Walden Research Japan

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# uSonar (431A)

| Fiscal Year (Parent) (Million Yen) | | Sales | Operating Profit | Recurring Profit | Net Profit | EPS (Yen) | DPS (Yen) | BPS (Yen) |
|---|---|---|---|---|---|---|---|---|
| FY12/2024 | | 6,074 | 910 | 909 | 634 | 81.12 | - | 340.05 |
| FY12/2025 | | 7,191 | 1,390 | 1,377 | 888 | 112.95 | - | 520.79 |
| FY12/2026CoE | | 8,280 | 1,764 | 1,762 | 1,056 | 128.07 | - | - |
| FY12/2025 | YoY | 18.4% | 52.7% | 51.5% | 40.2% | - | - | - |
| FY12/2026CoE | YoY | 15.1% | 26.9% | 27.9% | 18.8% | - | - | - |
| **Q1 to Q3 (Parent) (Million Yen)** | | **Sales** | **Operating Profit** | **Recurring Profit** | **Net Profit** | **EPS (Yen)** | **DPS (Yen)** | **BPS (Yen)** |
| Q1 to Q3 FY12/2025 | | 5,395 | 1,180 | 1,175 | 684 | - | - | - |
| Q1 to Q3 FY12/2026 | | 6,062 | 1,277 | 1,298 | 818 | - | - | - |
| Q1 to Q3 FY12/2026 | YoY | 12.4% | 8.2% | 10.4% | 19.5% | - | - | - |

Source: Company data; calculations by WRJ

## 1.0 Results Update (24 November 2026)

**Continued Accumulation of Recurring Revenue**

On 13 November 2026, uSonar, a database marketing company generating earnings from its proprietary corporate database "LBC," announced results for Q1 to Q3 (January–September) FY12/2026. The continued accumulation of recurring revenue from the mainstay Sonar Services is driving the Company's sales growth. In addition to an increase in the number of contracts driven by new order acquisition, ARPA is rising through successful cross-selling, while the churn rate remains low. Meanwhile, although cost of sales and SG&A expenses are increasing as the Company continues to invest in its database and make human capital investments focused mainly on sales and systems development, profit growth has been maintained. Looking ahead to FY12/2027, customer migration from services formerly known as "FORCAS" under the business partnership with Uzabase is expected to accelerate the accumulation of recurring revenue. Uzabase plans to discontinue these services as of the end of March 2027, and a certain proportion of its existing customers are expected to migrate to the Company's services, with sales from migrated customers to be recorded by the Company. In addition to this expansion of the customer base, medium- to long-term growth opportunities are expected to broaden through new customer acquisition and the strengthening of service implementation capabilities associated with M&A, as well as the new service "Sonar Lake" and other initiatives. We plan to obtain further details through an interview with the Company's management and, based on the findings, update and re-release our Company Report.



Our Company Report: Proprietary Corporate Database as the Foundation (2 October 2026)

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## 2.0 Company Profile

**Corporate Data Solutions Provider**

| | |
|---|---|
| **Company Name** | uSonar Co., Ltd.<br>Company Website<br>Investor Relations<br>Share Price (Japanese) |
| **Established** | 10 September 1990 |
| **Listing** | 17 October 2025: Tokyo Stock Exchange Growth Market (ticker: 431A) |
| **Capital** | ¥100m (as of the end of September 2026) |
| **No. of Shares** | 8,687,000 shares, including 419,531 treasury shares (as of the end of Sep. 2026) |
| **Main Features** | ● Database marketing company generating earnings from its proprietary corporate database "LBC"<br>● Supporting maintenance and utilization of corporate data through name matching, cleansing and integration technologies<br>● Diverse applications of corporate data, including sales promotion and sales support, business card management, and business partner risk information |
| **Representatives** | Chairman and Representative Director: Nami Fukutomi<br>President, CEO and Representative Director: Katsuhito Nagatake |
| **Major Shareholders** | Nami Fukutomi 48.44%, Mitsui & Co. Principal Investments, Ltd. Investment Limited Partnership 9.02%, Development Bank of Japan Inc. 7.97%, The Nomura Trust and Banking (Investment Trust Account) 4.89%, Japan Custody Bank, Ltd. (Trust Account) 4.03% (as of the end of June 2026, excluding treasury shares) |
| **Head Office** | Shinjuku-ku, Tokyo, JAPAN |
| **No. of Personnel** | Parent: 257, including 21 delegated executive officers<br>(as of the end of September 2026) |

