2Q FY12/26

Business Results Briefing Material

Broadleaf Co., Ltd.

Aug 12, 2026

Contents

Consolidated (IFRS)
Amounts are rounded to the nearest unit. Amount and percentage changes are calculated based on figures before rounding.

Financial Results for the 2Q and Full-Year Forecast

Summary of Financial Results

Financial Results for the 2Q and Full-Year Forecast

- **Customer IT investment appetite remains strong, while cloud migration continues to progress steadily. First-half results exceeded the initial plan*, with revenue and operating profit exceeding the plan by 3.7% and 34.3%, respectively.**
- **In the second half, we expect to maintain the momentum of cloud migration among large and mid-sized customers. Together with price revisions in response to the economic environment and other measures, we expect to achieve our full-year earnings forecast.**

2Q FY12/26 (Interim)

- **Cloud migration is progressing steadily**
  Cloud migration for existing customers in the mobility sector progressed as planned.
  (Software service revenue: 6,682 million yen / YoY +31.6%)
- **Sales to non-mobility customers increased**
  Packaged software sales exceeded the plan.

Revenue	Operating profit
10,781 million yen (YoY +9.8%)	**1,477 million yen** (YoY +91.5%)

FY12/2026 Full Year

- **Continuing progress in cloud migration**
  Smooth migration among existing customers is expected to continue in the second half.
- **Price revision scheduled**
  (expected FY2026 revenue contribution: 160 million yen)
  In light of rising procurement and operating costs associated with service provision, monthly support fees for the ".NS Series" packaged software will be increased by an average of 21% effective September 2026.

Revenue	Operating profit
23,800 million yen (YoY change +14.3%)	**4,800 million yen** (YoY change +132.7%)

*Announced on February 12, 2026 (Revenue 10,400 million yen, Operating profit 1,100 million yen)

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For the first six months, both revenue and profit exceeded the initial forecasts.

In the mobility industry, procurement prices for lubricants, paints, and other materials have been rising due to the situation in the Middle East. However, customers have generally been able to pass these increases on to vehicle owners. As a result, customers' appetite for IT investment remains solid, with no significant change.

Against this backdrop, the transition to cloud software progressed steadily, particularly among medium-sized and large customers.

In the second half, the Company will continue transitioning customers to cloud software, primarily medium-sized and large customers, in accordance with the implementation plans established at the beginning of the fiscal year.

Meanwhile, rising prices and personnel costs have led to an upward trend in costs associated with maintaining and enhancing service quality, including IT infrastructure expenses, equipment prices, and outsourced maintenance costs.

To partially offset these higher costs, the Company will revise the monthly support fees for its package software, effective from usage in September 2026. The fee will increase by 2,000 yen per license per month, equivalent to 21%.

This price revision applies only to the ".NS Series" package software and does not apply to cloud software. Therefore, the Company does not expect the revision to delay customers' transition to cloud software.

Consolidated Results for 2Q (Interim)

Revenue and profit increased year on year, driven by customer cloud migration progressing as planned

(Millions of yen)	FY2026 Interim	FY2025 Interim	YoY Change	YoY Ratio
Revenue	**10,781**	9,819	+962	+9.8%
Cost of sales	**3,390**	3,448	-59	-1.7%
Gross profit	**7,392**	6,371	+1,021	+16.0%
SG&A expenses, etc.	**5,915**	5,600	+315	+5.6%
Operating profit	**1,477**	771	+706	+91.5%
Interim profit before tax	**1,392**	600	+793	+132.1%
Profit attributable to owners of the parent	**1,001**	417	+585	+140.3%
Basic interim earnings per share*	**5.54 yen**	2.32 yen	-	-

*A two-for-one stock split was conducted effective July 1, 2026; all figures shown are presented on a post-split basis.

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Revenue increased 9.8% year on year to 10,781 million yen.

Operating profit increased 91.5% year on year to 1,477 million yen, while profit for the period attributable to owners of the parent increased 140.3% to 1,001 million yen.

Reflecting the two-for-one stock split of the Company’s common shares effective July 1, 2026, basic earnings per share for the first six months increased from 2.32 yen in the same period of the previous year to 5.54 yen.

Sales by Service Category

Promoting migration to high-value-added cloud services as packaged system contracts expire

(Millions of yen)	FY2026 Interim	FY2025 Interim	YoY Change	YoY Ratio
Cloud services	**6,923**	5,336	+1,587	+29.7%
Software services	**6,682**	5,076	+1,606	+31.6%
Software	**5,959**	4,465	+1,494	+33.5%
Maintenance contract	**394**	295	+99	+33.4%
Initial setup	**329**	316	+14	+4.3%
Marketplace	**241**	260	-20	-7.5%
Packaged system	**2,541**	3,002	-460	-15.3%
Software sales	**844**	719	+125	+17.4%
Operation and support service	**1,698**	2,283	-585	-25.6%
Others	**1,317**	1,481	-165	-11.1%
Hardware	**989**	1,142	-153	-13.4%
Supply	**328**	340	-12	-3.5%
Total	**10,781**	9,819	+962	+9.8%
Recurring revenue*	**8,051**	7,044	+1,007	+14.3%
Recurring revenue ratio	**74.7%**	71.7%	-	-

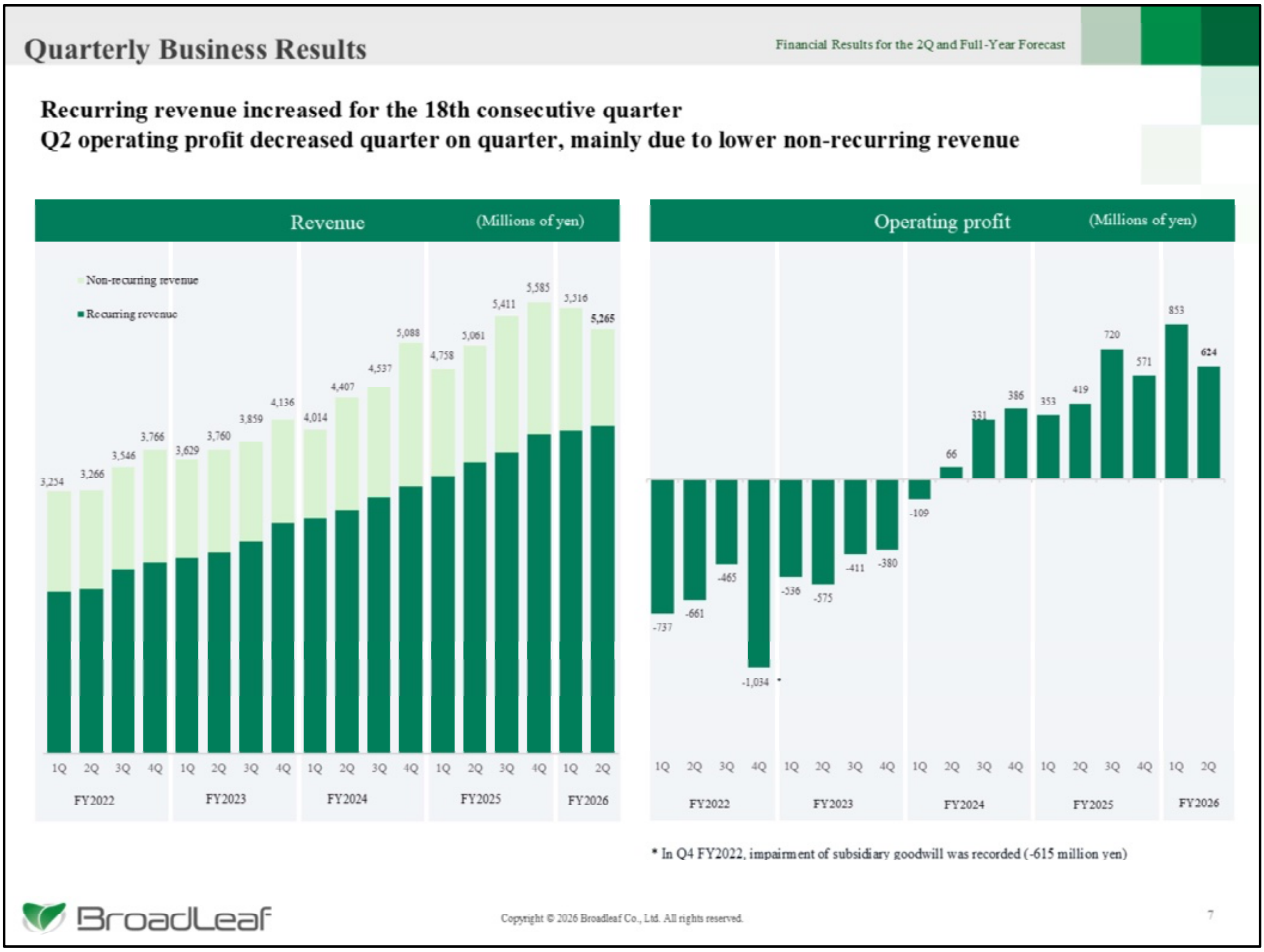
*Recurring revenue: Total of software, maintenance contract cost, and operation and support service for software services

