

Livesense Inc. (TSE Standard Market : 6054)

FY2026 1st Quarter Financial Results

May 15, 2026



Quarterly Performance



Revenue decreased due to structural changes in the Part-time Job Domain and pending settlements for purchase and resale properties in the Real Estate Domain.
 Losses narrowed driven by revenue growth in the Career Domain.

Progress during Current Period

<p>Part-time Job Domain</p> <p>Structural transformation toward a profit-oriented business model is well underway. Launched the "Machification" Project to solve industry challenges through Data & Speed</p>	<p>Career Domain</p> <p>Enhanced user experience by leveraging AI and proprietary data through features such as resume preparation assistance in TenshokuDRAFT and expanded review capabilities in Tenshoku Kaigi</p>	<p>Real Estate Domain</p> <p>Expanded content using AI; Improved site value; Ranked No. 1 in GMO Customer Satisfaction survey</p>
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1. Company Profile
2. Financial Results
3. 1Q FY2026 Progress
4. Appendix

1. Company Profile

1. Our Business
2. Medium-Term Business Plan
3. FY2026 Policy

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Philosophy

Happiness Begetting Happiness.

Human beings feel their greatest happiness when they are able to bring happiness to others. This represents our view of the fundamental way in which human beings find happiness, and it is a core value that LIVESENSE upholds. Let's bring happiness to our customers through our business, and in doing so, find happiness ourselves. That sentiment is embodied in the phrase "Happiness Begetting Happiness."

Vision

Invent the next common.

Creating the next common of the future and embedding it in society. The starting point lies in the questions hidden within common sense and everyday life. We question familiar inconveniences and industry conventions and transform them into forms that are better suited to our times. We will continue to take on challenges to realize the next common.

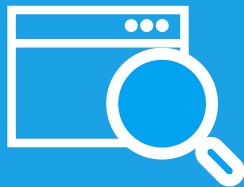
Company Name	Livesense Inc.	President and Representative Director, Executive Officer	Taichi Murakami
Established	February 8, 2006	Listed Market	TSE Standard [Securities Code: 6054]
Number of Employees [Non-consolidated]	241 Full-time employees [as of late March 2026]	Consolidated Subsidiaries	Fill Life Inc.



Basic Philosophy

We will view structural distortions preventing optimal choices as social issues to be solved with technology.

Three business themes based on basic philosophy



System Innovation through DX

Improve convenience and efficiency by updating old system and solving issues and distortions in each field



High Transparency







Realize society where better choices can be made by eliminating asymmetry of information



Respect for Humanity

Matching based on diverse preferences and values for more satisfying choices



Part-time Job Domain	Career Domain			Real Estate Domain
<p>Part-time Job Search Site</p>  <p>By leveraging a proprietary display algorithm and diverse pricing plans, the site enables efficient part-time job searching and hiring.</p> <p> System Innovation through DX</p>	<p>Career Change Service for IT Engineers</p> <p>転職 DRAFT</p> <p>Supports IT engineers' salary increases and career building through 'Scout' (pre-set salary/mission) and 'Agent' support.</p> <p> High Transparency</p> <p> Respect for Humanity</p>	<p>Job Review Site</p> <p>転職会議</p> <p>Features reviews on company reputations and salaries to eliminate information asymmetry and mismatches in career changes.</p> <p> High Transparency</p>	<p>Interview Optimization Cloud</p> <p>batonn</p> <p>Enhances interview efficiency and hiring power through AI-driven summaries, preventing mismatches and strengthening attraction.</p> <p> System Innovation through DX</p>	<p>Real Estate Information Service</p> <p>イエシル IESHIL</p> <p>Facilitates satisfying pre-owned condo transactions by providing realistic data (asset value, environment) and advisor support.</p> <p> High Transparency</p>



By leveraging a proprietary display algorithm, diverse pricing plans that include performance-based options, and an advertising-driven customer attraction platform, the site enables efficient part-time job searching and hiring.

Realize **efficient part-time job search and hiring** for job seekers and hiring companies



Job seeker

Students,
homemakers,
part-timers, etc.

Fast and personalized job search

- Algorithm that prioritizes job listings matching individual preferences



Applications
/ Hiring

Highly cost-effective hiring

- Diverse pricing plans
- Advertising-based customer attraction tailored to hiring budgets and needs



Hiring
company

Restaurants,
retail shops,
security
companies, etc.

Success fee upon hiring
(For pay-per-hire models. Fees occur upon posting for pay-per-post models)



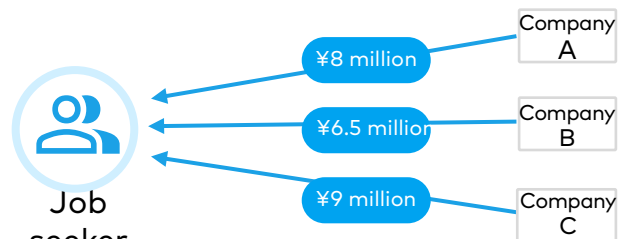
The service supports IT engineers in increasing annual income and building careers through Scout, which presents annual salary and mission up front, and Agent, which enables consultation with advisors knowledgeable about the industry.