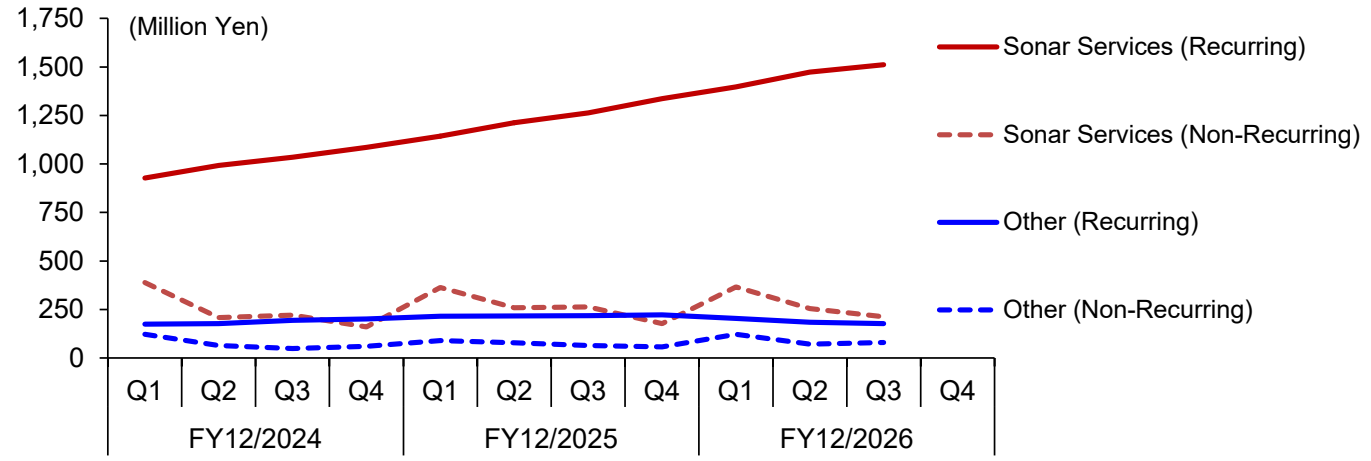
Source: Company data

## 3.0 Recent Trading and Prospects

**Q1 to Q3 (January–September) FY12/2026**

In Q1 to Q3 (January–September) FY12/2026, sales came in at ¥6,062m (up 12.4% YoY), operating profit ¥1,277m (up 8.2%), recurring profit ¥1,298m (up 10.4%) and net profit ¥818m (up 19.5%). Meanwhile, the operating profit margin came in at 21.1% (down 0.8% points).

**Sales**




Source: Company data

Sales from the mainstay Sonar Services came in at ¥5,218m (up 15.7%), while sales from Other came in at ¥843m (down 5.0%). Within Sonar Services, recurring revenue came in at ¥4,382m (up 21.0%) and non-recurring revenue ¥835m (down 5.8%). Recurring revenue from Sonar Services continues to accumulate quarter by quarter, while ARR, as defined by the Company, came in at ¥6,052m (up 18.0%). The components of ARR were 1,032 contracts (up 83 / 8.7%) and ARPA of ¥488 thousand (up ¥38 thousand / 8.4%).

The increase in the number of contracts driven by new order acquisition reflects growing demand for corporate data maintenance and integration alongside the broader adoption of AI and digitalization. The Company's independently developed corporate database "LBC" is valued for its broad coverage, rich attribute information and freshness, as well as its name matching and cleansing technologies accumulated over many years, which serve as differentiating factors. According to the Company, by providing its corporate database, integration technologies and data utilization support as an integrated offering, it enables customer companies to maintain and integrate data held in SFA, CRM and other systems, thereby improving the efficiency and sophistication of sales and marketing activities. In addition, the Company has established a distinctive market position by building complementary relationships with major SFA and MA providers, with service adoption progressing across a wide range of industries, particularly among large enterprises. Meanwhile, existing customers are achieving tangible benefits through corporate data maintenance and integration and more sophisticated sales and marketing activities, contributing to the maintenance of an extremely low monthly churn rate of 0.28%.

Meanwhile, the increase in ARPA reflects successful cross-selling to existing customers through the strengthening of customer success (CS) activities. The Company aims to increase ARPA by encouraging customers already using its mainstay "uSonar" service to adopt additional services such as "PLANSonar" and "mSonar." As of the end of September 2026, the cross-selling ratio remained at 37%, and the Company believes that considerable room remains to increase ARPA going forward.