The transition to cloud software progressed steadily among customers in the mobility industry, while sales of package software to customers in non-mobility industries increased.

As customers transitioned to cloud software, support service revenue in the Package System category decreased, while software service revenue in the Cloud Service category increased significantly.

As a result, Cloud Service revenue increased 29.7% year on year to 6,923 million yen, while Package System revenue decreased 15.3% to 2,541 million yen.

Other revenue decreased 11.1% year on year to 1,317 million yen, reflecting a pullback from the PC replacement demand recorded in the same period of the previous year.



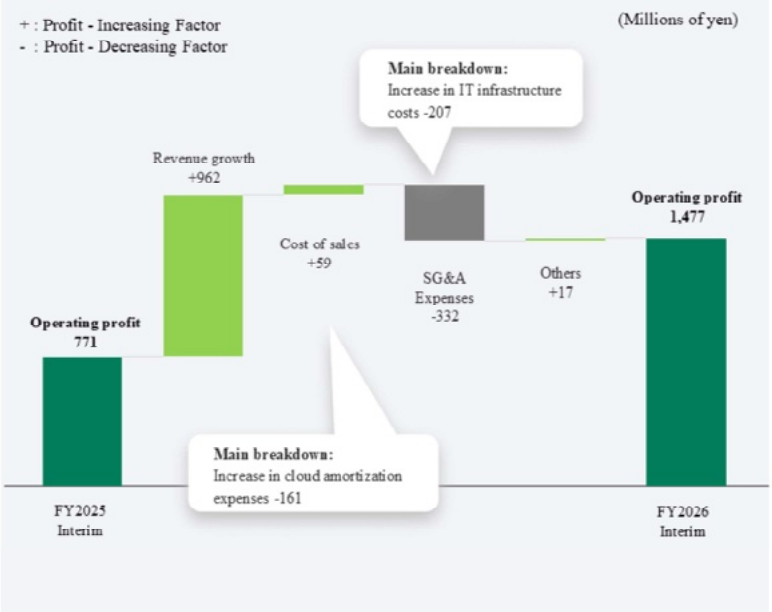
Since the Company’s full-scale transition to a subscription-based revenue model in 2022, revenue and operating profit have maintained an upward trend, despite quarterly fluctuations.

In particular, recurring revenue, primarily comprising subscription revenue, increases as the adoption of cloud software progresses. The Company therefore expects its structural revenue growth trend to continue.

Breakdown of Major Cost Changes

Continued investment in functionality and performance enhancements alongside ongoing customer cloud migration

Breakdown of Changes in Operating Profit



Cost of sales

- Cloud amortization expenses increased due to continued enhancements to cloud software functionality.
- Outsourcing costs decreased as the initial development phase of cloud software was largely completed.

SG&A Expenses

- IT infrastructure costs increased to support the provision of cloud services.
- Advertising and travel expenses increased due to enhanced service promotion and more active sales activities.

Cost of sales decreased by 59 million yen year on year.

Although amortization expenses increased due to the expansion of cloud software functionality, hardware procurement costs, mainly for PCs, decreased. Outsourced development expenses also declined as the initial development phase of the cloud software was largely completed.

Selling, general and administrative expenses increased by 332 million yen year on year.

This increase was mainly attributable to higher IT infrastructure expenses associated with providing cloud services, as well as increases in advertising and travel expenses resulting from expanded promotional and sales activities.

Balance Sheet

Continuing to invest in development to enhance the value of cloud services

(Millions of yen)	FY2026 End of 2Q	FY2025 Year-end	Change	Main change factors
Current assets	**8,125**	8,464	-339	Cash and cash equivalents -361
Non-current assets	**34,885**	32,960	+1,925	Property, plant and equipment +1,004* Intangible assets +931
Total assets	**43,010**	41,425	+1,586	-
Current liabilities	**15,480**	15,344	+135	Contract liabilities +248
Non-current liabilities	**2,384**	1,788	+596	Long-term interest-bearing debts +597
Total liabilities	**17,864**	17,132	+732	-
Total equity	**25,146**	24,293	+854	Interim profit +981 Dividends -315
Total liabilities and equity	**43,010**	41,425	+1,586	-

* Recording of right-of-use assets due to the renewal of the lease agreement for Broadleaf's head office

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Total assets at the end of the second quarter increased by 1,586 million yen from the end of the previous fiscal year to 43,010 million yen.

Although cash and cash equivalents decreased, intangible assets increased due to development investments aimed at enhancing the value of cloud services.

Property, plant and equipment also increased due to the application of IFRS 16 in connection with the renewal of the lease agreement for the Company's head office.

Total liabilities increased by 732 million yen from the end of the previous fiscal year to 17,864 million yen, mainly due to an increase in long-term interest-bearing debt.

Total equity increased by 854 million yen from the end of the previous fiscal year to 25,146 million yen, mainly due to the recognition of profit for the period.

Free cash flow turned positive, supported by revenue growth

(Millions of yen)	FY2026 Interim	FY2025 Interim	YoY Change	Main change factors
Cash flows from operating activities	**3,055**	2,126	+929	Increase in interim profit before tax +793 Decrease in trade and other receivables +327
Cash flows from investing activities	**-2,252**	-2,273	+21	Decrease in payments for acquisition of intangible assets +36
Cash flows from financing activities	**-1,164**	-556	-608	Decrease in proceeds from long-term debt -497 Increase in dividend payments -137
Free cash flow	**803**	-147	+951	-
Cash and cash equivalents at the end of the interim period	**3,761**	3,622	+139	-

Net cash provided by operating activities increased by 929 million yen year on year to 3,055 million yen.

This reflected the steady growth in both revenue and profit.

Cash flows from investing activities decreased by 21 million yen year on year, resulting in net cash used of 2,252 million yen.