Supporting IT engineers in **building their careers** through two approaches: Scout and Agent



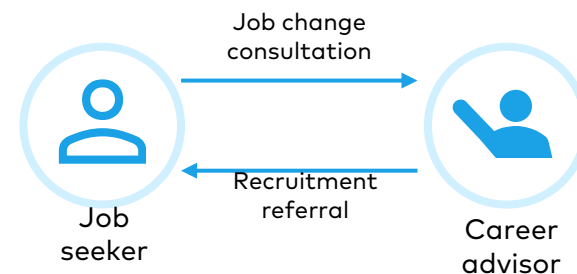
Job
seeker
IT engineer

転職 **DRAFT** SCOUT



Receive scouts from companies that present annual income and mission, offering opportunities for high income and favorable conditions

転職 **DRAFT** AGENT



Discover unexpected career opportunities through professional career consultations

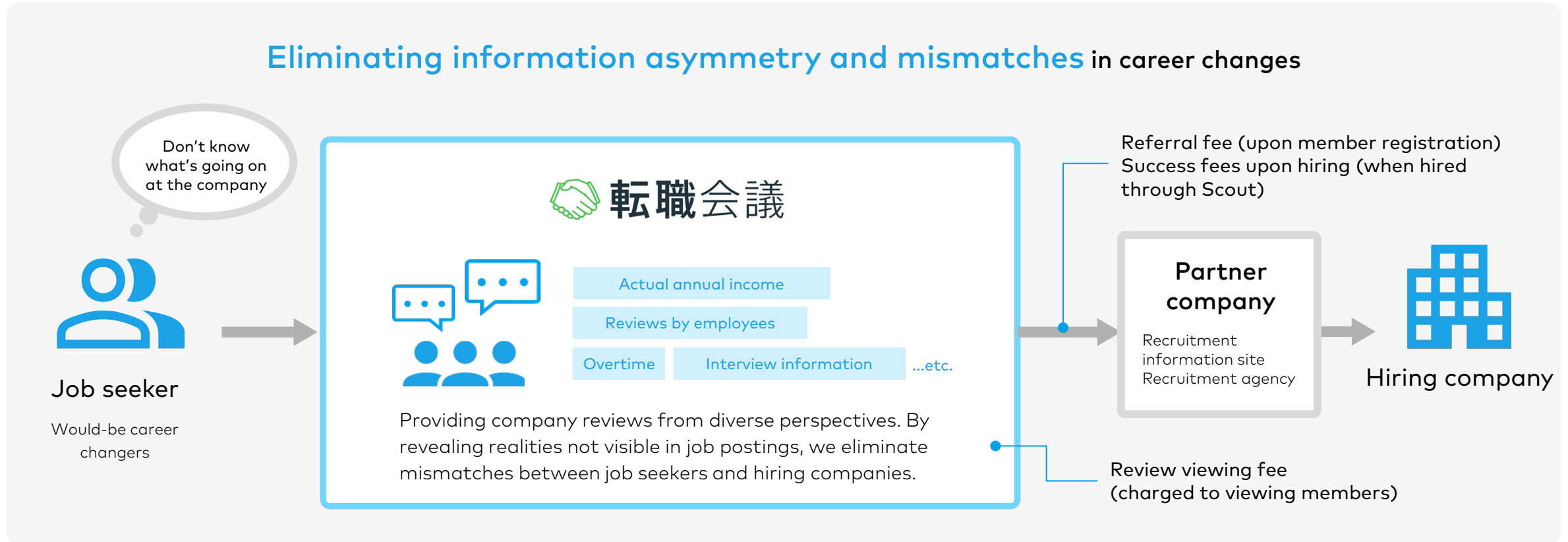


Hiring
company

Success fees and service fees



The site provides over 5.5 million* reviews covering company reputation, annual income, and other insights. It aims to eliminate information asymmetry and mismatches in career changes.



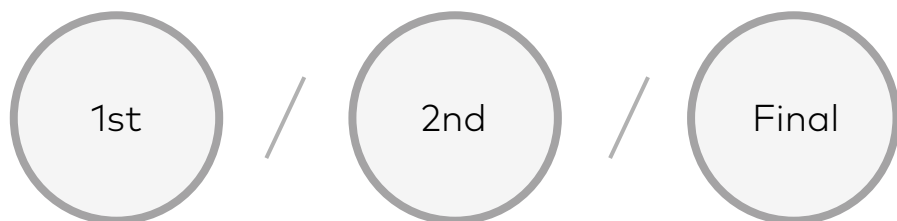
*As of January 2026



By visualizing interviews through video recording and automatic transcription, and utilizing highlight videos and AI-based summaries, we prevent mismatches in hiring, strengthen candidate attraction, and enhance companies' recruitment capabilities.

Eliminating inefficiency and dependence on individuals in hiring interviews to enhance companies' recruitment capabilities

Conventional Job Interviews

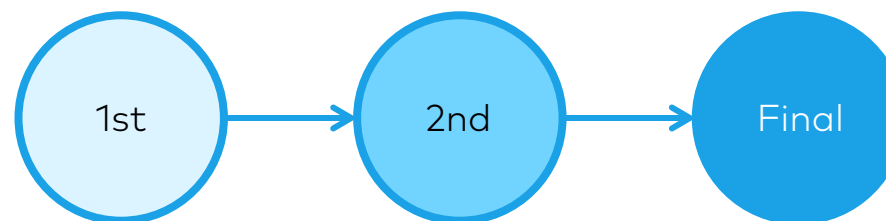


- Insufficient handover leads to repeated questions in subsequent interviews
- Evaluations are not aligned among interviewers



batonn

- AI-based summarization
- Highlights and key point extraction



Efficiently hand over interview key points and evaluations, enabling more in-depth interviews as the process progresses



Achieving highly convincing pre-owned condominium transactions through realistic information (e.g., asset value, living environment) and advisor support. We also conduct purchase and resale businesses.