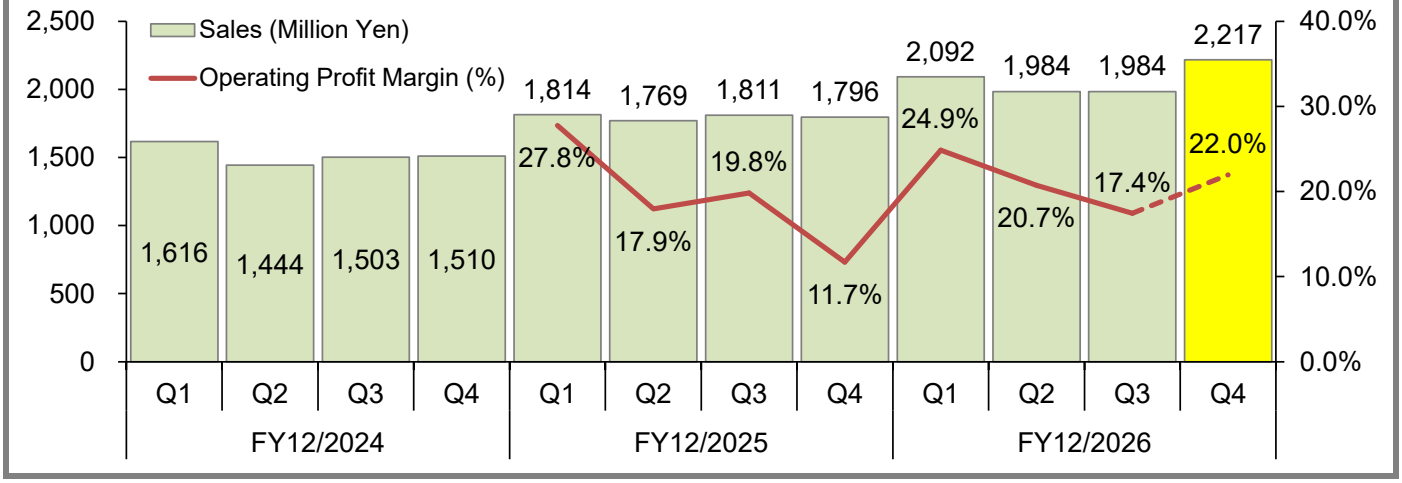
The net increase in the number of contracts in Q3 (July–September) FY12/2026 was limited to 5 from the end of Q2 (April–June). However, according to the Company, new orders continue to be solid, with a growing backlog of orders for which service implementation has not yet been completed. As contracts are counted only after implementation is completed and recurring revenue begins to be recorded, the net increase in Q3 (July–September) does not fully reflect progress in new order acquisition. This situation reflects the concentration of sales resources on the business partnership with Uzabase, as well as the allocation of implementation support team resources to service migration for existing customers. In addition, the Company expects constraints on its service implementation support capabilities to ease through RICE CLOUD Co., Ltd., which it plans to make a subsidiary as of the end of November 2026.

### Company Forecast for FY12/2026

The initial Company forecast for FY12/2026, announced on 13 February 2026, has remained unchanged, calling for sales of ¥8,280m (up 15.1% YoY), operating profit of ¥1,764m (up 26.9%), recurring profit of ¥1,762m (up 27.9%) and net profit of ¥1,056m (up 18.8%), with an operating profit margin of 21.3% (up 2.0% points).



**Sales and Operating Profit Margin**




Source: Company data; calculations by WRJ

Assuming that the Company forecast described above is achieved, Q4 (October–December) is to see sales of ¥2,217m (up 23.5% YoY), operating profit of ¥486m (up 131.4%) and an operating profit margin of 22.0% (up 10.2% points). In terms of quarterly earnings trends in typical years, although non-recurring revenue from Sonar Services tends to be relatively high in Q1 (January–March) due to seasonal factors, quarterly sales generally tend to be distributed roughly evenly throughout the year.

However, FY12/2026 is expected to be an exception, as sales from a large-scale project are scheduled to be recorded in Q4 (October–December), resulting in relatively higher sales than in other quarters. Meanwhile, regarding customer migration from services formerly known as "FORCAS" under the business partnership with Uzabase, as Uzabase plans to discontinue these services as of the end of March 2027, growth in new orders and the number of contracts is expected to accelerate from Q1 (January–March) FY12/2027 onward.

In addition, according to the Company, the database used for the new service "Sonar Lake" was expanded in Q3 (July–September), resulting in higher cost of sales due to the recognition of acquisition costs and a temporary decline in the gross profit margin. As the Company recognizes database acquisition costs in full as expenses at the time of acquisition, costs are incurred upfront, while the added value of the database is expected to materialize over time. Furthermore, the Company expects to recover these upfront costs through increased orders and sales from "Sonar Lake" going forward.

