



April 17, 2026

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Business Results for the Fiscal Year Ended  
March 31, 2026 (FY2026)

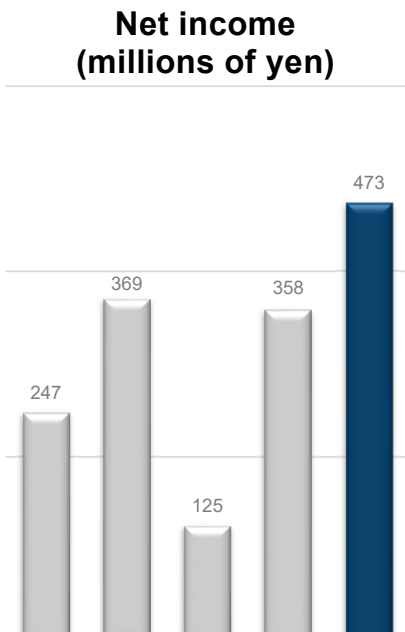
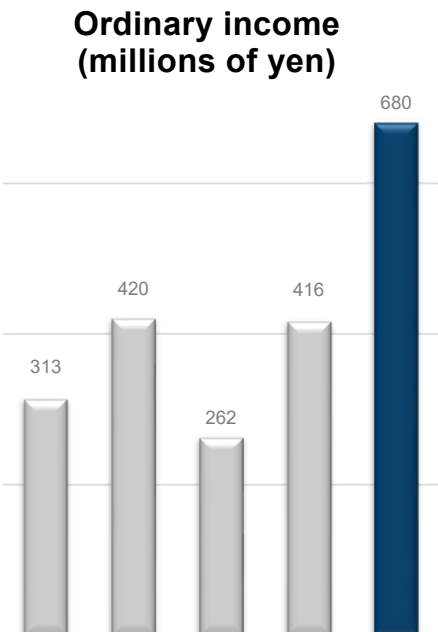
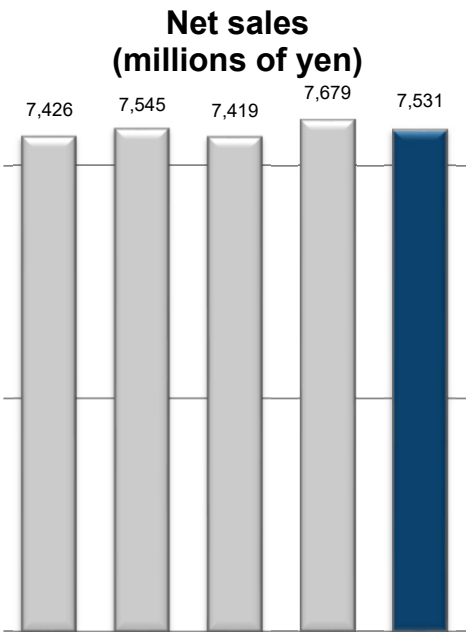
- ◆ Gross profit and various incomes increased significantly YoY
- ◆ Results fell short of the revised forecast announced on October 17, 2025 due to a sharp decline in paper-based advertising and an increase in SG&A expenses
- ✓ The plan for FY2027 is to increase sales and profits compared with FY2026, driven by growth in online advertising and the diversification of our customer base
- ✓ Dividend forecast for FY2027 is an increase to 25 yen from 24 yen

# Consolidated Earnings Highlights



(millions of yen)

	FY2022	FY2023	FY2024	FY2025	FY2026
Net Sales	7,426	7,545	7,419	7,679	7,531
Operating income	296	401	249	418	674
Ordinary income	313	420	262	416	680
Net income attributable to parent company's shareholders	247	369	125	358	473



- ◆ Net sales remained flat
- ◆ Operating income and ordinary income increased significantly

# FY2026 Business Performance (YoY)

(millions of yen)

	FY2025		FY2026		YoY comparison	
	Amount	% of total	Amount	% of total	Change	% of Change
Net Sales	7,679	100.0%	7,531	100.0%	-148	-1.9%
Gross Profit	2,420	31.5%	2,702	35.9%	282	+11.7%
Operating income	418	5.4%	674	9.0%	256	+61.2%
Ordinary income	416	5.4%	680	9.0%	263	+63.3%
Net income attributable to parent company's shareholders	358	4.7%	473	6.3%	114	+32.0%