The Company continued to invest in enhancing the value of its cloud services, with the level of investment remaining broadly unchanged from the same period of the previous year.

Net cash used in financing activities amounted to 1,164 million yen, mainly due to lower proceeds from long-term borrowings and dividend payments.

Forecast of full-year consolidated results

Reflecting first-half revenue performance and cost trends, operating profit is expected to reach a record high

(Millions of yen)	FY2026 Full-year Current forecast	FY2026 Full-year Previous forecast[*1]	Revision	FY2025 Full-year	YoY Change	YoY Ratio
Revenue	**23,800**	23,500	+300	20,815	+2,985	+14.3%
Cost of sales	**7,300**	7,000	+300	7,296	+4	+0.1%
Gross profit	**16,500**	16,500	±0	13,520	+2,980	+22.0%
SG&A expenses, etc.	**11,700**	11,700	±0	11,457	+243	+2.1%
Operating profit	**4,800**	4,800	±0	2,063	+2,737	+132.7%
Profit before tax	**4,750**	4,750	±0	1,854	+2,896	+156.2%
Profit attributable to owners of the parent	**3,200**	3,200	±0	1,240	+1,960	+158.0%
Basic earnings per share[*2]	**17.68 yen**	17.68 yen	-	6.90 yen	-	-

*1 Announced on February 12, 2026 (Forecasts for cost of sales and SG&A expenses were revised on May 13, 2026)
*2 A two-for-one stock split was conducted effective July 1, 2026; all figures shown are presented on a post-split basis.

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The Company forecasts revenue of 23.8 billion yen, up 14.3% year on year, and operating profit of 4.8 billion yen, up 132.7%.

Operating profit is expected to reach a record high since the Company's founding.

Profit attributable to owners of the parent is forecast to increase 158.0% year on year to 3.2 billion yen, with basic earnings per share of 17.68 yen.

Under the Medium-Term Management Plan formulated in 2022, achieving record-high operating profit in 2026 is positioned as one of the key milestones.

(Supplementary) 1H Progress and 2H Outlook

Financial Results for the 2Q and Full-Year Forecast

Cloud migration progressed as planned in the first half, with both revenue and profit exceeding forecasts
We expect to achieve the full-year forecast by continuing to drive cloud migration as planned in the second half

(Millions of yen)	FY2026 1H Actual results	FY2026 1H Forecast*1	FY2026 Full-year forecast*2	Progress rate*3 (Reference)	FY2026 2H Forecast*4	Change vs. 1H Actual results*5
Revenue	**10,781**	10,400	23,800	45.3%	13,019	+20.8%
Cloud services	**6,923**	6,950	15,600	44.4%	8,677	+25.3%
Packaged system	**2,541**	2,350	5,000	50.8%	2,459	-3.2%
Others	**1,317**	1,100	3,200	41.2%	1,883	+43.0%
Operating profit	**1,477**	1,100	4,800	30.8%	3,323	+125.0%
Profit attributable to owners of the parent	**1,001**	700	3,200	31.3%	2,199	+119.7%

Revenue

- With the addition of functionality for large automotive repair businesses and auto parts dealers, deployments to large customers are expected to increase in the second half.
- Cloud migration will proceed in stages in line with each customer's scheduled go-live date, with the necessary implementation resources already secured.
- At present, no significant factors have emerged that would affect the cloud migration plan for the second half.
- As first-half results exceeded forecasts, the contribution required from the second half to achieve the full-year forecast is lower than assumed in May.

Cost

- No significant deviations from the cost plan are expected.

(The second-half cost outlook has been updated based on first-half actual results.)

*1 Announced on May 13, 2026
*2 Announced on August 12, 2026
*3 Progress against the full-year forecast is for reference only; progress in cloud migration is key to assessing whether the full-year forecast can be achieved
*4 2H forecast = Full-year forecast - 1H actual results
*5 Change vs. 1H Actual results = (2H Forecast − 1H Actual results) ÷ 1H Actual results

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At the beginning of the fiscal year, the Company established the implementation timing, license type, and number of licenses for each customer using package software.

The revenue forecast was calculated by aggregating these customer-specific implementation plans. Accordingly, the forecast is weighted toward the second half, when the proportion of medium-sized and large customers will increase and implementation efficiency is expected to improve.

Achieving the full-year revenue forecast depends on transitioning customers to cloud software in accordance with the implementation plans established at the beginning of the fiscal year. Progress through the first six months was in line with these plans.

The Company has secured the resources required for implementation in the second half, and no external risks that could disrupt the implementation plans have materialized at this time.

Costs are also being appropriately controlled within the initial plan.

Although progress against the full-year forecast may appear low at the end of the first six months, it is consistent with the second-half-weighted plan. As first-half results exceeded the plan, the Company believes its confidence in achieving the full-year earnings forecast has increased.

Full-year Sales Forecast by Service Category

Software services are expected to achieve significant revenue growth as customer cloud migration progresses

(Millions of yen)	FY2026 Full-year Current forecast	FY2026 Full-year Previous forecast*	Revision	FY2025 Full-year	YoY Change	YoY Ratio
Cloud services	**15,600**	15,600	±0	11,832	+3,768	+31.8%
Software services	**15,100**	15,000	+100	11,302	+3,798	+33.6%
Marketplace	**500**	600	-100	530	-30	-5.6%
Packaged system	**5,000**	5,000	±0	5,699	-699	-12.3%
Software sales	**1,600**	1,800	-200	1,441	+159	+11.0%
Operation and support service	**3,400**	3,200	+200	4,258	-858	-20.1%
Others	**3,200**	2,900	+300	3,285	-85	-2.6%
Hardware	**2,600**	2,300	+300	2,613	-13	-0.5%
Supply	**600**	600	±0	672	-72	-10.7%
Total	**23,800**	23,500	+300	20,815	+2,985	+14.3%