**Company Forecast for FY12/2026 and Actual Results**

| Fiscal Year (Parent) (Million Yen) | Date | Event | Sales | Operating Profit | Recurring Profit | Net Profit |
|---|---|---|---|---|---|---|
| FY12/2026CoE | 13-Feb-26 | Q4 Results | 8,280 | 1,764 | 1,762 | 1,056 |
| FY12/2026CoE | 14-May-26 | Q1 Results | 8,280 | 1,764 | 1,762 | 1,056 |
| FY12/2026CoE | 7-Aug-26 | Q2 Results | 8,280 | 1,764 | 1,762 | 1,056 |
| FY12/2026CoE | 13-Nov-26 | Q3 Results | 8,280 | 1,764 | 1,762 | 1,056 |
| | | Amount of Gap | 0 | 0 | 0 | 0 |
| | | Rate of Gap | 0.0% | 0.0% | 0.0% | 0.0% |
| FY12/2026CoE | 13-Feb-26 | Q4 Results | 8,280 | 1,764 | 1,762 | 1,056 |
| FY12/2026CoE | 13-Nov-26 | Q3 Results | 8,280 | 1,764 | 1,762 | 1,056 |
| | | Amount of Gap | 0 | 0 | 0 | 0 |
| | | Rate of Gap | 0.0% | 0.0% | 0.0% | 0.0% |
| **Half Year (Parent) (Million Yen)** | **Date** | **Event** | **Sales** | **Operating Profit** | **Recurring Profit** | **Net Profit** |
| Q1 to Q2 FY12/2026CoE | 13-Feb-26 | Q4 Results | 4,000 | 798 | 796 | 520 |
| Q1 to Q2 FY12/2026CoE | 14-May-26 | Q1 Results | 4,000 | 798 | 796 | 520 |
| Q1 to Q2 FY12/2026Act | 7-Aug-26 | Q2 Results | 4,077 | 931 | 943 | 608 |
| | | Amount of Gap | 77 | 133 | 147 | 88 |
| | | Rate of Gap | 1.9% | 16.7% | 18.5% | 16.9% |
| Q1 to Q2 FY12/2026CoE | 13-Feb-26 | Q4 Results | 4,000 | 798 | 796 | 520 |
| Q1 to Q2 FY12/2026Act | 7-Aug-26 | Q2 Results | 4,077 | 931 | 943 | 608 |
| | | Amount of Gap | 77 | 133 | 147 | 88 |
| | | Rate of Gap | 1.9% | 16.7% | 18.5% | 16.9% |
| **Half Year (Parent) (Million Yen)** | **Date** | **Event** | **Sales** | **Operating Profit** | **Recurring Profit** | **Net Profit** |
| Q3 to Q4 FY12/2026CoE | 13-Feb-26 | Q4 Results | 4,280 | 966 | 966 | 536 |
| Q3 to Q4 FY12/2026CoE | 14-May-26 | Q1 Results | 4,280 | 966 | 966 | 536 |
| Q3 to Q4 FY12/2026CoE | 7-Aug-26 | Q2 Results | 4,202 | 832 | 818 | 447 |
| | | Amount of Gap | (78) | (134) | (148) | (89) |
| | | Rate of Gap | (1.8%) | (13.9%) | (15.3%) | (16.6%) |
| Q3 to Q4 FY12/2026CoE | 13-Nov-26 | Q3 Results | 4,202 | 832 | 818 | 447 |
| | | Amount of Gap | 0 | 0 | 0 | 0 |
| | | Rate of Gap | 0.0% | 0.0% | 0.0% | 0.0% |
| Q3 to Q4 FY12/2026CoE | 13-Feb-26 | Q4 Results | 4,280 | 966 | 966 | 536 |
| Q3 to Q4 FY12/2026CoE | 13-Nov-26 | Q3 Results | 4,202 | 832 | 818 | 447 |
| | | Amount of Gap | (78) | (134) | (148) | (89) |
| | | Rate of Gap | (1.8%) | (13.9%) | (15.3%) | (16.6%) |