## > Result

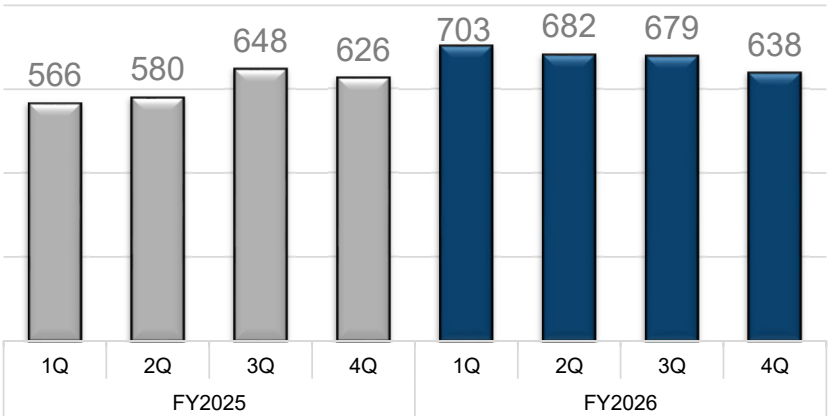
- ◆ Gross profit and various incomes increased significantly YoY
- ◆ Net sales decreased slightly compared with the previous fiscal year

## > Factors

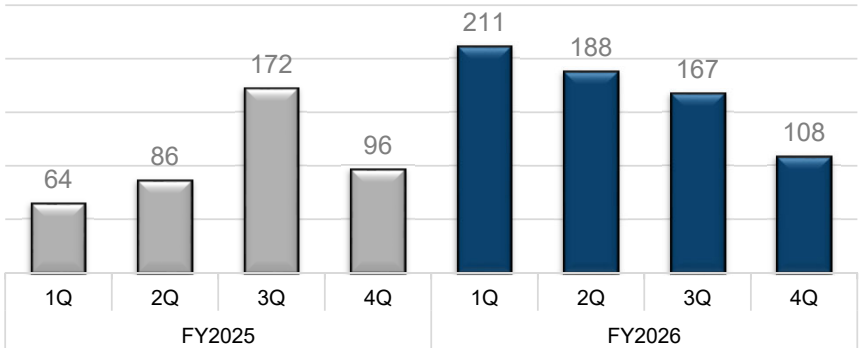
- ◆ In the advertising field for pachinko parlors, advertising and services that contribute to attracting customers pursuant to the guidelines penetrated the market, resulting in improved margins
- ◆ Despite the decline in paper-based advertising, which accounts for a large share of total transactions in the advertising business as a whole, high-margin online advertising transactions increased

# Quarterly Gross Profit and Operating Income (YoY)

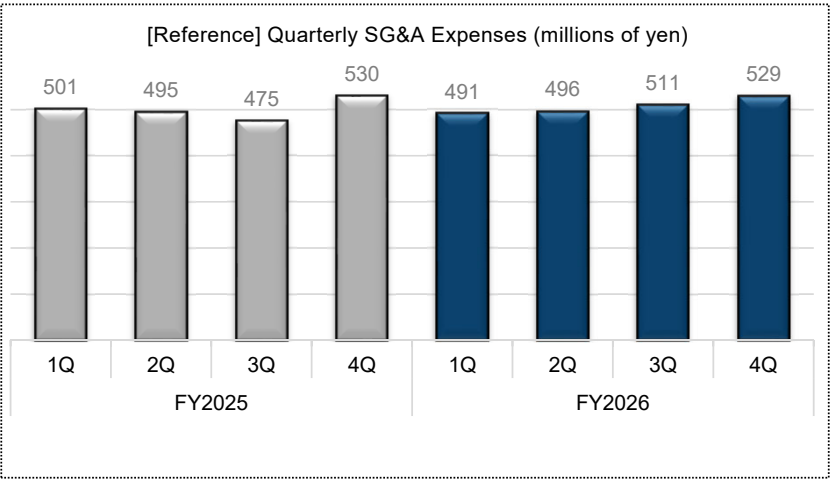
Quarterly Gross Profit (millions of yen)



Quarterly Operating Income (millions of yen)



[Reference] Quarterly SG&A Expenses (millions of yen)



- ◆ Gross profit increased YoY
- ◆ SG&A expenses increased slightly due to investments in human capital, such as wage increases and hiring