* Announced on May 13, 2026

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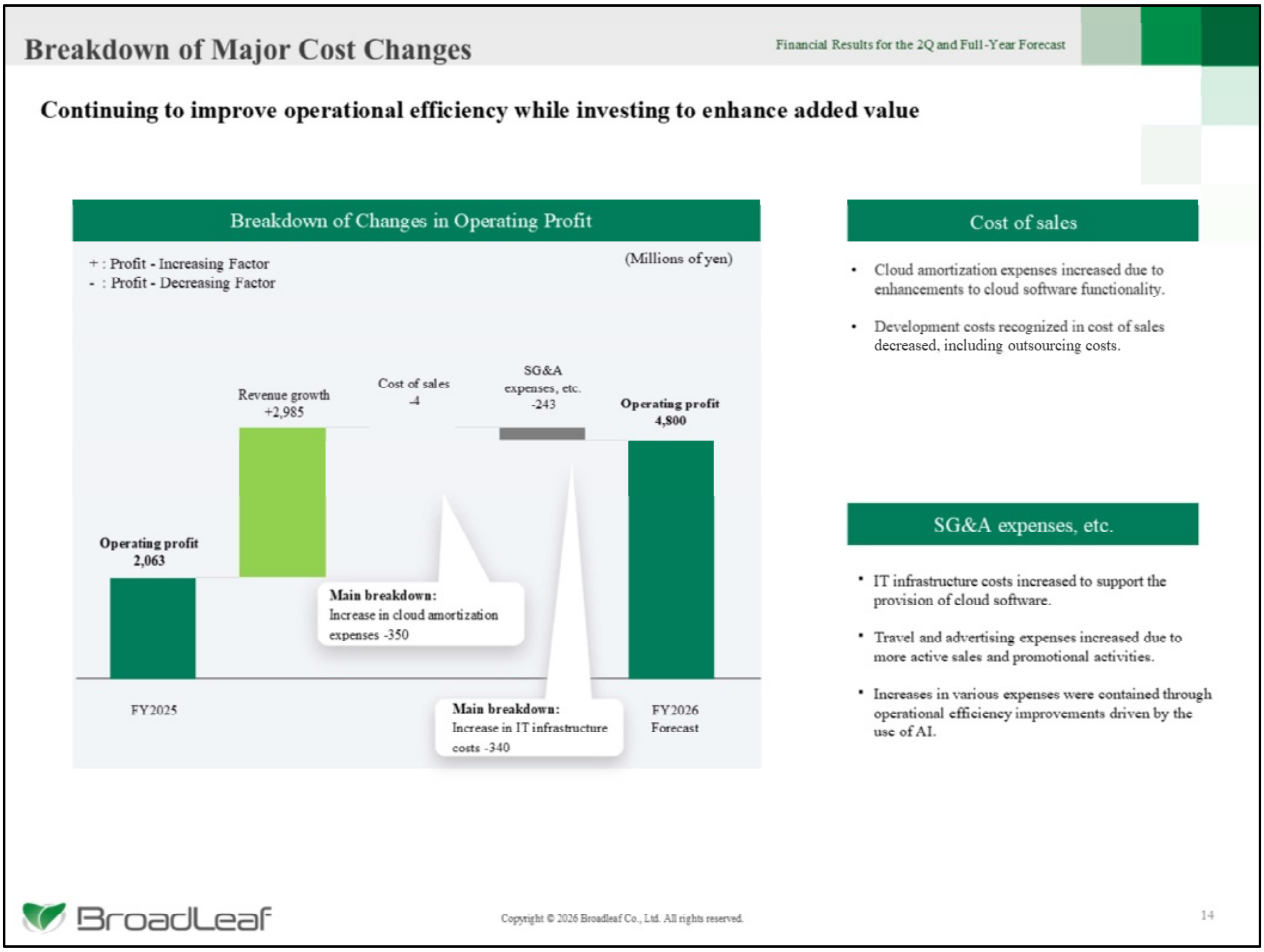
The additional revenue from the revision of support fees for package software will be reflected mainly in support service revenue by service category, with a portion included in software service revenue.

The Company revised its revenue forecasts by service category based on results through the first six months and the outlook for the second half.

Cloud Service revenue is forecast to increase 31.8% year on year to 15.6 billion yen.

Package System revenue is forecast to decrease 12.3% year on year to 5.0 billion yen as customers continue transitioning to cloud software.

Other revenue is forecast to decrease 2.6% year on year to 3.2 billion yen, as the pullback from the PC replacement demand recorded in the second half of the previous fiscal year is expected to be limited.



Although amortization expenses are expected to increase due to the expansion of cloud software functionality, outsourced development expenses are expected to decrease. As a result, cost of sales is forecast to remain at approximately the same level as the previous fiscal year.

IT infrastructure expenses associated with providing cloud services are expected to increase, along with travel and other expenses due to the further expansion of sales activities.

In parallel, the Company will continue initiatives to improve operational efficiency and optimize costs.

As a result, selling, general and administrative expenses, including other operating income and expenses, are expected to increase by 243 million yen year on year.

Dividend Forecast

Dividend policy will be reviewed as appropriate, taking into account a range of factors, including share liquidity

Dividend per Share*

	FY2026 Actual results	FY2026 Forecast	FY2025
Interim dividends	**7.50 yen**	-	2.50 yen
Year-end dividends	-	4.00 yen **(8.00 yen)**	3.50 yen
Annual dividend	-	- **(15.50 yen)**	6.00 yen
Dividend Payout Ratio	-	43.8%	43.5%

Dividend Policy

[Basic Policy]

The Company regards shareholder returns as a key management priority and targets a consolidated dividend payout ratio of 40% or higher.

To enhance shareholder value, the Company will flexibly consider shareholder return measures, taking into account a range of factors, including share liquidity.

[Supplementary Information]

From FY12/2027 onward, the Company plans to formulate its capital policy in conjunction with the development of new growth strategies for the AI era.

*A two-for-one stock split was conducted effective July 1, 2026
The year-end dividend forecast of 4.00 yen per share for FY12/2026 is stated on a post-split basis, while the amount in parentheses is presented on a pre-split basis.
The annual dividend forecast for FY12/2026 is 15.50 yen per share on a pre-split basis, consisting of the interim dividend of 7.50 yen per share and the year-end dividend forecast of 4.00 yen per share, equivalent to 8.00 yen per share on a pre-split basis.
This represents an increase of 9.50 yen per share from the annual dividend of 6.00 yen per share for FY12/2025.

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The interim dividend was set at 7.50 yen per share on a pre-stock-split basis.

The year-end dividend is forecast to be 4.00 yen per share on a post-stock-split basis, equivalent to 8.00 yen per share on a pre-stock-split basis.

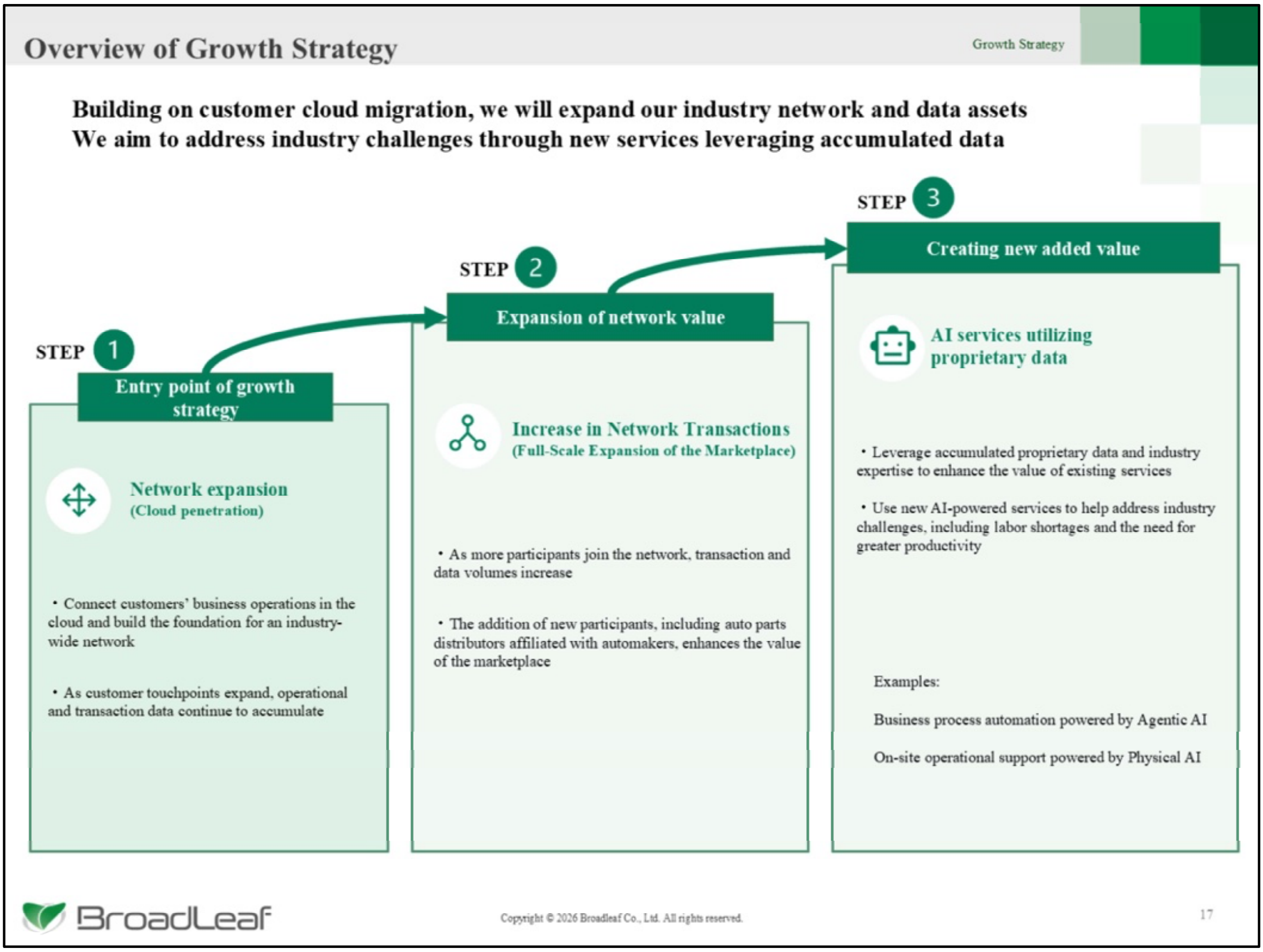
Accordingly, the annual dividend is expected to be 15.50 yen per share on a pre-stock-split basis, representing an increase of 9.50 yen from the annual dividend of 6.00 yen for the fiscal year ended December 31, 2025. The consolidated dividend payout ratio is forecast to be 43.8%.