Source: Company data; calculations by WRJ

# 4.0 Financial Statements

## Income Statement (Cumulative / Quarterly)

| Income Statement (Million Yen) | Par.Act Q1 12/2025 | Par.Act Q1 to Q2 12/2025 | Par.Act Q1 to Q3 12/2025 | Par.Act Q1 to Q4 12/2025 | Par.Act Q1 12/2026 | Par.Act Q1 to Q2 12/2026 | Par.Act Q1 to Q3 12/2026 | Par.Act Q1 to Q4 12/2026 | YoY Net Chg. |
|---|---|---|---|---|---|---|---|---|---|
| **Sales** | **1,814** | **3,584** | **5,395** | **7,191** | **2,092** | **4,077** | **6,062** | **-** | **+666** |
| Cost of Sales | 639 | 1,302 | 1,977 | 2,731 | 756 | 1,489 | 2,285 | - | +307 |
| Gross Profit | 1,175 | 2,282 | 3,417 | 4,460 | 1,336 | 2,587 | 3,776 | - | +359 |
| SG&A Expenses | 671 | 1,460 | 2,237 | 3,069 | 816 | 1,656 | 2,499 | - | +262 |
| **Operating Profit** | **503** | **821** | **1,180** | **1,390** | **520** | **931** | **1,277** | **-** | **+96** |
| Non-Operating Balance | 0 | (0) | (4) | (13) | 10 | 12 | 20 | - | +25 |
| **Recurring Profit** | **503** | **820** | **1,175** | **1,377** | **530** | **943** | **1,298** | **-** | **+122** |
| Extraordinary Income / Loss | (79) | (121) | (121) | (121) | - | - | (34) | - | +86 |
| Profit Before Income Taxes | 424 | 699 | 1,054 | 1,256 | 530 | 943 | 1,263 | - | +208 |
| Total Income Taxes | 144 | 246 | 369 | 367 | 191 | 334 | 445 | - | +75 |
| **Net Profit** | **280** | **452** | **684** | **888** | **339** | **608** | **818** | **-** | **+133** |
| Sales YoY | +12.3% | +17.1% | +18.2% | +18.4% | +15.3% | +13.8% | +12.4% | - | - |
| Operating Profit YoY | - | - | - | +52.7% | +3.3% | +13.4% | +8.2% | - | - |
| Recurring Profit YoY | - | - | - | +51.5% | +5.3% | +15.0% | +10.4% | - | - |
| Net Profit YoY | - | - | - | +40.2% | +21.2% | +34.5% | +19.5% | - | - |
| Gross Profit Margin | 64.8% | 63.7% | 63.3% | 62.0% | 63.9% | 63.5% | 62.3% | - | (1.0%) |
| SG&A Ratio | 37.0% | 40.8% | 41.5% | 42.7% | 39.0% | 40.6% | 41.2% | - | (0.2%) |
| Operating Profit Margin | 27.8% | 22.9% | 21.9% | 19.3% | 24.9% | 22.8% | 21.1% | - | (0.8%) |
| Recurring Profit Margin | 27.8% | 22.9% | 21.8% | 19.2% | 25.3% | 23.2% | 21.4% | - | (0.4%) |
| Net Profit Margin | 15.4% | 12.6% | 12.7% | 12.4% | 16.2% | 14.9% | 13.5% | - | +0.8% |
| Corporate Tax Rate | 34.1% | 35.3% | 35.1% | 29.2% | 36.0% | 35.5% | 35.2% | - | +0.2% |

| Income Statement (Million Yen) | Par.Act Q1 12/2025 | Par.Act Q2 12/2025 | Par.Act Q3 12/2025 | Par.Act Q4 12/2025 | Par.Act Q1 12/2026 | Par.Act Q2 12/2026 | Par.Act Q3 12/2026 | Par.Act Q4 12/2026 | YoY Net Chg. |
|---|---|---|---|---|---|---|---|---|---|
| **Sales** | **1,814** | **1,769** | **1,811** | **1,796** | **2,092** | **1,984** | **1,984** | **-** | **+173** |
| Cost of Sales | 639 | 662 | 675 | 753 | 756 | 733 | 796 | - | +120 |
| Gross Profit | 1,175 | 1,106 | 1,135 | 1,042 | 1,336 | 1,251 | 1,188 | - | +53 |
| SG&A Expenses | 671 | 789 | 776 | 832 | 816 | 840 | 842 | - | +66 |
| **Operating Profit** | **503** | **317** | **359** | **210** | **520** | **411** | **345** | **-** | **(13)** |
| Non-Operating Balance | 0 | (0) | (4) | (8) | 10 | 2 | 8 | - | +12 |
| **Recurring Profit** | **503** | **316** | **354** | **201** | **530** | **413** | **354** | **-** | **(0)** |
| Extraordinary Income / Loss | (79) | (42) | 0 | (0) | - | - | (34) | - | (34) |
| Profit Before Income Taxes | 424 | 274 | 354 | 201 | 530 | 413 | 319 | - | (35) |
| Total Income Taxes | 144 | 102 | 122 | (2) | 191 | 143 | 110 | - | (12) |
| **Quarterly Profit** | **280** | **172** | **232** | **204** | **339** | **269** | **209** | **-** | **(23)** |
| Sales YoY | +12.3% | +22.5% | +20.5% | +18.9% | +15.3% | +12.2% | +9.6% | - | - |
| Operating Profit YoY | - | - | - | - | +3.3% | +29.5% | (3.7%) | - | - |
| Recurring Profit YoY | - | - | - | - | +5.3% | +30.5% | (0.3%) | - | - |
| Quarterly Profit YoY | - | - | - | - | +21.2% | +56.2% | (9.9%) | - | - |
| Gross Profit Margin | 64.8% | 62.5% | 62.7% | 58.1% | 63.9% | 63.1% | 59.9% | - | (2.8%) |
| SG&A Ratio | 37.0% | 44.6% | 42.9% | 46.4% | 39.0% | 42.3% | 42.5% | - | (0.4%) |
| Operating Profit Margin | 27.8% | 17.9% | 19.8% | 11.7% | 24.9% | 20.7% | 17.4% | - | (2.4%) |
| Recurring Profit Margin | 27.8% | 17.9% | 19.6% | 11.2% | 25.3% | 20.8% | 17.8% | - | (1.8%) |
| Quarterly Profit Margin | 15.4% | 9.8% | 12.8% | 11.4% | 16.2% | 13.6% | 10.5% | - | (2.3%) |
| Corporate Tax Rate | 34.1% | 37.2% | 34.6% | - | 36.0% | 34.8% | 34.5% | - | (0.1%) |