# FY2026 Business Performance (Compared with Forecast)



FY2026	Performance Forecast*		Result		(millions of yen) Change	
	Amount	YoY	Amount	YoY	Amount	% of Change
Net Sales	7,800	+1.6%	7,531	-1.9%	-268	-3.4%
Operating income	750	+79.3%	674	+61.2%	-75	-10.1%
Ordinary income	750	+80%	680	+63.3%	-69	-9.3%
Net income attributable to parent company's shareholders	500	+39.4%	473	+32.0%	-26	-5.3%

\*Announced on October 17, 2025

- ◆ The decline in paper-based advertising accelerated from the third quarter, and results fell short of the earnings forecast announced on October 17, 2025

# Breakdown by Business Segment

[Cumulative Period]

	Advertising	Real Estate	Other	Adjusted Amount	(millions of yen) Consolidated
Net Sales	7,431	99	-	-	7,531
Segment income	907	47	-	-281	674

[YoY comparison]

	Advertising	Real Estate	Other	Adjusted Amount	(millions of yen) Consolidated
Net Sales	-187	+42	-3	-	-148
Segment income	+212	+27	+1	+14	+256

- ◆ Although net sales in the Advertising Business fell below the previous year's level due to a decline in paper-based advertising, segment income significantly exceeded the previous year as a result of a shift to online advertising
- ◆ In the Real Estate Business, sales significantly exceeded the previous year, mainly due to the recording of fees for large-scale real estate transactions in the first quarter

# Segment Income (Advertising)

Advertising	(millions of yen)			
	FY2025	FY2026	YoY comparison	
			Change	% of Change
Net Sales	7,619	7,431	-187	-2.5%
Segment income	695	907	+212	+30.6%

## External Environment >

### ◆ Pachinko parlor facilities:

- The industry is expected to be revitalized by the wide-spread adoption of smart pachinko machines and diversification of game features
- Demand for store promotion plans and Online advertising featuring industry personalities is on the rise
- “Advertising and Promotion Guidelines, third edition” issued by four pachinko industry groups in May 2025 clarified the scope of advertising methods and customer attraction support that can be implemented

### ◆ Advertising fields other than pachinko parlors:

- Similar to the pachinko parlor advertising field, demand for paper-based advertising declined
- Demand for online advertising is growing

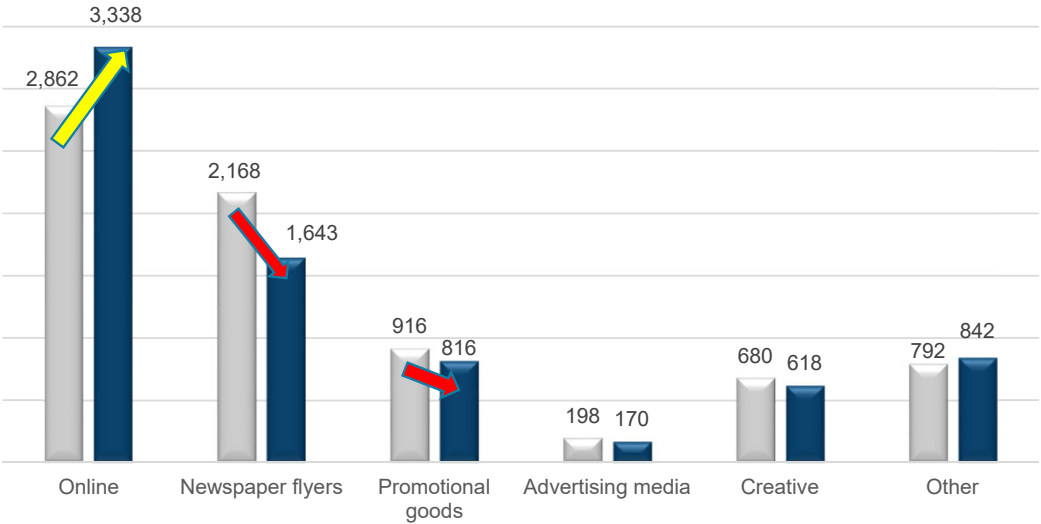
## Group Initiatives >

- ◆ Developing advertising and services to attract customers according to the guidelines and expanding sales
- ◆ Focusing on sales of high-margin services such as DSP advertising and original services provided on our own website, "Pachi 7"
- ◆ More actively pursuing the acquisition of new clients in sectors with expected growth in advertising demand