The Company will continue implementing dividend policies aimed at enhancing shareholder value, based on a comprehensive assessment that includes share liquidity and other relevant factors.

Over the medium to long term, the Company will also optimize its capital policy while developing new growth strategies for the AI era.

The Company plans to announce the details of its growth strategy after further consideration.

Growth Strategy



The Company positions itself not merely as a SaaS company or AI vendor, but as a digital infrastructure provider for the automotive aftermarket in the Physical AI era.

The Company has accumulated expertise in automotive maintenance and repair, together with proprietary and highly confidential data, giving it competitive advantages that are difficult for other companies to replicate.

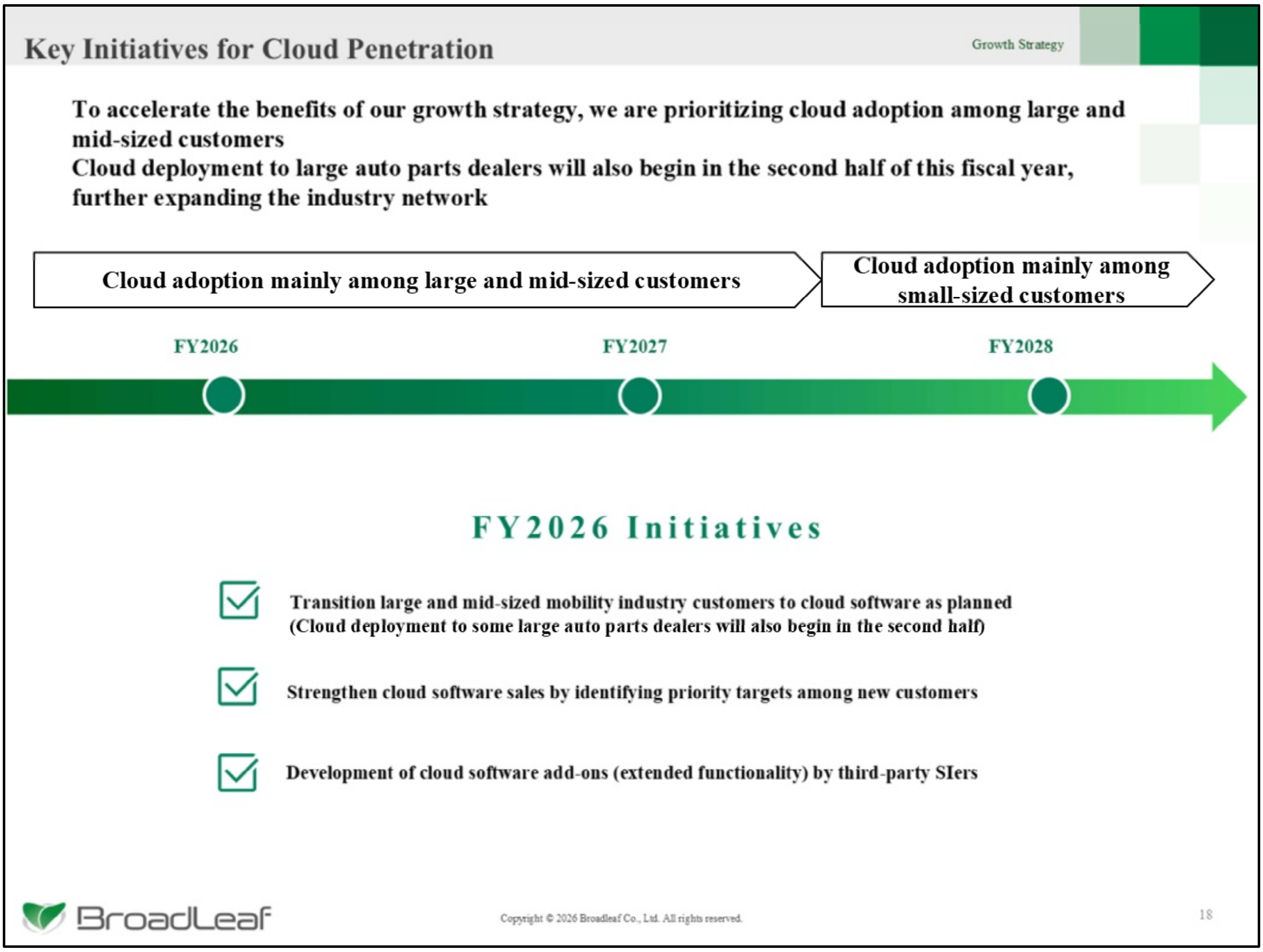
As the first step of its growth strategy, the Company is promoting cloud penetration among customers by transitioning its software to the cloud.

The objective of cloud penetration is to build a network that connects not only customers with one another, but also other relevant participants, including third parties such as system integrators and financial institutions.

In the second step, the Company will increase data transactions across this network and accelerate the accumulation of data within its software and platforms.

In the third step, the Company will use the accumulated data as a foundation for expanding its services into new and existing areas.

Under the Medium-Term Management Plan, the Company is pursuing cloud penetration, the first step of its growth strategy, as a key initiative.



During the current and following fiscal years, the Company will prioritize transitioning medium-sized and large customers to the cloud.

