

Notice: This document is an English translation of a statement written originally in Japanese.
The Japanese original should be considered as the primary version.

December 15, 2025

Dear all,

Company name Smaregi, Inc.
Representative Ryuhei Miyazaki, Representative Director
(Code number: 4431 TSE Growth)
IR Contact ir_corp@smaregi.jp

Smaregi Achieves JPY 10 Billion ARR Milestone

Smaregi Inc. (Head Office: Chuo-ku, Osaka; Representative Director: Ryuhei Miyazaki) hereby announces that, as of the end of November 2025, the Company's Annual Recurring Revenue (ARR) has surpassed JPY 10 billion.



We provide an integrated store support SaaS platform that enables end-to-end support for store operations by combining our cloud-based POS system (Smaregi) with cashless payment services (PAYGATE), HR-related services (Smaregi TimeCard), and EC-related services (Smaregi EC).

Under the slogan “TO BE THE NEW STANDARD”, our long-term vision toward 2031, we have been developing our business as an integrated store support SaaS platform, aiming to play a leading role in the domestic market.

As disclosed in our Q2 FY2026 earnings presentation released in December 2025, ARR continues to demonstrate strong growth, increasing 42.1% year on year.

This milestone of exceeding JPY 10 billion in ARR reflects the expanding adoption of our services across a wide range of industries and business formats, driven by our contribution to enhancing the quality of store management through data visualization and by serving as core infrastructure for store digital transformation.

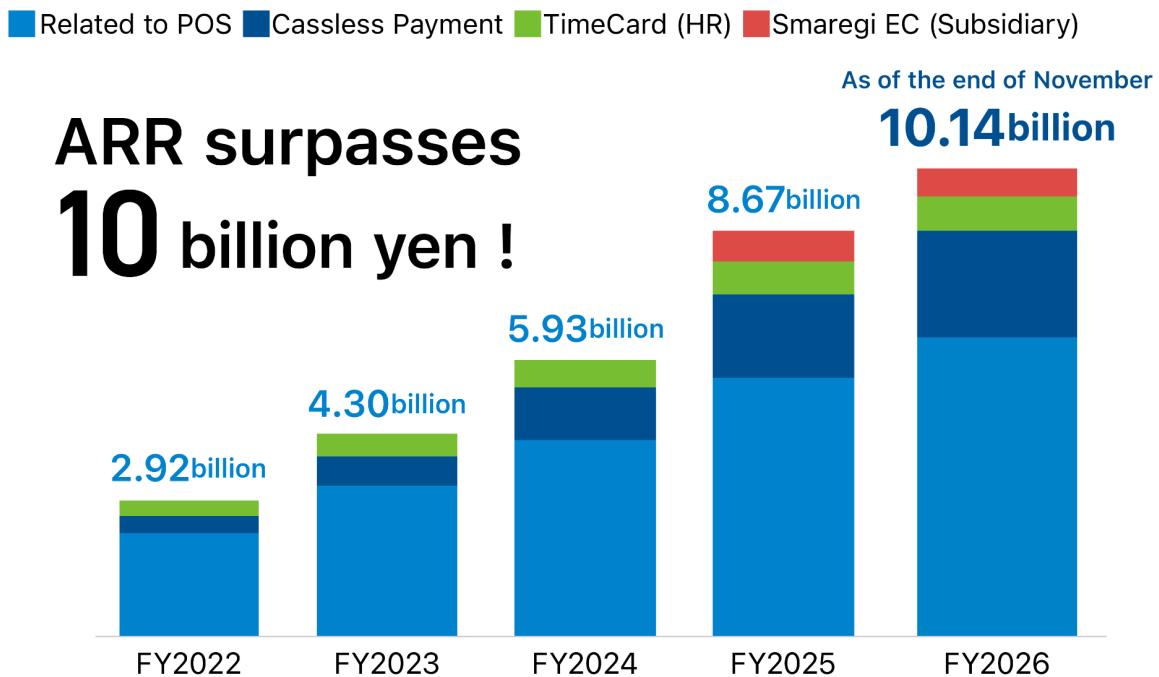
Comment from Mr.Miyazaki (Representative Director)

“Dynamic stores bring about dynamic towns.” Guided by our mission, we have continuously worked to modernize and improve store operations. Through the services we provide, we aim to support small and midsize businesses by addressing challenges such as labor shortages, staff training, and inbound demand, while revitalizing stores and, ultimately, society as a whole.

Reaching JPY 10 billion in ARR is the result of so many merchants choosing Smaregi and entrusting us with their daily operations, and we are sincerely grateful for that trust.

Our ambition is to establish a leading position in this domain. What we aim to build goes beyond a conventional POS system—it is an ‘operating system for stores.’ By continuously expanding essential functions such as payments, CRM, and HR, we have steadily increased the depth and relevance of Smaregi as core store infrastructure.

Rather than pursuing advanced technology for its own sake, we remain committed to delivering practical, intuitive features that provide immediate value to frontline operations. We will continue to support our customers and grow together with them.



About ARR

ARR (Annual Recurring Revenue) is a metric that annualizes monthly recurring revenue (MRR) generated from subscription-based businesses over a given period.

Our ARR is calculated by annualizing ($\times 12$) the total MRR generated from the following services:

- Related to POS
- Cashless payment
- TimeCard (HR)
- Smaregi EC

One-time revenues such as initial setup fees and hardware product sales are excluded. Detailed definitions are based on the metrics disclosed in our IR materials.

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Smaregi, Inc. – Investor Relations

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