# Sales Breakdown (Advertising)

(millions of yen)

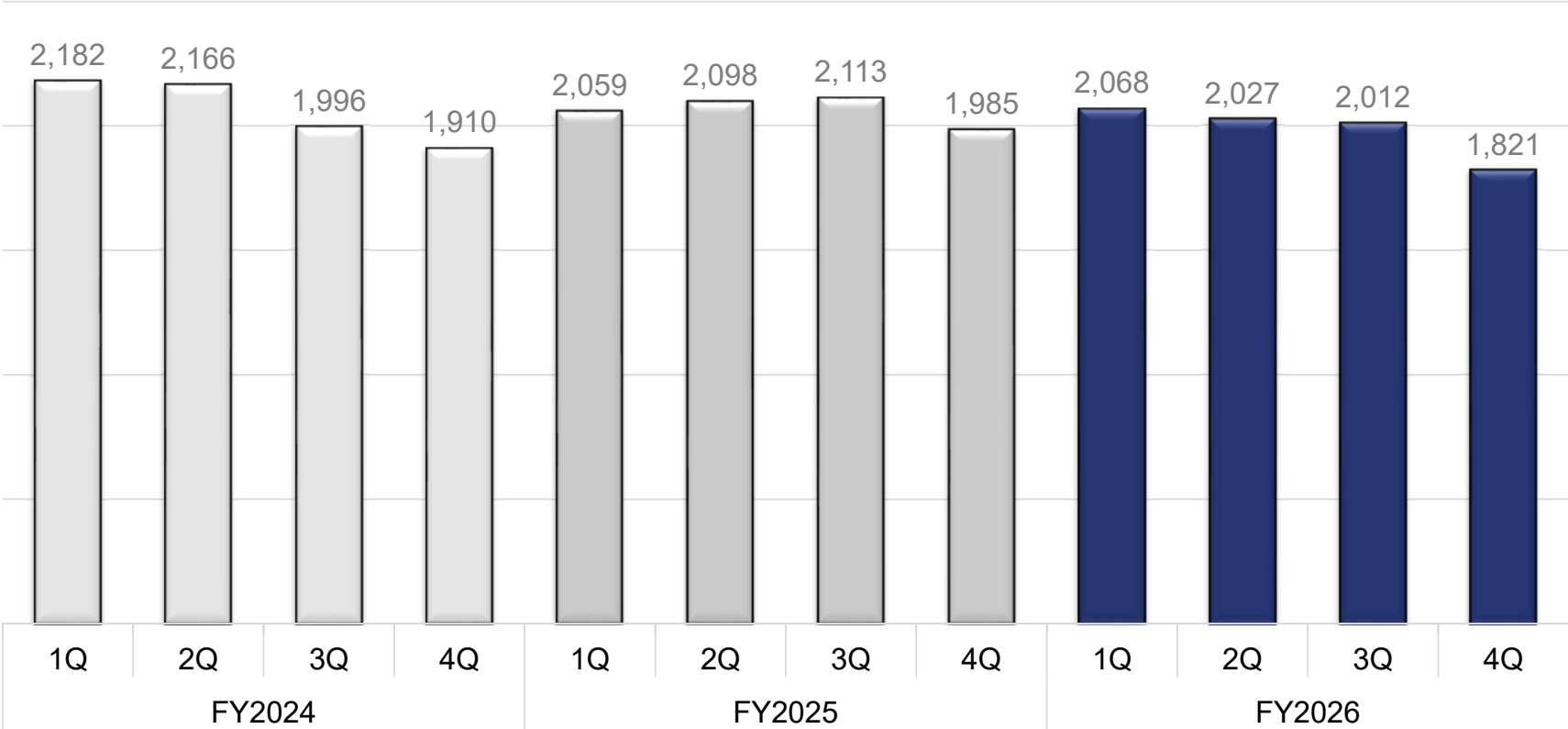
	FY2025		FY2026		YoY comparison		
	Amount	% of total	Amount	% of total	Change	% of Change	Change in % of total
Online	2,862	37.6%	3,338	44.9%	476	16.6%	7.3 pt
Newspaper flyers	2,168	28.5%	1,643	22.1%	-524	-24.2%	-6.4 pt
Promotional goods	916	12.0%	816	11.0%	-100	-10.9%	-1.0 pt
Advertising media	198	2.6%	170	2.3%	-27	-14.0%	-0.3 pt
Creative	680	8.9%	618	8.3%	-61	-9.1%	-0.6 pt
Other	792	10.4%	842	11.3%	50	6.4%	0.9 pt
<b>Total</b>	<b>7,619</b>	<b>100.0%</b>	<b>7,431</b>	<b>100.0%</b>	<b>-187</b>	<b>-2.5%</b>	