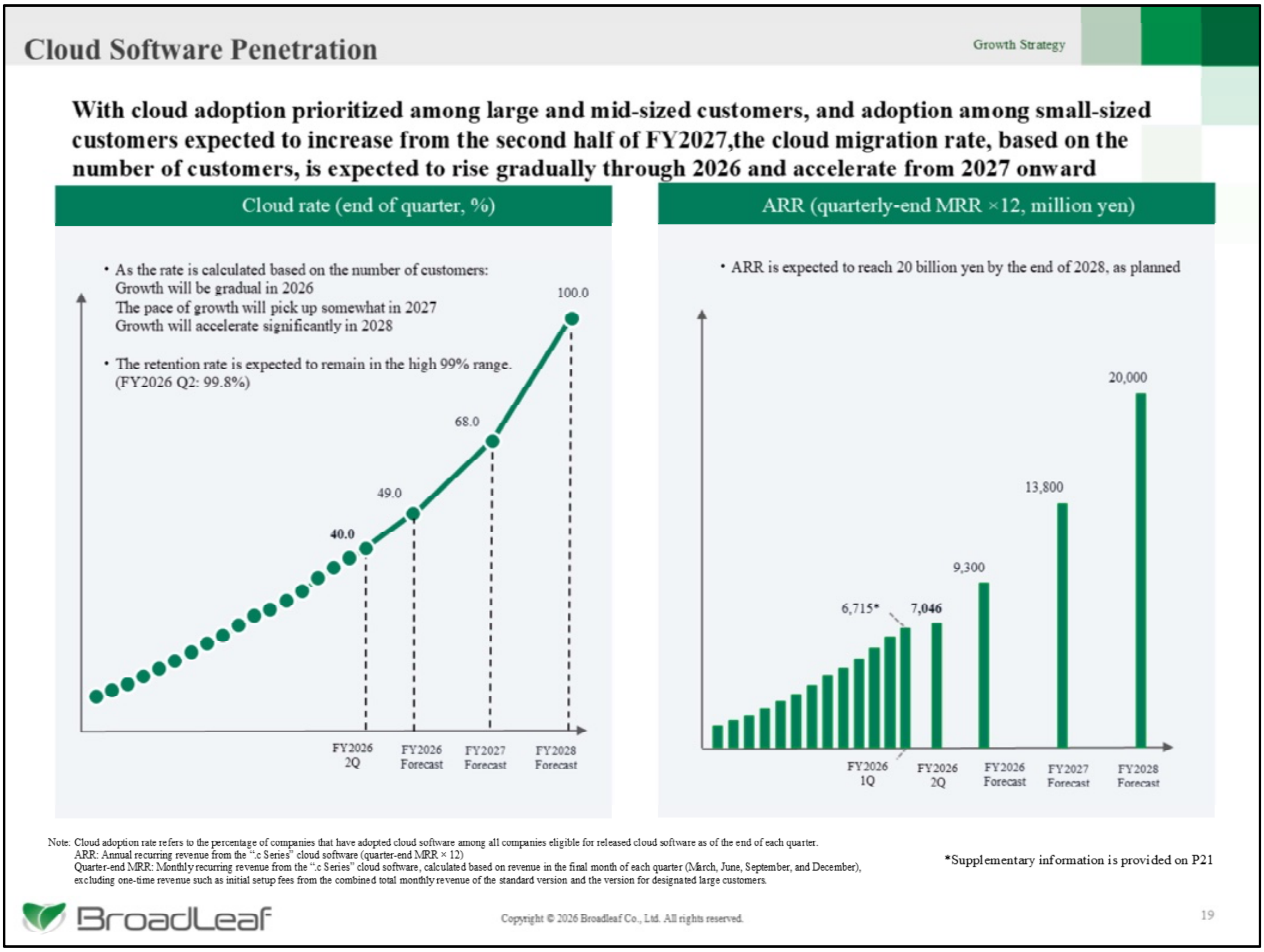
These customers handle large volumes of vehicles. Prioritizing their transition is therefore intended not only to promote the efficient adoption of cloud software, but also to accelerate growth in transactions on the Company's automotive parts marketplace at an early stage.

While the number of vehicles owned in Japan remains high and vehicle maintenance and inspection work is becoming increasingly complex, labor shortages and a lack of successors are driving industry consolidation. As a result, both businesses and vehicle service demand are increasingly concentrated among larger companies.

Against this backdrop, the implementation of cloud software for several large parts distributors scheduled to transition from the second half is particularly important. The Company will work with third-party system integrators to proceed with these implementations as planned.

From the second half of the following fiscal year, the Company will focus on transitioning small businesses to the cloud. These customers can generally implement cloud software within a short period by using automated migration tools.

Accordingly, the number of customers using cloud software is expected to increase significantly from the second half of the following fiscal year.

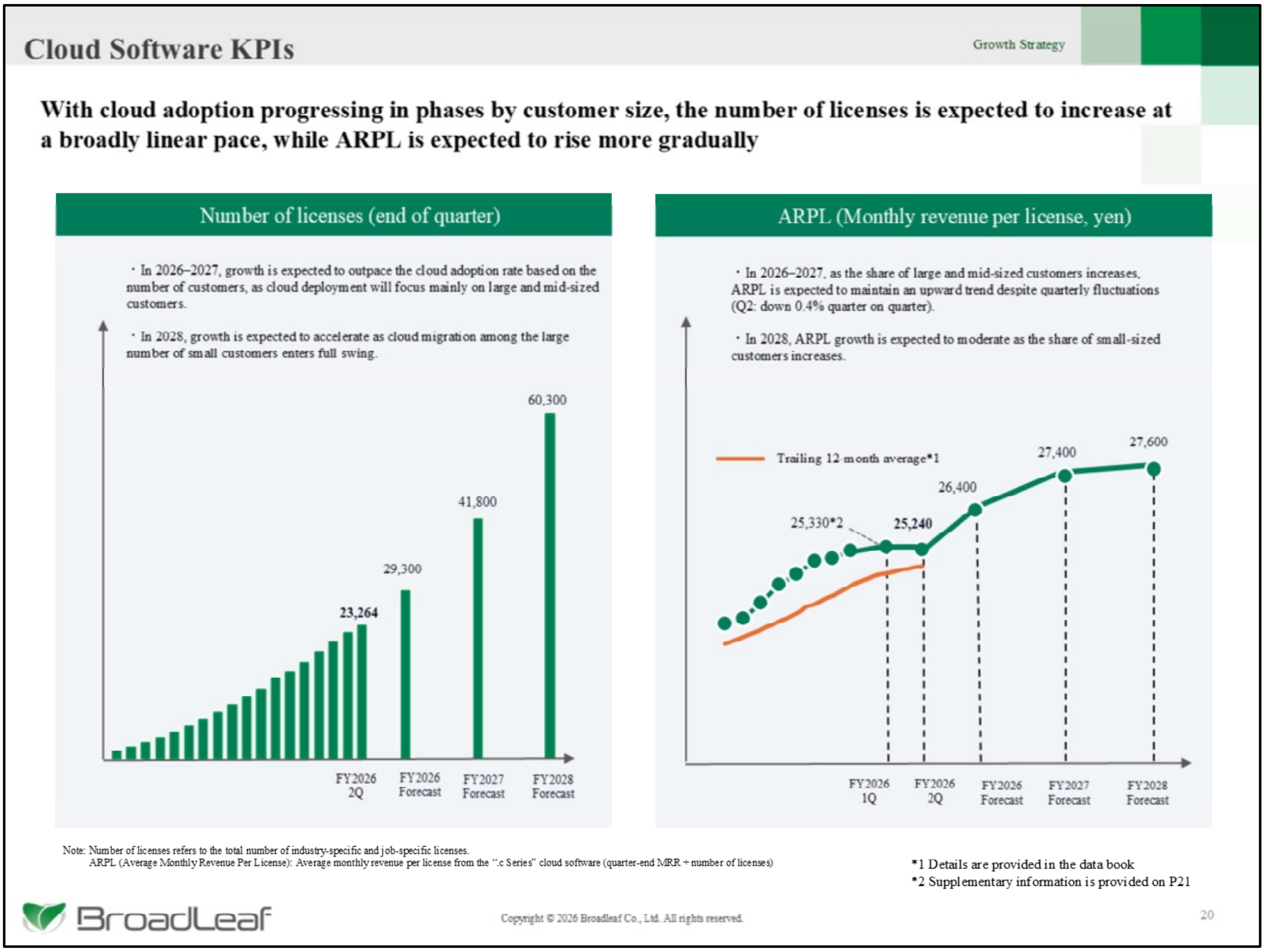


The cloud adoption rate, representing the percentage of cloud software customers by company among all software customers in the mobility industry, currently stands at 40%.