Source: Company data; calculations by WRJ

## Sales by Service (Cumulative / Quarterly)

| Sales by Service | Par.Act Q1 | Par.Act Q1 to Q2 | Par.Act Q1 to Q3 | Par.Act Q1 to Q4 | Par.Act Q1 | Par.Act Q1 to Q2 | Par.Act Q1 to Q3 | Par.Act Q1 to Q4 | YoY |
|---|---|---|---|---|---|---|---|---|---|
| (Million Yen) | 12/2025 | 12/2025 | 12/2025 | 12/2025 | 12/2026 | 12/2026 | 12/2026 | 12/2026 | Net Chg. |
| (Recurring Revenue) | 1,143 | 2,356 | 3,621 | 4,959 | 1,397 | 2,870 | 4,382 | - | +760 |
| (Non-Recurring Revenue) | 364 | 623 | 886 | 1,063 | 366 | 621 | 835 | - | (51) |
| **Sonar Services** | **1,507** | **2,980** | **4,508** | **6,023** | **1,764** | **3,492** | **5,218** | **-** | **+709** |
| (Recurring Revenue) | 216 | 434 | 652 | 875 | 204 | 389 | 567 | - | (85) |
| (Non-Recurring Revenue) | 90 | 169 | 234 | 292 | 123 | 195 | 276 | - | +41 |
| **Other** | **306** | **603** | **886** | **1,168** | **328** | **584** | **843** | **-** | **(43)** |
| **Sales** | **1,814** | **3,584** | **5,395** | **7,191** | **2,092** | **4,077** | **6,062** | **-** | **+666** |
| (Recurring Revenue) | +23.2% | +22.7% | +22.5% | +22.7% | +22.2% | +21.8% | +21.0% | - | - |
| (Non-Recurring Revenue) | (6.4%) | +4.4% | +8.4% | +8.3% | +0.7% | (0.2%) | (5.8%) | - | - |
| **Sonar Services** | **+14.5%** | **+18.4%** | **+19.5%** | **+19.9%** | **+17.0%** | **+17.2%** | **+15.7%** | **-** | **-** |
| (Recurring Revenue) | +23.8% | +23.0% | +19.1% | +16.4% | (5.4%) | (10.4%) | (13.1%) | - | - |
| (Non-Recurring Revenue) | (26.1%) | (8.8%) | (0.2%) | (1.6%) | +37.0% | +15.2% | +17.7% | - | - |
| **Other** | **+3.3%** | **+12.0%** | **+13.3%** | **+11.3%** | **+7.0%** | **(3.2%)** | **(5.0%)** | **-** | **-** |
| **Sales (YoY)** | **+12.3%** | **+17.1%** | **+18.2%** | **+18.4%** | **+15.3%** | **+13.8%** | **+12.4%** | **-** | **-** |
| (Recurring Revenue) | 63.0% | 65.8% | 67.1% | 69.0% | 66.8% | 70.4% | 72.3% | - | - |
| (Non-Recurring Revenue) | 20.1% | 17.4% | 16.4% | 14.8% | 17.5% | 15.3% | 13.8% | - | - |
| **Sonar Services** | **83.1%** | **83.2%** | **83.6%** | **83.8%** | **84.3%** | **85.7%** | **86.1%** | **-** | **-** |
| (Recurring Revenue) | 11.9% | 12.1% | 12.1% | 12.2% | 9.8% | 9.5% | 9.4% | - | - |
| (Non-Recurring Revenue) | 5.0% | 4.7% | 4.3% | 4.1% | 5.9% | 4.8% | 4.6% | - | - |
| **Other** | **16.9%** | **16.8%** | **16.4%** | **16.2%** | **15.7%** | **14.3%** | **13.9%** | **-** | **-** |
| **Sales (composition ratio)** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **-** | **-** |