- ◆ Online advertising significantly exceeded the previous year
- ◆ Paper-based advertising, including newspaper flyers, declined sharply

# [Reference] Total Quarterly Transactions (Advertising)

Advertising Business Total Quarterly Transactions (millions of yen)



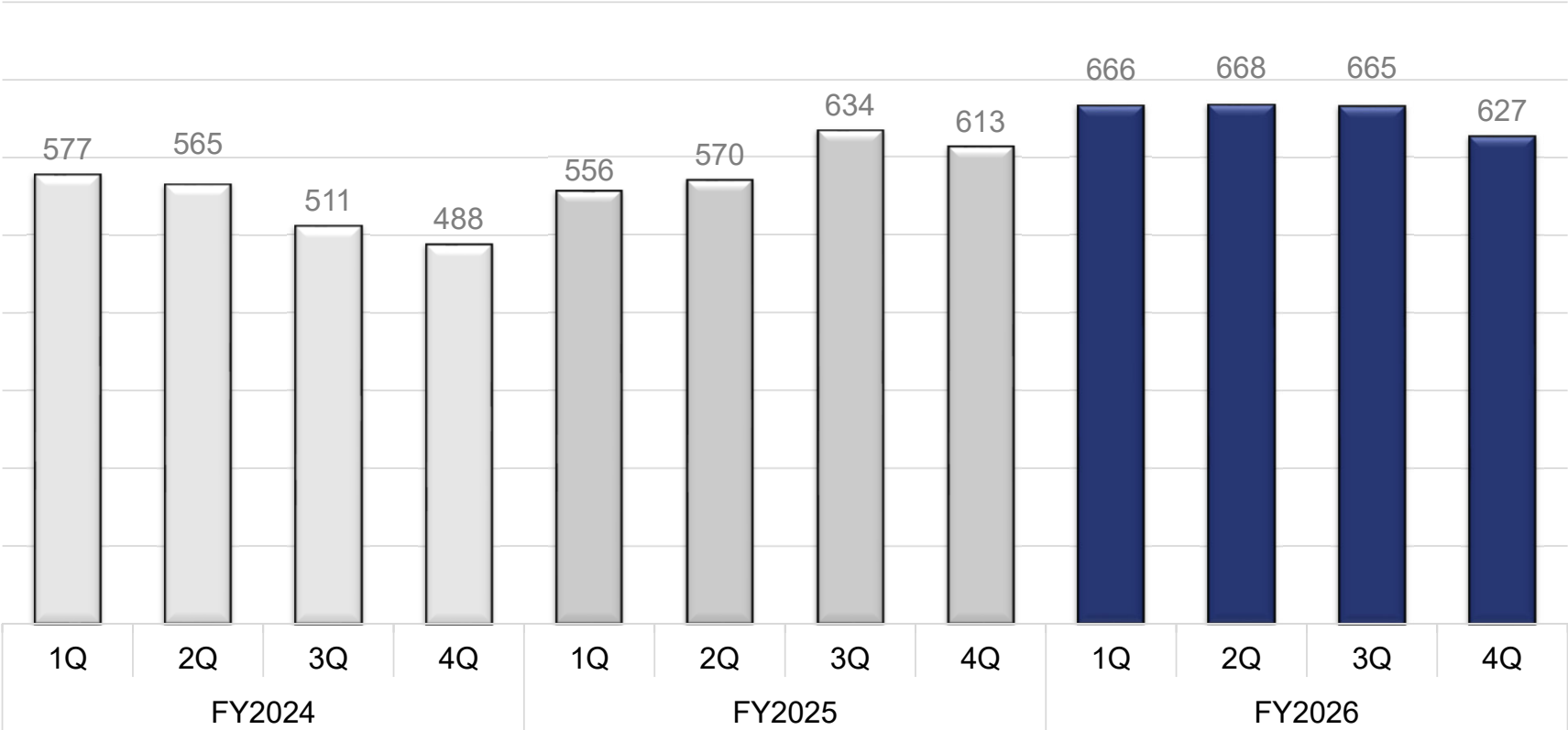
\*Total transactions are the gross amount of agent transactions.