The Company plans to prioritize the transition of medium-sized and large customers before beginning full-scale implementation for small businesses. Accordingly, the cloud adoption rate is expected to increase rapidly from 2027 onward.

The Company expects to achieve a cloud adoption rate of 100% and ARR of 20.0 billion yen by the end of 2028.

ARR is determined by the number of licenses and average monthly revenue per license.



The number of licenses stood at 23,264 at the end of the second quarter and is expected to increase to 60,300 by the end of 2028.ARPL, which represents average monthly revenue per license, was 25,240 yen.

The Company continues to enhance the value of its cloud software through additional functionality and performance improvements, increasing the proportion of higher-priced license plans.

Against this backdrop, more customers are selecting higher-value plans, contributing to the upward trend in ARPL.

In the second quarter, ARPL temporarily declined as implementations for small businesses increased in June.

As ARPL fluctuates from month to month, the chart also presents the trailing 12-month average to make the medium- to long-term trend easier to understand.

The Company adjusted and refined the first-quarter ARPL figure disclosed in May 2026 to improve its accuracy.

(Supplement) MRR and ARPL Adjustments

Growth Strategy

March MRR was adjusted to exclude the impact of lump-sum revenue from third-party system integrators that develop add-ons*

	March 2026 (Q1 final month) (As published on May 13)	March 2026 (Q1 final month) (Adjusted figure announced on August 12)
MRR	576 million yen	560 million yen
ARR	6,907 million yen	6,715 million yen
Number of licenses	22,090	22,090
ARPL	26,058 yen	25,330 yen

MRR includes usage fees for third-party offerings; however, March MRR also included revenue recognized on a lump-sum basis.
Excluding the 16 million yen in lump-sum revenue, ARPL was adjusted to 25,330 yen and Q1-end ARR to 6,715 million yen.

*This adjustment reflects a refinement in the methodology used to calculate MRR and has no impact on the consolidated financial results.

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The Company’s cloud software includes service plans for third-party providers.

One such plan provides third-party system development companies, or system integrators, with a development environment for add-on programs and the infrastructure services required to operate them.

As cloud software implementations for large customers increase, demand for customer-specific functionality also grows. System integrators use this plan to develop the required add-on programs.

The Company recognizes the usage fees for this plan as Cloud Service revenue and includes them in monthly recurring revenue (MRR) when calculating ARPL.

MRR for March 2026 included third-party usage fees related to a large project for gas stations that had been recognized as revenue upfront rather than allocated over the relevant service period.

As this made first-quarter ARPL appear higher than its underlying level, the Company excluded the amount and refined the calculation methodologies for MRR, ARR, and ARPL.

This adjustment only refines the calculation methodology for these KPIs and has no impact on reported revenue or consolidated financial results.

Medium-term Sales Plan by Service Category

Growth Strategy

Note: The FY2027 and FY2028 forecasts are based on figures announced on February 12, 2026, and do not reflect the revisions to the FY2026 forecast announced on August 12, 2026. If any revisions become necessary following further review, they will be announced promptly.

(Millions of yen)	Actual results				Forecast*		
	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027	FY2028
Cloud services	2,748	5,459	8,210	11,832	15,600	20,900	26,800
Software services	2,078	4,810	7,626	11,302	15,100	19,600	24,300
Marketplace	670	649	584	530	500	1,300	2,500
Packaged system	9,230	8,021	7,450	5,699	5,000	4,500	3,300
Software sales	2,430	1,828	1,941	1,441	1,600	1,600	1,500
Operation and support service	6,800	6,194	5,508	4,258	3,400	2,900	1,800
Others	1,854	1,904	2,386	3,285	3,200	2,100	1,900
Hardware	1,108	1,156	1,689	2,613	2,600	1,500	1,300
Supply	746	749	697	672	600	600	600
Total	13,833	15,385	18,045	20,815	23,800	27,500	32,000

* FY2026 announced on August 12, 2026
FY2027 and FY2028 announced on February 12, 2026

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The financial plans for 2027 and beyond do not reflect the latest revision to the earnings forecast for the fiscal year ending December 31, 2026. The Company will therefore update these plans going forward.

In updating the plans, the Company will reflect additional initiatives already implemented, including the price revision for package software.

The Company will also consider progress toward the third step of its growth strategy: using accumulated data as a foundation to expand services into new and existing areas.

Medium-term Financial Plan

Note: The FY2027 and FY2028 forecasts are based on figures announced on February 12, 2026, and do not reflect the revisions to the FY2026 forecast announced on August 12, 2026. If any revisions become necessary following further review, they will be announced promptly.