| Sales by Service | Par.Act Q1 | Par.Act Q2 | Par.Act Q3 | Par.Act Q4 | Par.Act Q1 | Par.Act Q2 | Par.Act Q3 | Par.Act Q4 | YoY |
|---|---|---|---|---|---|---|---|---|---|
| (Million Yen) | 12/2025 | 12/2025 | 12/2025 | 12/2025 | 12/2026 | 12/2026 | 12/2026 | 12/2026 | Net Chg. |
| (Recurring Revenue) | 1,143 | 1,213 | 1,264 | 1,337 | 1,397 | 1,473 | 1,511 | - | +246 |
| (Non-Recurring Revenue) | 364 | 259 | 263 | 177 | 366 | 255 | 213 | - | (50) |
| **Sonar Services** | **1,507** | **1,472** | **1,528** | **1,514** | **1,764** | **1,728** | **1,724** | **-** | **+195** |
| (Recurring Revenue) | 216 | 217 | 218 | 223 | 204 | 184 | 178 | - | (40) |
| (Non-Recurring Revenue) | 90 | 79 | 64 | 58 | 123 | 71 | 80 | - | +15 |
| **Other** | **306** | **296** | **283** | **281** | **328** | **256** | **258** | **-** | **(25)** |
| **Sales** | **1,814** | **1,769** | **1,811** | **1,796** | **2,092** | **1,984** | **1,984** | **-** | **+172** |
| (Recurring Revenue) | +23.2% | +22.2% | +22.2% | +23.3% | +22.2% | +21.4% | +19.4% | - | - |
| (Non-Recurring Revenue) | (6.4%) | +24.6% | +19.2% | +10.1% | +0.7% | (1.5%) | (19.1%) | - | - |
| **Sonar Services** | **+14.5%** | **+22.6%** | **+21.7%** | **+21.6%** | **+17.0%** | **+17.4%** | **+12.8%** | **-** | **-** |
| (Recurring Revenue) | +23.8% | +22.2% | +11.9% | +10.5% | (5.4%) | (15.3%) | (18.4%) | - | - |
| (Non-Recurring Revenue) | (26.1%) | +24.2% | +32.4% | (3.2%) | +37.0% | (9.5%) | +23.3% | - | - |
| **Other** | **+3.3%** | **+22.7%** | **+16.0%** | **+7.4%** | **+7.0%** | **(13.7%)** | **(8.9%)** | **-** | **-** |
| **Sales (YoY)** | **+12.3%** | **+22.5%** | **+20.5%** | **+18.9%** | **+15.3%** | **+12.2%** | **+9.6%** | **-** | **-** |
| (Recurring Revenue) | 63.0% | 68.6% | 69.8% | 74.5% | 66.8% | 74.2% | 76.2% | - | - |
| (Non-Recurring Revenue) | 20.1% | 14.6% | 14.5% | 9.9% | 17.5% | 12.9% | 10.7% | - | - |
| **Sonar Services** | **83.1%** | **83.2%** | **84.4%** | **84.3%** | **84.3%** | **87.1%** | **86.9%** | **-** | **-** |
| (Recurring Revenue) | 11.9% | 12.3% | 12.0% | 12.4% | 9.8% | 9.3% | 9.0% | - | - |
| (Non-Recurring Revenue) | 5.0% | 4.5% | 3.6% | 3.2% | 5.9% | 3.6% | 4.0% | - | - |
| **Other** | **16.9%** | **16.8%** | **15.6%** | **15.7%** | **15.7%** | **12.9%** | **13.0%** | **-** | **-** |
| **Sales (composition ratio)** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **100.0%** | **-** | **-** |