- ◆ Total transactions decreased from the same period of the previous year due to a decline in paper-based advertising as well as agent transactions, including for media

# [Reference] Quarterly Gross Profit (Advertising)



Advertising Business Quarterly Gross Profit (millions of yen)

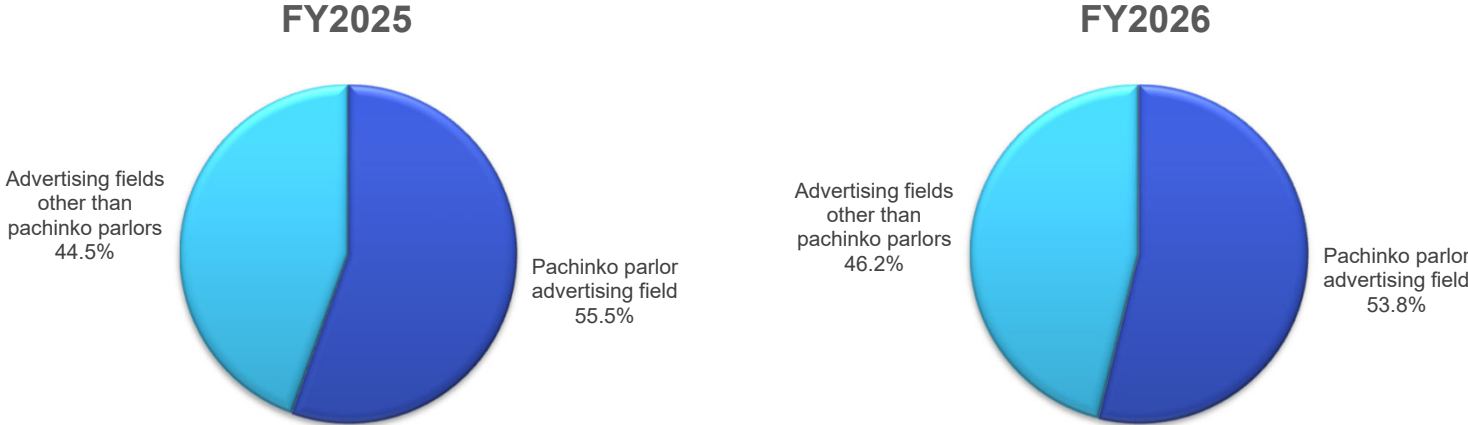


◆ The shift from paper-based advertising to online advertising led to a rise in gross profit

# [Reference] Total Transaction Breakdown (Advertising)

	FY2025		FY2026		(millions of yen) Change	
	Amount	% of total	Amount	% of total	Amount	% of Change
	Pachinko parlor advertising field	4,579	55.5%	4,269	53.8%	-310
Advertising fields other than pachinko parlors	3,675	44.5%	3,661	46.2%	-14	-0.4%
<b>Total</b>	<b>8,255</b>	<b>100.0%</b>	<b>7,930</b>	<b>100.0%</b>	<b>-325</b>	<b>-3.9%</b>

\*Total transactions are the gross amount of agent transactions.

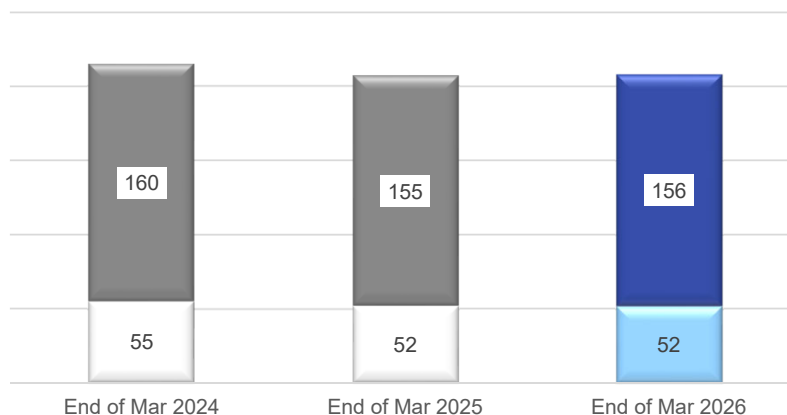


- ◆ Transactions decreased in both fields due to the shift from paper-based advertising to online advertising

