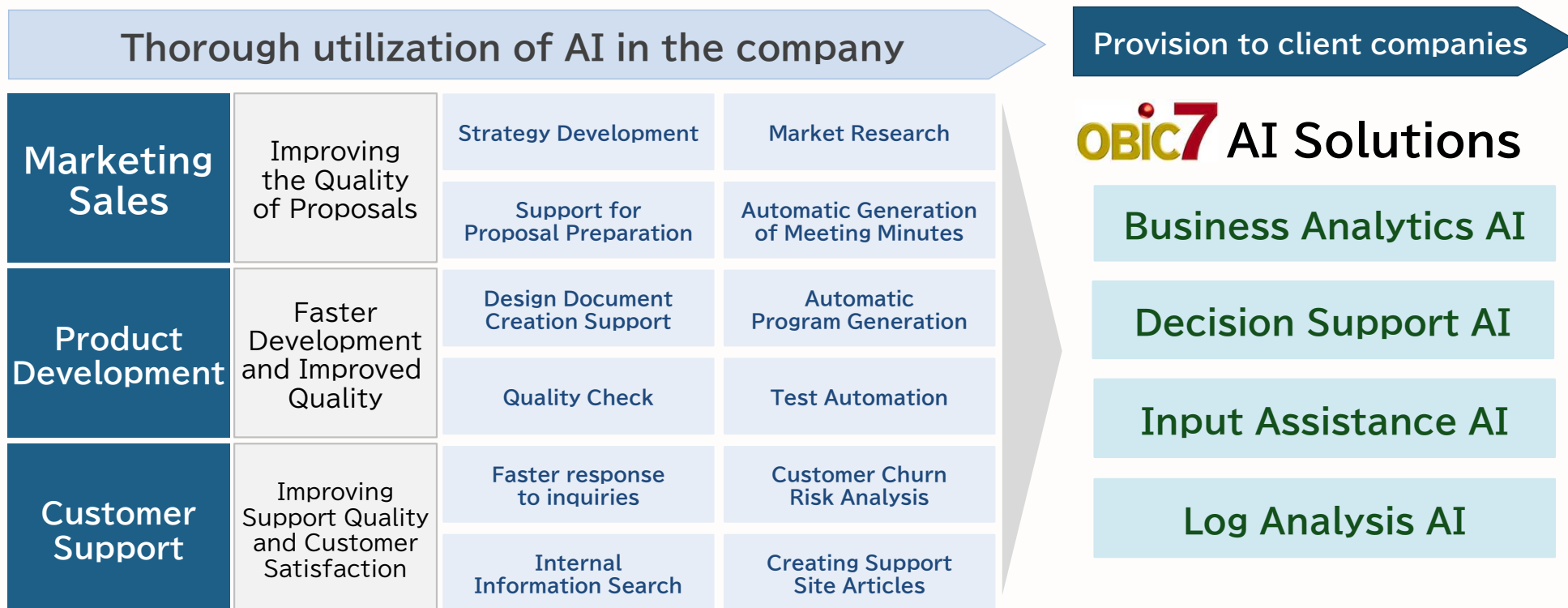


Intellectual Property Strategy - AI -

- The rise of AI technology is not a threat, but an opportunity for further growth.

-By combining the extensive industry and operational expertise we have accumulated through in-house development and direct sales with AI technology, we will accelerate improvements in service quality and productivity.

-Thorough internal implementation will elevate our use of AI into a “unique competitive advantage.” By providing rapid solutions tailored to customer needs, we will create further added value and drive our company’s sustainable growth.



- FY March 2026 Results

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FY March 2027 (Full-year)