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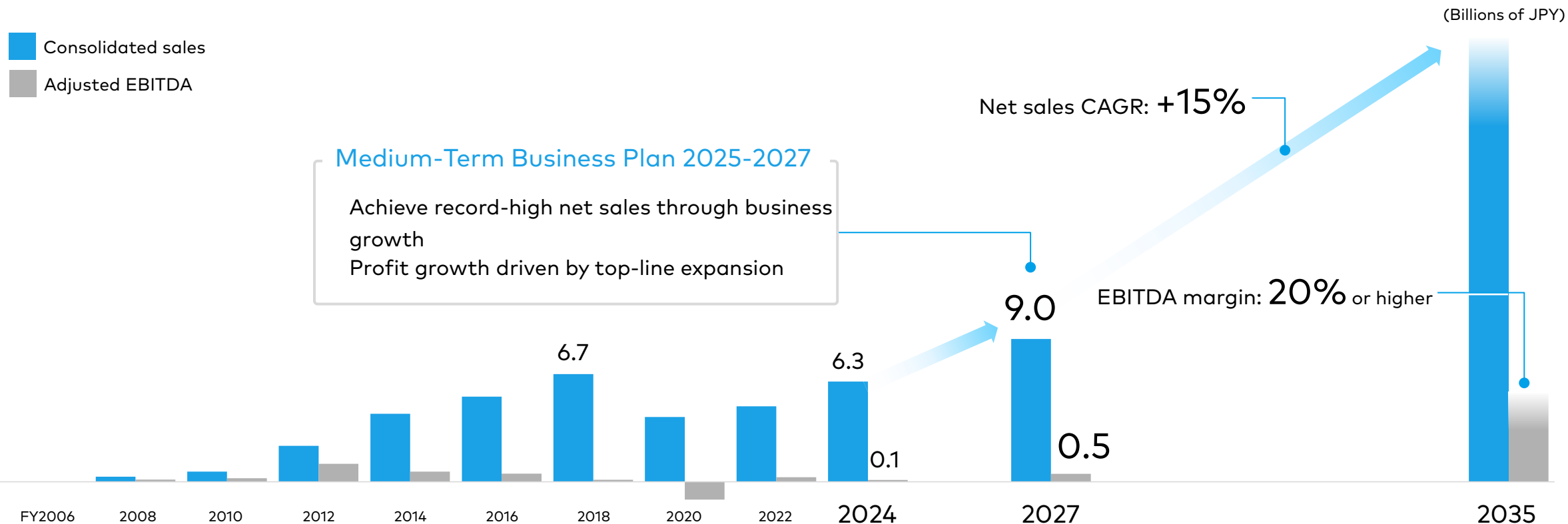
Medium- to Long-term Targets



1→10

business growth

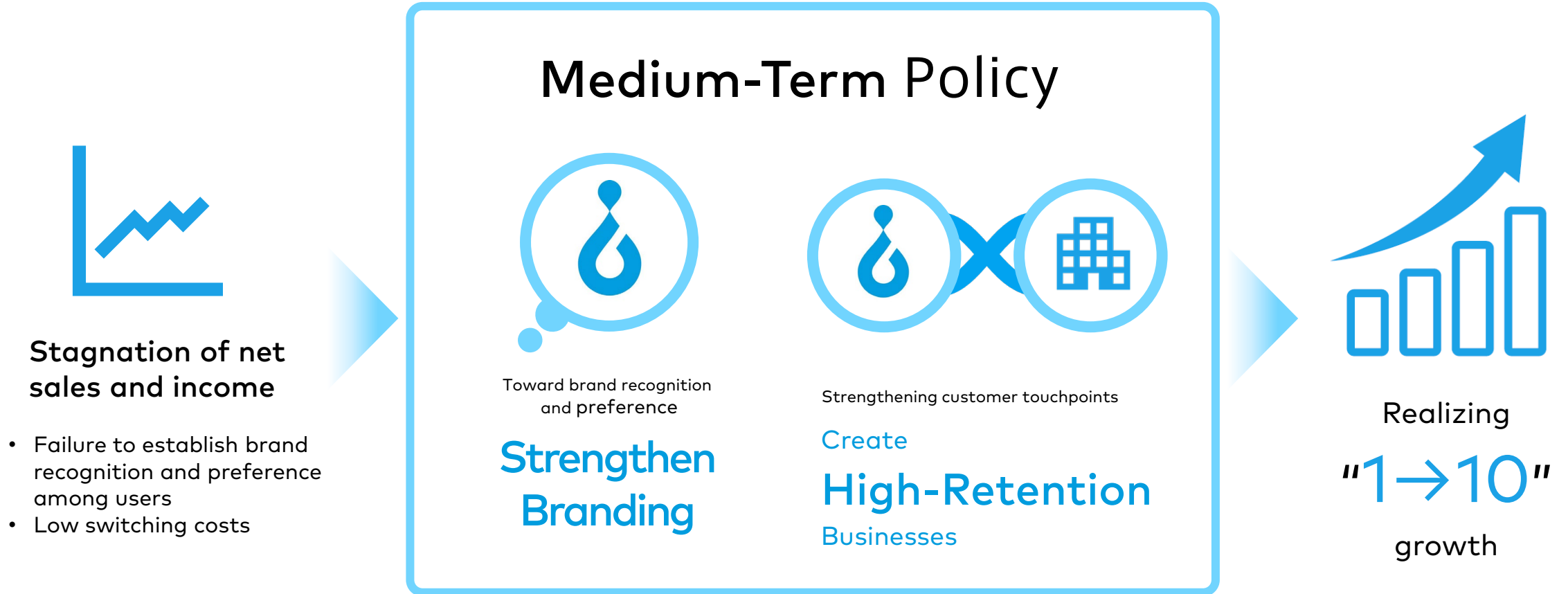
Evolve into a company that not only creates new businesses ("0→1") but also achieves growth from "1→10." Achieve consolidated sales of ¥9.0 billion and adjusted EBITDA* of ¥0.5 billion in FY2027 through growth in existing businesses. Toward FY2035, aim for average annual sales growth of +15% and an EBITDA margin of 20% or higher.



