

Note: This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

May 14, 2026

Company name: FLECT Co., Ltd.  
 Listing: Tokyo Stock Exchange  
 Securities code: 4414  
 Representative: Koji Kurokawa,  
 Representative Director and CEO  
 Inquiries: Hiroshi Kawata,  
 Executive Officer,  
 Head of Finance & Accounting Division, CFO  
 Telephone: +81-3-5159-2090

## Matters Expected to Attract Strong Interest Financial Results for the Fiscal Year Ended March 2026

We have outlined below matters that we expect will be of high interest to investors regarding our results for the fiscal year ended March 2026.

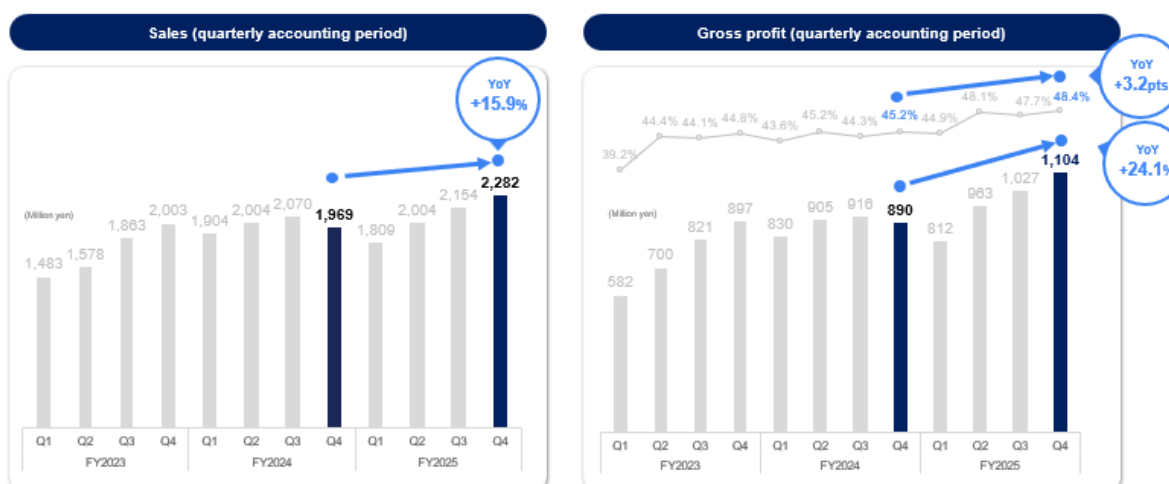
### Q1. How should we view the performance for the fourth quarter of the fiscal year ended March 2026?

#### A1. Achieved record-high net sales and operating profit; sales have continued to grow since the first quarter (Earnings presentation materials page. 5, 6).

Net sales for the fourth quarter of the fiscal year ended March 2026 increased to JPY 2,282 million (+15.9% YoY), reaching a record high, as the strengthening of our proposal activities contributed to expanded transactions with certain existing customers. In addition, through sound project execution driven by rigorous operational control, optimized engineer assignments, and the utilization of internal AI, gross profit margin rose to 48.4% (+3.2 pp YoY), a high level, and operating profit also reached a record high of JPY 452 million (+45.7% YoY). Since the second quarter of the fiscal year ended March 2026, we have achieved quarterly net sales growth for three consecutive quarters.

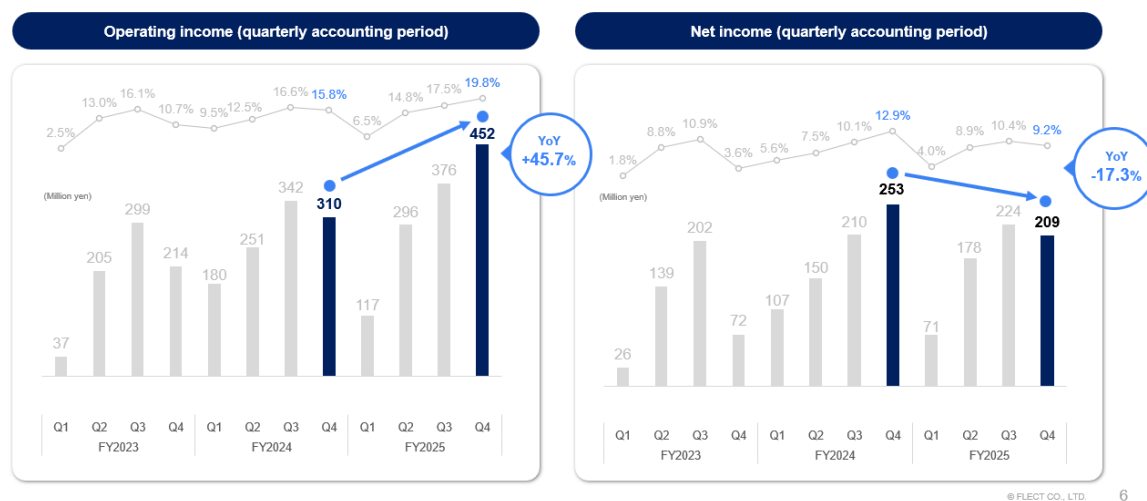
#### (4th Quarter, Fiscal Year Ended March 2026) Results Trends