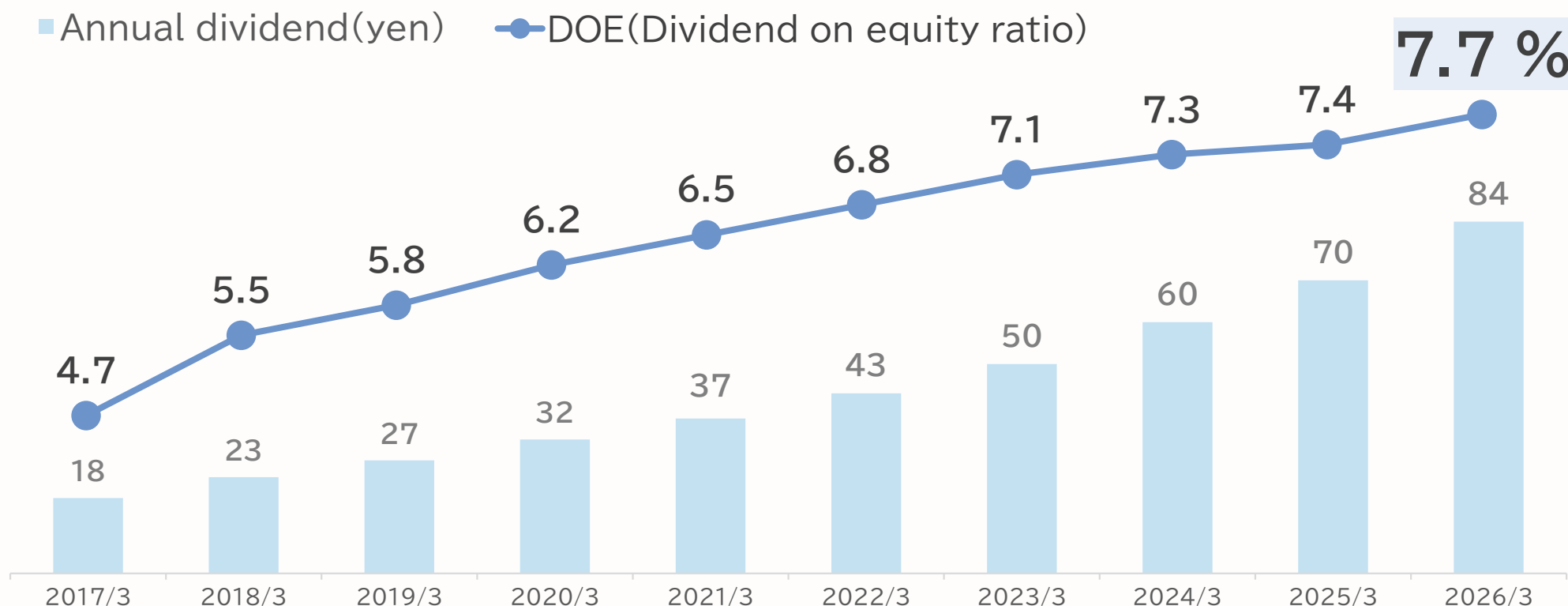
- We aim to sustain double-digit growth in both net sales and operating income.
- We will maximize corporate value by enhancing value-added services through the use of AI and other technologies.

	Earnings forecasts	YoY	Margin
Net sales	148,700	110.0%	-
Operating income	98,000	110.3%	65.9%
Ordinary income	114,500	109.3%	77.0%
Net income	82,000	109.1%	55.1%

(million)

Enhancing Shareholder Returns -Dividends-

- Over the past 10 years, the DOE has risen by 3.0 points, and we continue to improve the quality of our shareholder returns
- We remain committed to delivering long-term, stable, and consistent shareholder returns



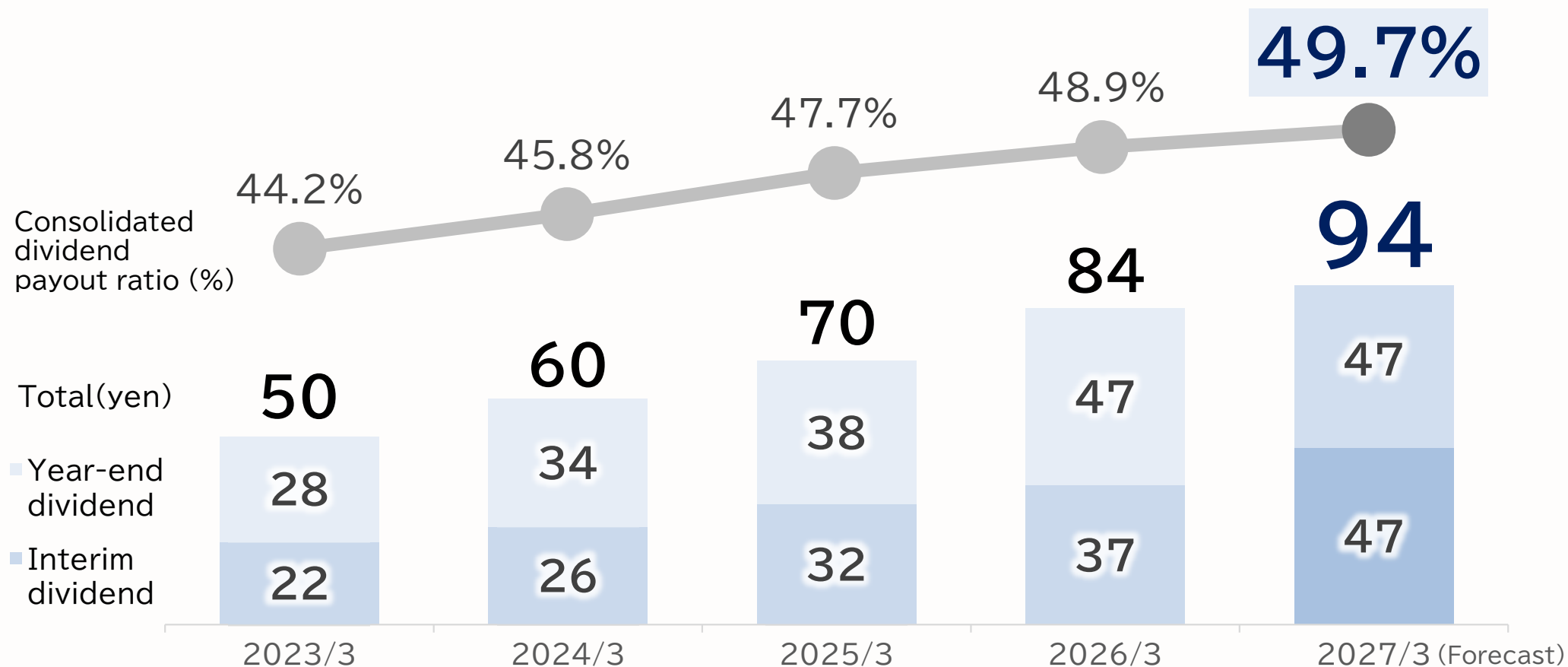
※DOE = Annual dividend ÷ Equity capital

Note: On October 1, 2024, the Company conducted a 5-for-1 share split of its common shares.