*Adjusted EBITDA = Operating income + depreciation and amortization + amortization of goodwill + stock-based compensation expenses + M&A-related expenses



Realizing "1→10" growth by strengthening branding and creating high-retention businesses.



FY2027 targets








Consolidated sales ¥ **9.0** billion

Adjusted EBITDA ¥ **0.5** billion

In the Part-time Job Domain, pursue growth by strengthening the customer base of Machbaito, while in the Career Domain, focus on establishing the brand and expanding the profit infrastructure of Tenshoku Draft. Depending on the likelihood of investment recovery, large-scale promotions and M&A will also be implemented as appropriate* 1

Q1 FY26 Update: Due to the structural transformation of the Part-time Job Domain initiated in Q3 FY25, net sales are expected to fall below target.

(Billions of JPY)

	FY2024	FY2027	FY2024-27 CAGR
Sales*2	63	90	+13%
Part-time Job Domain 	39	55	+12%
Career Domain   	16	25	+16%
Real estate Domain 	7	10	+11%
Adjusted EBITDA	1	5	+67%

*1 Large-scale promotions and M&A are not included

*2 Sales in FY2024 include businesses that have been withdrawn

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While advancing the Medium-Term Business Plan, achieve quarterly profit by improving profitability.

FY2026 Policy

- Improvement of Profitability
- Advancement of the Medium-Term Business Plan (Strengthening of Branding
Creation of high-retention businesses)

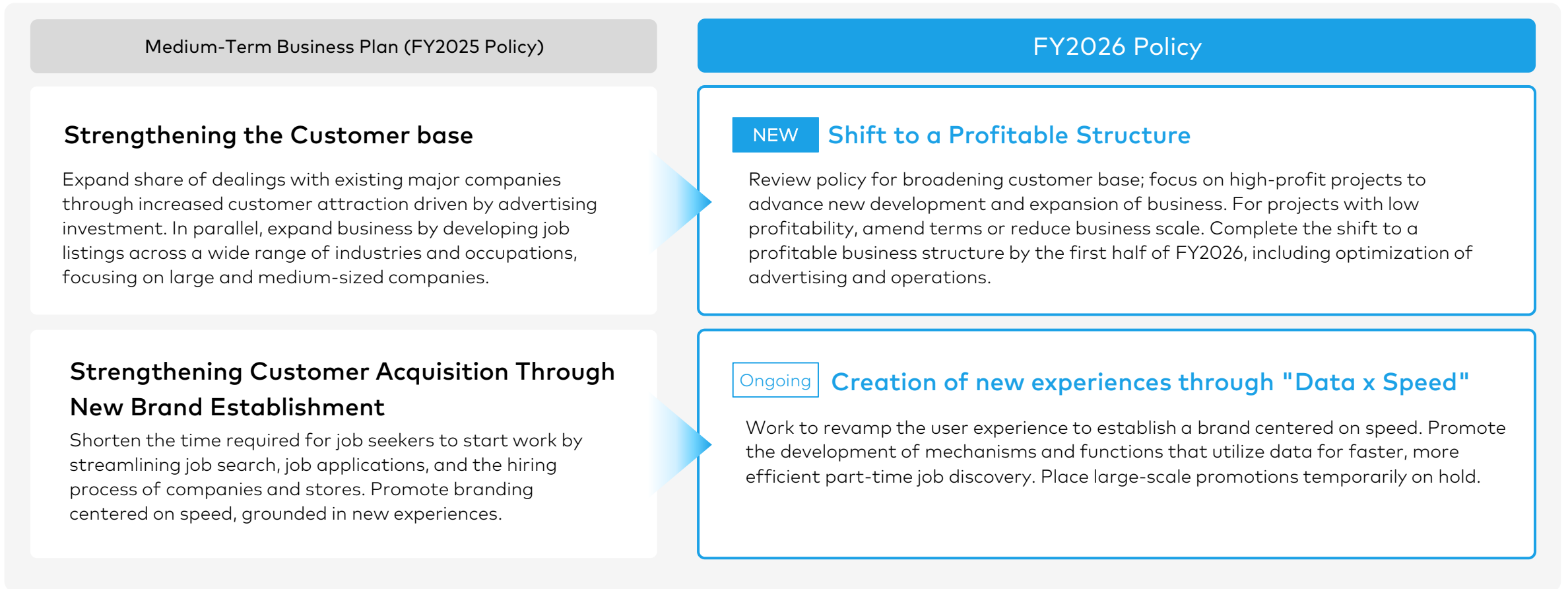


Change in policy at Machbaito to improve profitability. For batonn, added policy aimed at market development.

	Medium-Term Business Plan		FY2026	
Part-time Job Domain		<ul style="list-style-type: none"> Strengthening the Customer base Strengthening Customer Acquisition Through New Brand Establishment 	NEW Shift to a Profitable Structure	Creation of new experiences through "Data x Speed"
			Ongoing	
Career Domain		<ul style="list-style-type: none"> Increase in Users Through Brand Establishmen Broadening Target Segments by Expanding Recruitment Channels 	Ongoing	Brand communication centered on career building/survival strategy
			Ongoing	Broadening hiring opportunities through improved service experience
		<ul style="list-style-type: none"> Broadening user base through content expansion Broadening of monetization points 	Ongoing	Content Expansion through Review Assets Combined with AI
Ongoing			Launch of Scouting Service	
	<ul style="list-style-type: none"> Strengthening of marketing and sales to achieve PMF 	Ongoing	Acceleration of customer acquisition through organizational strengthening	
		NEW Development of new products		
Real Estate Domain		<ul style="list-style-type: none"> Increase in number of users through expansion of content and service areas Broadening of monetization points by leveraging customer base 	Ongoing	Increase in number of users through expansion of content and service areas
			Ongoing	Broadening of monetization points by leveraging customer base



Significantly changed to customer composition to improve profitability.
Development of features that contribute to branding is also ongoing.