Through enhanced proposal activities, net sales reached 2,282 million yen (up 15.9% year on year), a record high for the 4Q accounting period. In addition, through disciplined operations — sound project execution, optimized engineer assignments, and the use of in-house AI — we achieved a high gross profit margin of 48.4% (up 3.2 pts year on year). Gross profit reached a record high of 1,104 million yen (up 24.1% year on year).



## (4th Quarter, Fiscal Year Ended March 2026) Results Trends

Driven by the increase in gross profit, operating income reached a record high of 452 million yen (up 45.7% year on year). Net income was 209 million yen (down 17.3% year on year), reflecting the recording of a loss on valuation of shares in an associate of 102 million yen as a one-time extraordinary loss.



## Q2. Outlook for the fiscal year ending March 2027

### A2. We expect demand for AI-centered DX support to remain strong in the fiscal year ending March 2027 (Earnings presentation materials page. 9).

We expect demand for AI-centered DX support to remain strong in the fiscal year ending March 2027, and we have planned net sales of JPY 10.4 billion. On the other hand, we plan only a slight YoY increase in operating profit, as we expand investments in human resources, AI utilization, and our ID package business with a view to sustainable future growth.

As a specific initiative, we will strengthen our total service offering by combining the construction of data integration, ID integration, and data integration platforms with AI.

Across all of our application development—including the data integration platforms “MuleSoft” and “Informatica” that connect all systems, the data foundations “Data 360” and “Databricks” that centralize data management, the ID authentication platform Auth0, as well as contact center services, community services, EC services, and marketing services that leverage the Salesforce platform—we will implement and manage multi-AI such as Agentforce. By doing so, we will advance AI agents beyond proof-of-concept (PoC) to actual production use and subsequent operational expansion, thereby maximizing outcomes.

In addition, we will develop and offer an enhanced and standardized ID infrastructure deployment package built on “Auth0,” the authentication infrastructure service provided by Okta, Inc. (headquartered in the U.S.).

With major companies representing various industries in Japan as our customer base, we will continue to develop the public sector, including central government agencies and local governments, and will newly expand into the financial industry.

To support business growth, reinforcing our development organization to meet strong demand is essential, and we therefore expect proactive investment in human resources, including recruitment and training costs as well as higher personnel costs from headcount growth. New graduate hires joining in April 2026 will total 40 people, primarily graduates with master’s degrees in science and engineering.

Furthermore, we will utilize AI company-wide across both our project work and internal operations to drive operational efficiency and productivity improvements.

**(Full Year, Fiscal Year Ending March 2027) Earnings Forecast**

For the fiscal year ending March 2027, we forecast net sales of 10,400 million yen (up 26.0% year on year), gross profit of 4,874 million yen (up 24.7% year on year), operating income of 1,247 million yen (up 0.3% year on year), and net income of 751 million yen (up 9.8% year on year). We expect demand for DX support centered on AI to remain strong, and we are planning net sales of over 10 billion yen, as previously targeted. SG&A expenses will increase due to expanded investments in human resources, AI utilization, and the ID package business, all aimed at sustainable growth, resulting in a slight year-on-year increase in operating income.

(Million yen)

	FY2025 Full Year	FY2026 Full Year (Forecast)	Compared with initial forecast	
			Change in amount	Rate of change
<b>Sales</b>	<b>8,251</b>	<b>10,400</b>	<b>+2,148</b>	<b>+26.0%</b>
<b>Gross profit</b>	<b>3,908</b>	<b>4,874</b>	<b>+966</b>	<b>+24.7%</b>
(%)	47.4%	46.8%	-0.5pt	
<b>SG&amp;A</b>	<b>2,664</b>	<b>3,626</b>	<b>+962</b>	<b>+36.1%</b>
(%)	32.3%	34.8%	+2.6pt	
<b>Operating income</b>	<b>1,244</b>	<b>1,247</b>	<b>+3</b>	<b>+0.3%</b>
(%)	15.1%	12.0%	-3.1pt	
<b>Net income</b>	<b>684</b>	<b>751</b>	<b>+66</b>	<b>+9.8%</b>
(%)	8.3%	7.2%	-1.1pt	