Dividends amount is calculated assuming that the share split was conducted at the beginning of each FY from FY2017 - FY2025.

Enhancing Shareholder Returns -Dividends-

- For the FY ending March 2027, we plan to pay an annual dividend of 94 yen, continuing our steady dividend growth.
- We will steadily improve our consolidated dividend payout ratio and promote proactive profit distribution.



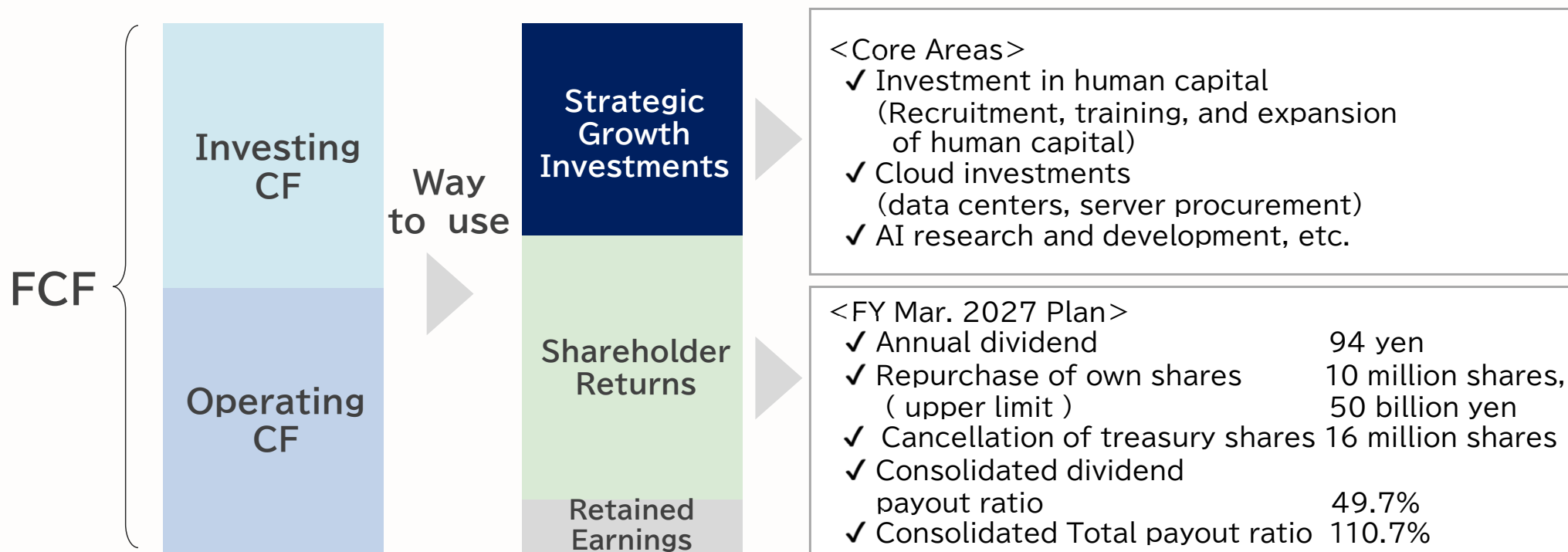
Note: On October 1, 2024, the Company conducted a 5-for-1 share split of its common shares.
Dividends amount is calculated assuming that the share split was conducted at the beginning of each FY from FY2023 - FY2025.

Capital Allocation

With the aim of continuously enhancing corporate value, we will prioritize capital allocation toward investments in growth areas that can generate returns exceeding our cost of capital.

Regarding free cash flow generated from operations, we will prioritize strategic growth investments - such as in human resources, cloud technology, and AI—to enhance our future competitive advantage, while also striving to enhance shareholder returns.

Regarding shareholder returns, we will prioritize stable and consistent dividends and strive to maintain and improve our consolidated dividend payout ratio. Furthermore, any funds remaining after dividend payments will be utilized for flexible share buybacks and other measures, with the aim of improving capital efficiency and maximizing shareholder value.



Basic Management Policies

Management focus on both quantity and quality

- Emphasis on compliance

Efficient management

- Promotion of innovation management
- Selection and concentration
Persistence is the key to achieve corporate growth



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This document contains forward-looking statements.
Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties.
Actual results may differ from those in the forward-looking statements as a result of various factors.
These materials were prepared for the sole purpose of providing information to use as reference in making investment decisions, and are not intended as a solicitation for investment.