Continue the policies of the Medium-Term Business Plan. Increase matching while advancing brand establishment.

Medium-Term Business Plan (FY2025 Policy)

Increase in Users Through Brand Establishment

Extend the concept from specialized "job change service" for IT engineers to "service that enables career building." Strengthen exposure through media outreach, participation in events, etc.

Broadening Target Segments by Expanding Recruitment Channels

Through expansion of our recruitment services, broaden the target segment to include job seekers who would not have used scouting services alone, while also broadening the target segment to system integration/contract development firms and non-IT companies.

FY2026 Policy

Ongoing

Brand Communication Centered on Career Building / Survival Strategy

Communication of the brand, with 'career building' and 'survival strategy' as core messages to IT engineers.

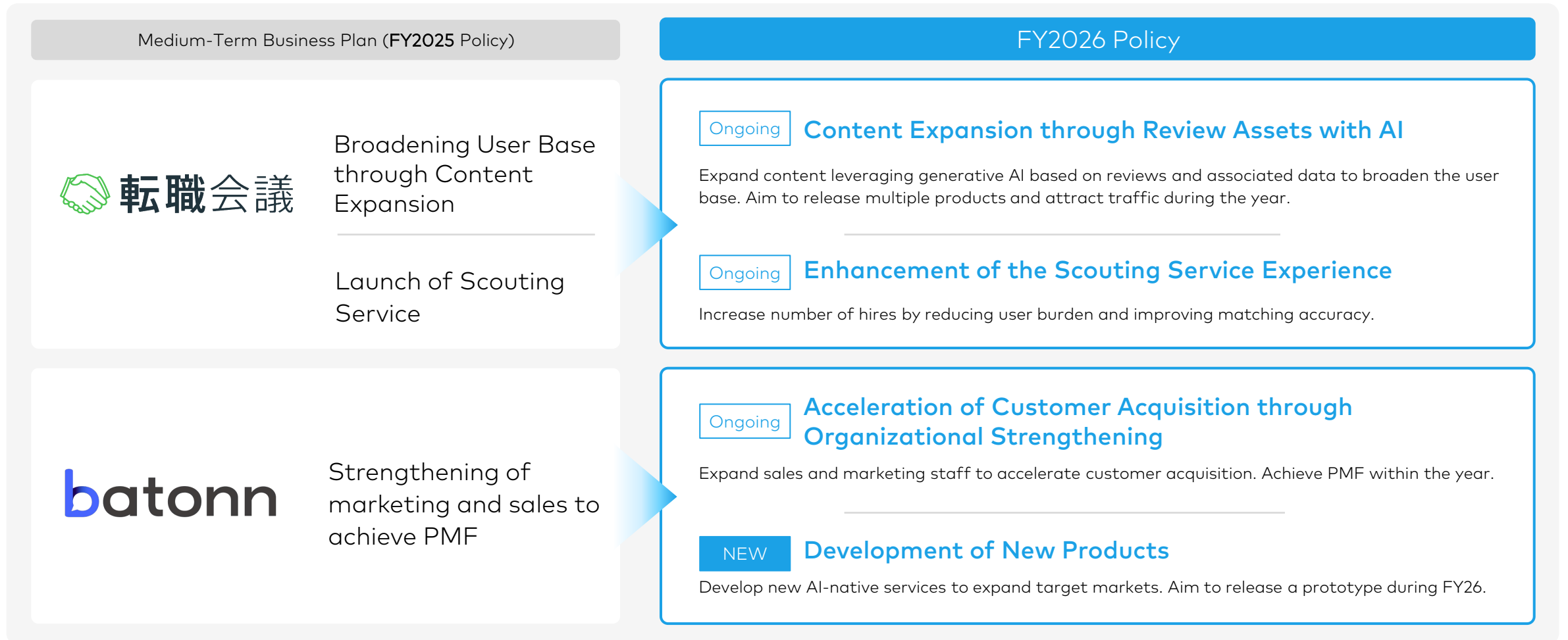
Ongoing

Increased Matching through Expansion and Improvement of Services

Acquisition of new hiring companies and job seekers by broadening the corporate base, developing new services, etc. In addition, improve matching (number of successful hires and hiring success rate) through AI-driven UX enhancements and eliminating nomination bias and other opportunity losses.



Accelerate improvement and expansion of service value through AI. Develop new products to expand the market for batonn.





Grow user base by expanding content and coverage areas.
Simultaneously, leverage the customer base to create new monetization opportunities.

Mid-Term Plan (FY2025 Strategy)

User Growth through Content & Area Expansion

Content Expansion: Expand content for prospective buyers, building on existing living environment data such as condo price ranges by room type and disaster risk information.
Area Expansion: Expand listing coverage from the current Tokyo metropolitan area (1 city, 3 prefectures) to nationwide.

Expanding Monetization Using Customer Base

Leverage IESHIL's customer base to expand monetization methods, including buy-and-resell operations.

FY2026 Strategy

Ongoing Content Expansion Through AI – Priority Focus

Strengthen AI-driven content generation and data collection to improve comprehensiveness and accuracy of living environment information. Enhance value for prospective buyers to drive further traffic and user growth. Geographic expansion is planned for the following fiscal year and beyond.

Ongoing New Product Development Targeting Revenue from Next FY Onward

Develop new products leveraging IESHIL's member base and customer base, targeting revenue contribution from the next fiscal year onward.



Prioritizing profitability improvement. Revenue decline due to structural transformation of the Part-time Job Domain.

A loss is expected in H1, with the target of achieving quarterly profitability in H2.