# Employees

	End of Mar 2024	End of Mar 2025	End of Mar 2026	(people) YoY Change
Sales, administration (SG&A)	160	155	156	1
Creative (cost of sales)	55	52	52	0
<b>Subtotal for advertising</b>	<b>215</b>	<b>207</b>	<b>208</b>	<b>1</b>

Advertising: Number of Employees



- ◆ Sales, administration: Recruitment activities were resumed to boost sales
- ◆ Creative: Hiring of recruits was curbed due to declining demand for paper-based advertising

# Segment Income (Real Estate)

Real Estate	FY2025	FY2026	(millions of yen) YoY comparison	
			Change	% of Change
Net Sales	56	99	+42	+75.7%
Segment income	19	47	+27	+140.3%

- ◆ In addition to rental income from the land it owns in Kashiwa, Chiba Prefecture, the segment recorded ¥46 million in commission revenue from large-scale real estate transactions and brokerage of leased properties
- ◆ As a result, net sales were ¥99 million (up 75.7% YoY), and segment income came to ¥47 million (up 140.3% YoY)

# Balance Sheet (Consolidated)

	End of Mar 2025 (A)	End of Mar 2026 (B)	(millions of yen) Change (B)-(A)
Cash and cash equivalents	3,693	3,226	-467
Accounts receivable	972	895	-77
Other current assets	55	54	-1
Tangible/intangible fixed assets	695	705	9
Investment securities	163	363	200
Deferred tax assets	44	26	-18
Investments and other assets	121	137	16
<b>Total assets</b>	<b>5,746</b>	<b>5,409</b>	<b>-337</b>
Accounts payable	496	443	-52
Short-term/long-term borrowings	675	587	-87
Accrued income taxes	67	209	142
Other liabilities	306	277	-29
<b>Total liabilities</b>	<b>1,545</b>	<b>1,518</b>	<b>-26</b>
Shareholders' equity	4,205	3,897	-307
Other	-3	-6	-2
<b>Total net assets</b>	<b>4,201</b>	<b>3,891</b>	<b>-310</b>
<b>Total liabilities and net assets</b>	<b>5,746</b>	<b>5,409</b>	<b>-337</b>

.....→ Decrease due to dividends and the purchase of treasury stock

.....→ {

- Net income: + ¥473 million
- Dividends: -¥255 million
- Purchase of treasury stock: -¥526 million

# Cash Flow Statement (Consolidated)

	(millions of yen)	
	FY2025	FY2026
Net income before income taxes	416	740
Cash flow from operations	510	673
Cash flow from investing activities	-132	-273
Cash flow from financing activities	-121	-868
Cash and cash equivalents at end of period	3,687	3,220

◆ Cash and cash equivalents decreased by ¥467 million in FY2026

+ Net income before income taxes	740	
+ Depreciation and amortization	54	
+ Change in accounts receivable	74	
+ Other	45	
		- Change in accounts payable 52
		- Change in deposits 47
		- Income taxes paid 103
		- Other 36
<b>Cash flow from operations</b>	<b>673</b>	
+ Proceeds from collection of security deposits and guarantees	10	
+ Other	8	
		- Payment for purchase of tangible/intangible assets 55
		- Payment for purchase of investment securities 205
		- Payment for security deposits and guarantees 30
<b>Cash flow from investing activities</b>		<b>273</b>
+ Proceeds from long-term borrowings	400	
		- Repayment of borrowings 487
		- Purchase of treasury stock 526
		- Dividends paid 255
<b>Cash flow from financing activities</b>		<b>868</b>

# FY2027 Consolidated Earnings Forecast

	FY2026 result	FY2027 forecast	(millions of yen) (%)
<b>Net Sales</b>	7,531	8,000	6.2%
<b>Operating income</b>	674	800	18.6%
<b>Ordinary income</b>	680	800	17.6%
<b>Net income attributable to parent company's shareholders</b>	473	520	9.8%