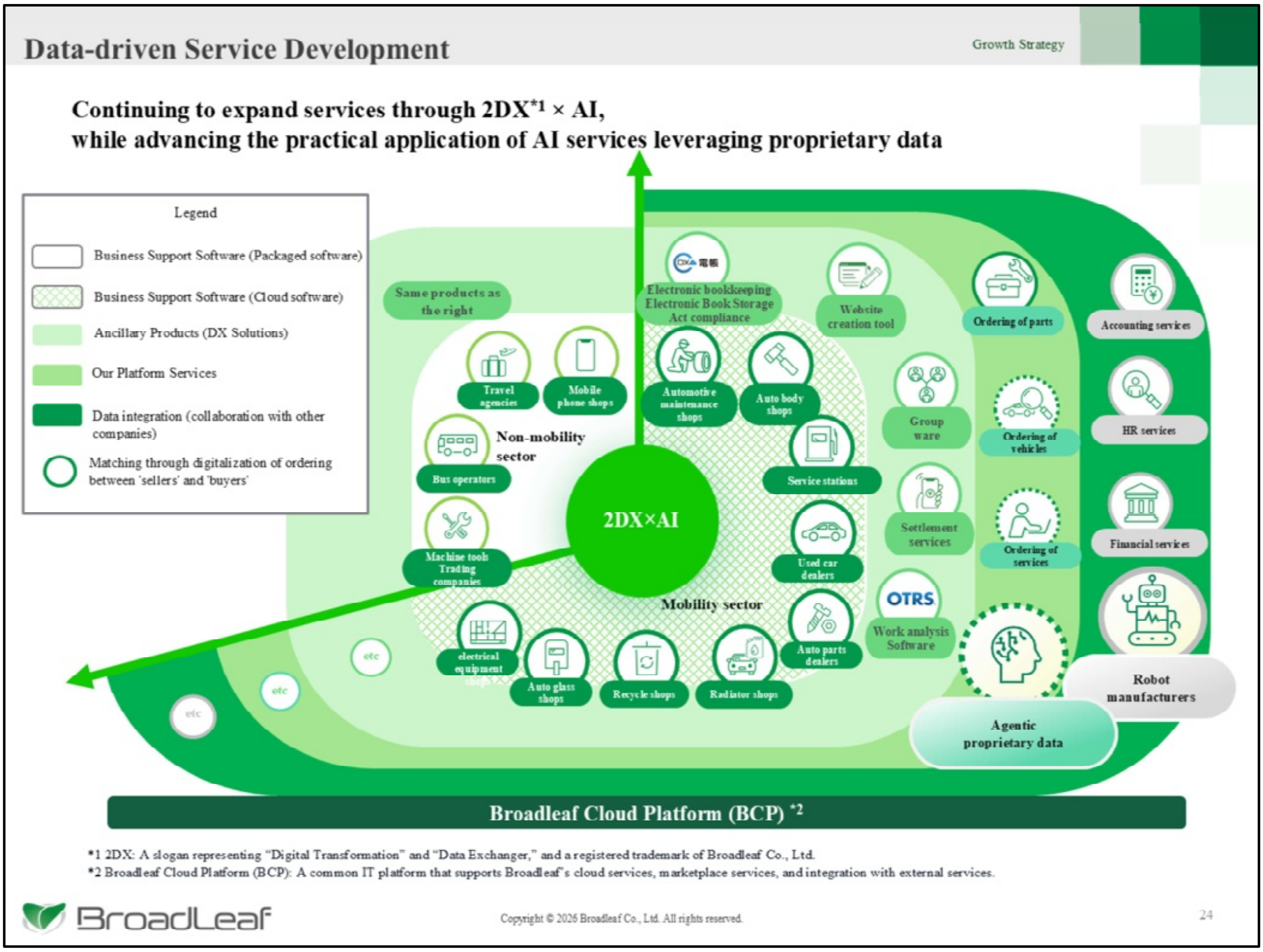
(Millions of yen)	Actual results				Forecast*1		
	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027	FY2028
Revenue	13,833	15,385	18,045	20,815	23,800	27,500	32,000
Operating profit*2	-2,897	-1,902	674	2,063	4,800	9,000	13,000
Operating margin	-	-	3.7%	9.9%	20.2%	32.7%	40.6%
Profit attributable to owners of the parent*2	-2,431	-1,487	343	1,240	3,200	6,000	8,500
Profit margin	-	-	1.9%	6.0%	13.4%	21.8%	26.6%
Basic earnings per share*3	-	-	1.93 yen	6.90 yen	17.68 yen	33.14 yen	46.95 yen

*1 FY2026 announced on August 12, 2026
FY2027 and FY2028 announced on February 12, 2026
*2 - indicates loss
*3 A two-for-one stock split was conducted effective July 1, 2026; all figures shown are presented on a post-split basis.

BroadLeaf

The Company also plans to review its cost projections through 2028, taking into account the resources and investments required to execute its growth strategy.

In parallel, the Company will consider the direction of its growth strategy with a view to 2029 and beyond.



By moving its business software to the cloud, the Company can provide a total management system that enables seamless data integration with third-party systems and social infrastructure systems.

As various transactions across the industry network, rather than only within individual customers, take place on the Company's cloud platform, the value of the data managed by the Company will increase further.

The Company will use the accumulated data to enhance the value of existing services and develop new services, thereby helping address challenges in its customers' industries.

In vehicle inspection operations, for example, a system could be developed in which an inspector verbally describes the condition of a vehicle and the system automatically identifies and classifies the relevant inspection items.

Even when the inspection sequence varies depending on the vehicle or circumstances, the system could automatically assign the inspector's spoken input to the appropriate items.

For parts distributors, a system could automate the creation of transaction documents and inventory allocation while staff handle telephone inquiries or orders. If an item is out of stock, the system could also automatically place a purchase order.

The Company believes that automating this series of operations could help address labor shortages in its customers' industries.
In the field of automotive maintenance support robots, the Company can provide its automotive maintenance expertise and data as training data required by robot manufacturers.

By combining voice input and image recognition, the Company believes it could also deploy robots that support the maintenance work itself.
The Company is currently preparing for the early rollout of these AI-related services.
The financial plans currently disclosed do not include revenue from these AI-related services. As the initiatives become more concrete, they could therefore provide upside potential to the current plans.

Topics

Acquired 8 patents

Broadleaf obtained eight patents related to technologies that enable the detection of potentially fraudulent activities at each stage of the automotive maintenance process, from estimate review through confirmation of work performed. (Announced in April 2026)

The key patents cover technologies that compare estimates for vehicle maintenance, body repair, and other repair work, and detect potentially fraudulent activities at each stage from estimate review through confirmation of work performed. Related patents also cover areas including re-estimation using diagnostic information obtained from on-board diagnostic (OBD) devices, competitive bidding for estimates by repair shops, identification of differences between estimates, work instructions, and retention of work records.

[Main Areas Covered by Acquired Patents]

① Identification of differences through comparison of estimates
② Re-estimation using OBD data
③ Estimate bidding by automotive repair shops
④ Assessment of differences between estimates
⑤ Integration of work instructions with work computers
⑥ Work instructions following agreement on estimate differences
⑦ Retention of estimate evidence using hash values
⑧ Verification of work performed using maintenance records and other documentation

Click here for details*

https://www.broadleaf.co.jp/company/press/press_detail/?itemid=357&dispmid=1002

*Link available in Japanese only

Planted 2,700 Broadleaf Tree Seedlings in Mihara City, Hiroshima Prefecture

On May 15 and 16, 2026, Broadleaf held a tree-planting event in Okusa, Daiwa-cho, Mihara City, Hiroshima Prefecture, as part of its 20th anniversary initiatives, with participation from employees across the Group. A total of 2,700 seedlings representing 27 species, mainly broadleaf trees native to the surrounding area, were planted, marking the start of a new "Broadleaf Forest." (Announced in June 2026)

The event drew on the knowledge and experience accumulated through the "Grow Leaf Project," a corporate-participation environmental conservation initiative that Broadleaf has promoted since 2008. It was the Company's first community-based forest development initiative led by Broadleaf itself, with the cooperation of local residents and other stakeholders.

Approximately 800 employees from offices across Japan and Group companies participated, together with representatives from member companies of the "GrowLeaf Project." At the opening ceremony on May 15, Mr. Yoshinori Kuwaki, a member of the Hiroshima Prefectural Assembly, delivered remarks.

The event was also attended by Mr. Kazumichi Okubo, Head of the Agriculture, Forestry and Fisheries Division of the Economic Affairs Department of Mihara City; Mr. Teppei Shigemi, Head of the Forestry and Livestock Section of the same division; and representatives from the Forest Conservation Division of the Agriculture, Forestry and Fisheries Bureau of Hiroshima Prefecture.

From photo left: Mr. Yoshinori Kuwaki, Member of the Hiroshima Prefectural Assembly: Mr. Kenji Oyama, Representative Director, President, and CEO: Mr. Kazuki Kurata, Representative Director of the General Incorporated Association Forest Regeneration Organization Shiora

Front row of photo: Mr. Kazutora Okubo, Director of the Agriculture, Forestry, and Fisheries Division, Economic Department, Mihara City; Mr. Kenji Oyama, Representative Director, President, and CEO. Back row of photo: Mr. Teppei Shigemi, Chief of the Forestry and Livestock Section, Economic Department, Mihara City

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