(Millions of JPY)

	FY2025 H1 Actual	FY2026 H1 Forecast	YoY	Change (¥)
Net Sales	2,935	2,300	-21.6%	- 635
Adjusted EBITDA	- 201	- 195	-	+5
Operating Income	- 211	- 200	-	+11
Ordinary Income	- 135	- 200	-	- 64
Profit Attributable to Owners of Parent (Interim)	- 211	- 210	-	+1




- Given the significant revision of the revenue structure, guidance is disclosed for H1 only. Full-year guidance will be determined based on progress in the revenue restructuring.
- The Part-time Job Domain is streamlining listings and cost structure. A significant revenue decline is expected, but profitability will improve.
- Both Tenshoku Draft and Tenshoku Kaigi in the career segment are expected to grow revenue.
- No large-scale promotional investments will be made.

2. Financial Results



Revenue decreased due to structural changes in the Part-time Job Domain and pending settlements for purchase and resale properties in the Real Estate Domain. Losses narrowed driven by revenue growth in the Career Domain.

(millions of yen)

	Q1 FY25	Q1 FY26	YoY	H1 earnings forecast (Progress)	Notes
Net Sales	1,577	981	-596 (-37.8%)	2,300 (42.7%)	
Part-time Job Domain 	896	450	-446 (-49.8%)	-	Revenue decreased along with optimization of low-profitability projects and reduction of transactions
Career Domain 	403	482	+79 (+19.6%)	-	Revenue increased for Tenshoku Kaigi and TenshokuDRAFT
Real Estate Domain*1 	277	48	-228 (-82.5%)	-	Pending settlements in the real estate purchase and resale business
Adjusted EBITDA*2	-93	-49	+44	-195	
Operating Income	-100	-51	+48	-200	
Ordinary Income	-60	-48	+11	-200	
Profit Attributable to Owners of Parent	-89	-53	+36	-210	

*1 Including the results of consolidated subsidiary Phil Life Inc.

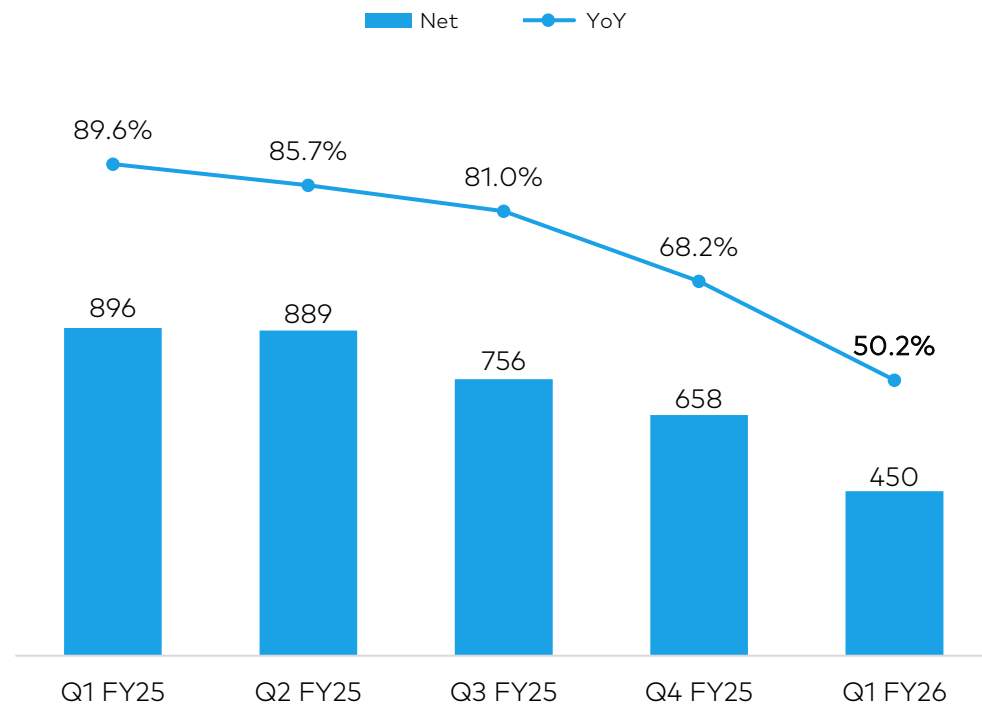
*2 Adjusted EBITDA: Operating income + depreciation + amortization of goodwill + stock-based compensation + M&A-related expenses (see p.45 for details)