Source: Company data; calculations by WRJ

## Balance Sheet (Quarterly)

| Balance Sheet | Par.Act Q1 | Par.Act Q2 | Par.Act Q3 | Par.Act Q4 | Par.Act Q1 | Par.Act Q2 | Par.Act Q3 | Par.Act Q4 | YoY |
|---|---|---|---|---|---|---|---|---|---|
| (Million Yen) | 12/2025 | 12/2025 | 12/2025 | 12/2025 | 12/2026 | 12/2026 | 12/2026 | 12/2026 | Net Chg. |
| Cash and Deposits | - | 4,057 | 3,623 | 4,604 | 4,302 | 5,834 | 5,505 | - | +1,882 |
| Accounts Receivable – Trade | - | 505 | 527 | 417 | 614 | 499 | 466 | - | (61) |
| Work in Process | - | 11 | 12 | 11 | 11 | 12 | 11 | - | (0) |
| Supplies | - | 8 | 7 | 5 | 7 | 6 | 5 | - | (2) |
| Other | - | 263 | 327 | 342 | 304 | 354 | 461 | - | +133 |
| **Current Assets** | **-** | **4,845** | **4,499** | **5,382** | **5,240** | **6,707** | **6,450** | **-** | **+1,951** |
| Property, Plant and Equipment | - | 331 | 280 | 269 | 248 | 218 | 173 | - | (106) |
| Intangible Assets | - | 330 | 332 | 336 | 365 | 371 | 383 | - | +51 |
| Investments and Other Assets | - | 896 | 1,305 | 1,341 | 1,531 | 1,578 | 1,595 | - | +290 |
| **Non-Current Assets** | **-** | **1,558** | **1,918** | **1,947** | **2,145** | **2,167** | **2,152** | **-** | **+234** |
| **Total Assets** | **-** | **6,404** | **6,417** | **7,330** | **7,385** | **8,875** | **8,603** | **-** | **+2,185** |
| Accounts Payable – Trade | - | 209 | 224 | 285 | 274 | 244 | 254 | - | +29 |
| Short-Term Borrowings | - | 145 | 145 | 145 | 145 | 145 | 145 | - | 0 |
| Current Portion of Bonds Payable | - | 20 | 20 | 20 | 20 | 20 | 20 | - | 0 |
| Current Portion of Long-Term Borrowings | - | 79 | 80 | 111 | 90 | 70 | 50 | - | (30) |
| Unearned Revenue | - | 1,754 | 1,459 | 1,224 | 1,194 | 2,220 | 1,842 | - | +382 |
| Other | - | 672 | 761 | 855 | 645 | 786 | 701 | - | (59) |
| **Current Liabilities** | **-** | **2,880** | **2,690** | **2,642** | **2,369** | **3,486** | **3,013** | **-** | **+322** |
| Bonds Payable | - | 80 | 70 | 70 | 60 | 60 | 50 | - | (20) |
| Long-Term Borrowings | - | 20 | - | - | - | - | - | - | - |
| Other | - | 312 | 313 | 339 | 341 | 342 | 344 | - | +31 |
| **Non-Current Liabilities** | **-** | **412** | **383** | **409** | **401** | **402** | **394** | **-** | **+11** |
| **Total Liabilities** | **-** | **3,293** | **3,073** | **3,052** | **2,770** | **3,888** | **3,408** | **-** | **+334** |
| **Shareholders' Equity** | **-** | **3,111** | **3,343** | **4,278** | **4,617** | **4,989** | **5,198** | **-** | **+1,855** |
| Other | - | - | - | - | (2) | (2) | (3) | - | (3) |
| **Net Assets** | **-** | **3,111** | **3,343** | **4,278** | **4,615** | **4,986** | **5,195** | **-** | **+1,851** |
| **Total Liabilities and Net Assets** | **-** | **6,404** | **6,417** | **7,330** | **7,385** | **8,875** | **8,603** | **-** | **+2,185** |
| Equity Capital | - | 3,111 | 3,343 | 4,278 | 4,615 | 4,986 | 5,195 | - | +1,852 |
| Interest-Bearing Debt | - | 345 | 315 | 346 | 315 | 295 | 265 | - | (50) |
| Net Debt | - | (3,712) | (3,308) | (4,257) | (3,987) | (5,539) | (5,240) | - | (1,932) |
| Equity Ratio | - | 48.6% | 52.1% | 58.4% | 62.5% | 56.2% | 60.4% | - | - |
| Net Debt-to-Equity Ratio | - | (119.3%) | (99.0%) | (99.5%) | (86.4%) | (111.1%) | (100.9%) | - | - |
| ROE (12 months) | - | - | - | 25.6% | - | 25.8% | 23.9% | - | - |
| ROA (12 months) | - | - | - | 22.4% | - | 19.6% | 20.0% | - | - |

Source: Company data; calculations by WRJ

## Cash Flow Statement (Cumulative)

| Cash Flow Statement | Par.Act Q1 | Par.Act Q1 to Q2 | Par.Act Q1 to Q3 | Par.Act Q1 to Q4 | Par.Act Q1 | Par.Act Q1 to Q2 | Par.Act Q1 to Q3 | Par.Act Q1 to Q4 | YoY |
|---|---|---|---|---|---|---|---|---|---|
| (Million Yen) | 12/2025 | 12/2025 | 12/2025 | 12/2025 | 12/2026 | 12/2026 | 12/2026 | 12/2026 | Net Chg. |
| Operating Cash Flow | - | 1,392 | - | 1,711 | - | 1,595 | - | - | - |
| Investing Cash Flow | - | (596) | - | (1,183) | - | (311) | - | - | - |
| **Operating Cash Flow + Investing Cash Flow** | **-** | **796** | **-** | **527** | **-** | **1,283** | **-** | **-** | **-** |
| Financing Cash Flow | - | 37 | - | 751 | - | (51) | - | - | - |

Source: Company data; calculations by WRJ

**Disclaimer**

The information presented herein has been compiled in report format by Walden Research Japan, which has summarized the “IR information” disclosed by the subject company from a neutral and professional standpoint. “IR information” refers specifically to: (1) the content of one-on-one interviews conducted with the Company by us, (2) briefings for institutional investors, (3) timely disclosure materials and (4) information published on the Company’s website.

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