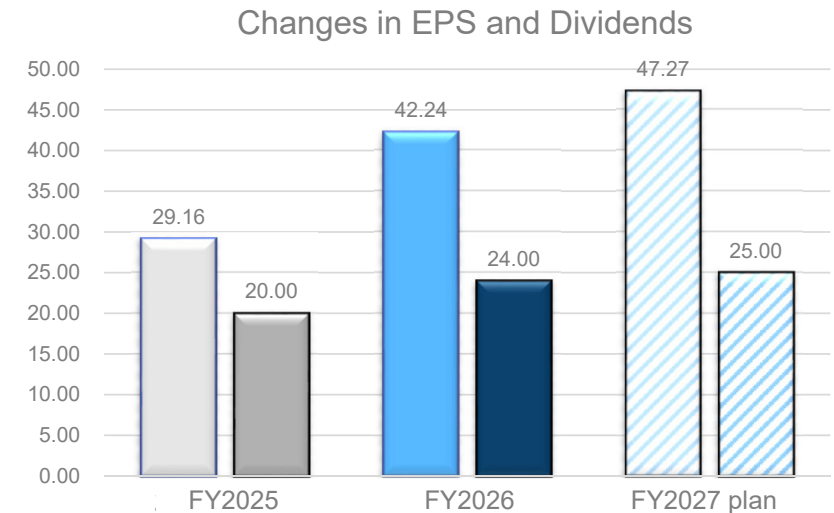
- ◆ Pachinko parlor advertising field
  - The Company expects that services that contribute to attracting customers and DSP advertising will remain strong
  - Promote the launch of new services utilizing generative AI tools and the enhancement of the value of existing services
  - Optimize sales prices to reflect changes in the business environment, such as rising prices
- ◆ Advertising fields other than pachinko parlors
  - In addition to our strengths in the fitness and housing-related fields, we will further expand into the franchise industry and diversify our revenue base
- ◆ Plan to increase sales and profits compared with FY2026

- ◆ **Strengthen the revenue base of the Advertising Business and optimize the customer portfolio**
  - Expand stable transactions, primarily with major pachinko parlors
  - Develop advertising and services that significantly contribute to customer acquisition and expand their sales
  - Strengthen sales in high-value-added areas, such as AI-powered design tools
  
- ◆ **Pursuing the acquisition of clients in sectors with expected growth in demand**
  - Aggressive expansion into the franchise industry by leveraging expertise developed in the fitness and secondhand shop businesses
  - Further expand sales for and deepen transactions in our mainstay fitness facility and housing-related fields
  - Explore and execute capital and business alliances, along with M&A transactions, in areas where synergies with existing businesses are anticipated, as well as in new sectors
  
- ◆ **Human resource development for sustainable growth and strengthening of organizational capabilities**
  - Improve retention rates and enhance the skills of young and mid-career employees
  - Implement and enhance a human resource system that supports long-term career development
  - Continued investment in human capital and realization of competitive compensation

# Shareholder Returns

		FY2025	FY2026	FY2027 plan
<b>Consolidated EPS</b>	<b>yen</b>	<b>29.16</b>	<b>42.24</b>	<b>47.27</b>
<b>Annual dividends</b>	<b>yen</b>	<b>20.00</b>	<b>24.00</b>	<b>25.00</b>
(of which, interim dividend)	yen	(10.00)	(12.00)	(12.00)
Dividend payout ratio	%	68.6%	56.8%	52.9%
DOE (Dividend on equity ratio)	%	5.9%	<b>6.9%</b>	About 6.4% (forecast)
Total dividend amount	millions of yen	233	255	264
* Total dividend amount is the amount paid during the period				
Amount of treasury stock purchased during the period	millions of yen	-	526	-
Number of treasury stock purchased during the period	shares	-	1,300,000	-
Number of shares outstanding at the end of the period (excluding treasury stock)	shares	12,300,000	11,000,000	11,000,000

\* EPS, dividends, and the total number of shares issued at the end of the period take into account the impact of the purchase of treasury stock



## [Basic Policy on Shareholder Returns]

- Pay dividends in an amount as determined based on the higher of DOE of 6% and dividend payout ratio of 50%
- Focus on improving capital efficiency and purchase treasury stock at the right time

- ◆ Shareholder returns for FY2026  
Dividends at the end of Mar 2026: ¥12 (¥24 annually)  
Dividend payout ratio 56.8%  
DOE 6.9%
- ◆ Dividend forecast for next fiscal year (FY2027):  
**¥25 annually**  
Dividend payout ratio forecast 52.9%  
DOE forecast: About 6.4%

These materials, which contain earnings forecasts and other forward-looking statements, are based on information available to the Company at the time of preparation and on certain other information the Company believes to be reasonable. Actual business results may differ materially from those expressed or implied herein due to a range of factors.

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