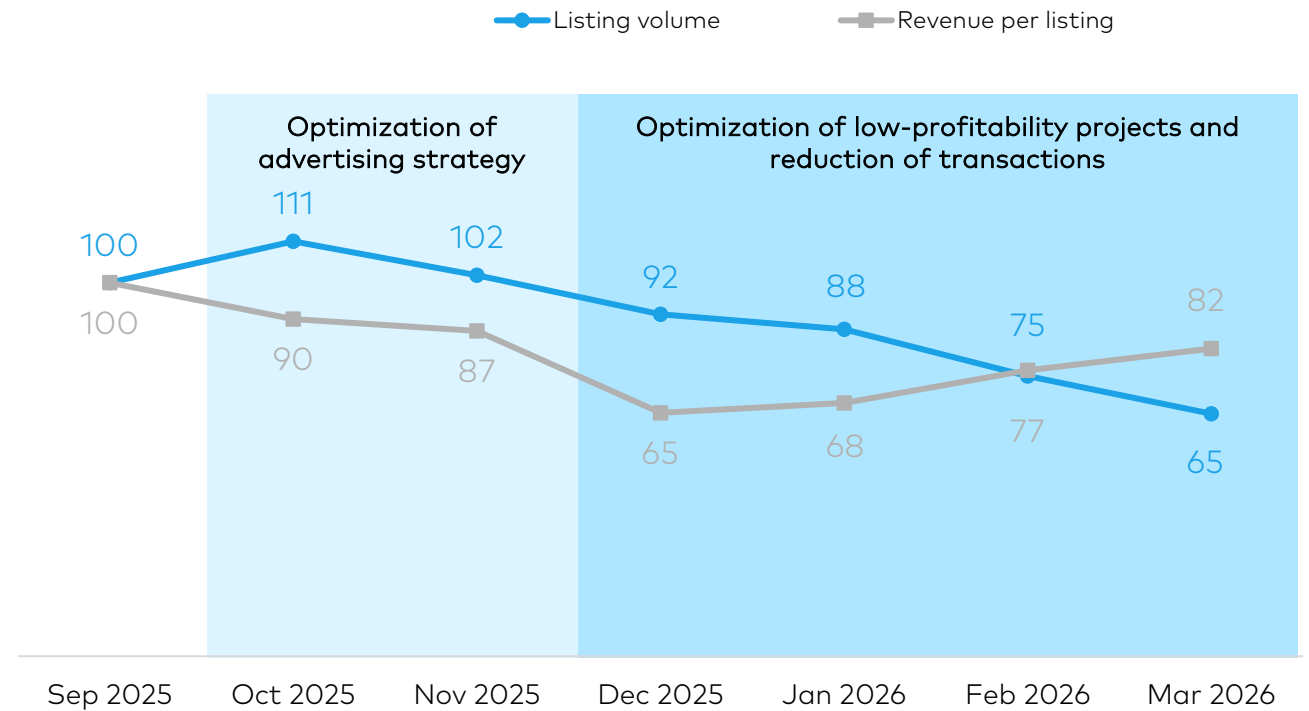
Revenue per project improved through optimization of low-profitability projects and reduction of transactions. Decreases in listing volume and revenue were as anticipated.

Machbaito revenue

(millions of yen)



Listing volume / Revenue per listing*



*Figures are indexed with September 2025 actuals set to 100



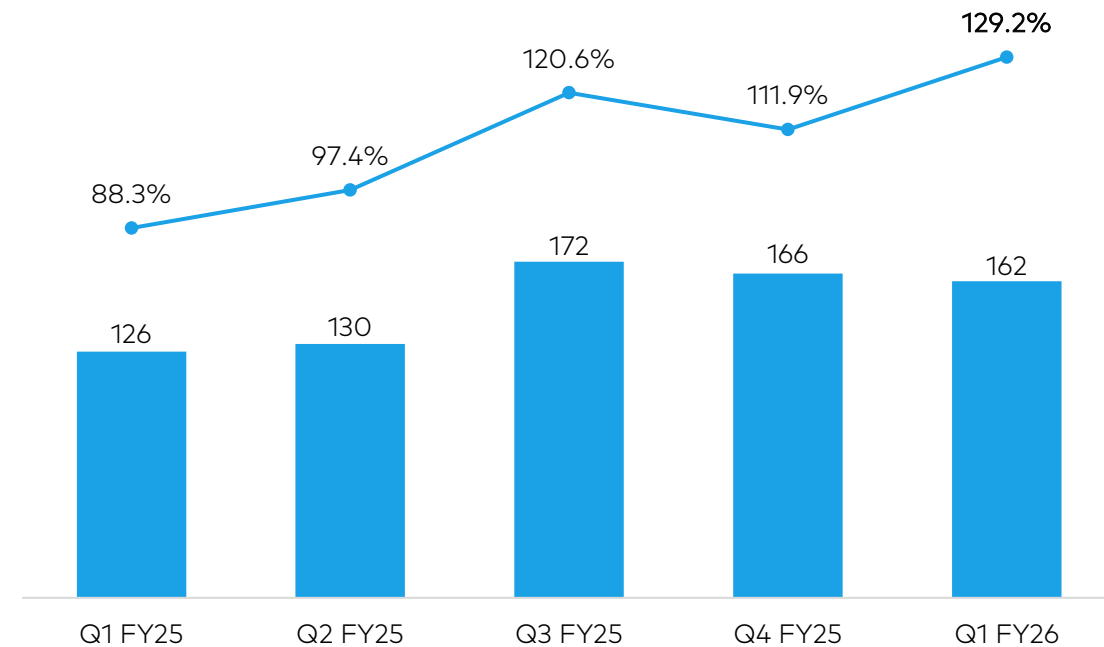
Both TenshokuDRAFT and Tenshoku Kaigi recorded revenue growth. Overall, revenue in the Career Domain increased by 79 million yen (+19.6%).

TenshokuDRAFT revenue

(millions of yen)

Net Sales YoY

Both scouting service and recruitment service recorded revenue growth

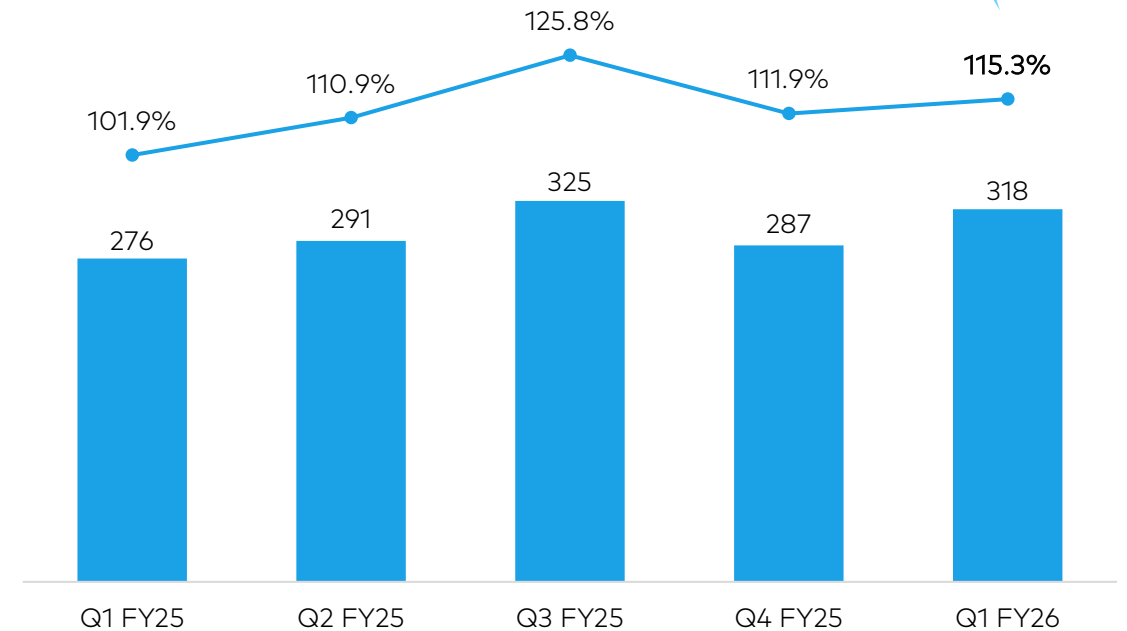


Tenshoku Kaigi revenue

(millions of yen)

Net Sales YoY

Increase in user inflow



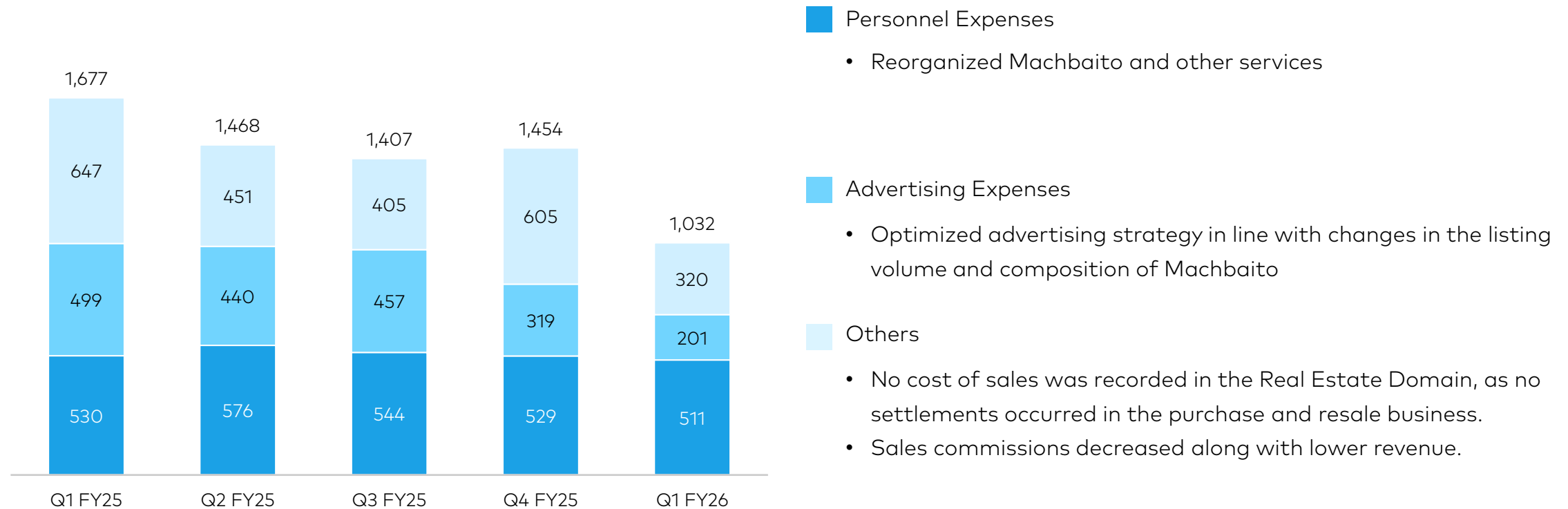
Cost Trend



Total expenses decreased 38.4% YoY due to organizational restructuring, optimized advertising spend, and a reduction in variable costs along with revenue decrease.

Cost of sales and SG&A expenses

(millions of yen)



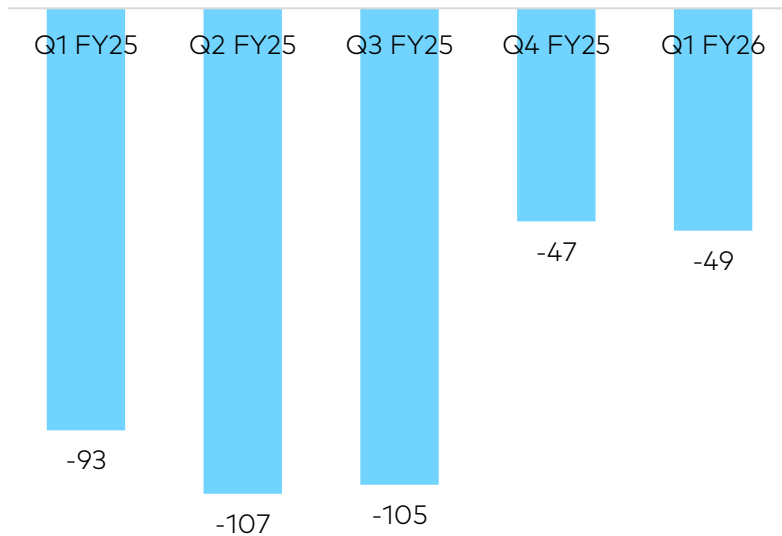
Adjusted EBITDA Trend/Breakdown of Changes



Despite a significant decline in revenue in the Part-time Job and Real Estate Domains, lower variable costs limited the impact on profits. Losses narrowed YoY due to increased revenue from high-margin businesses.

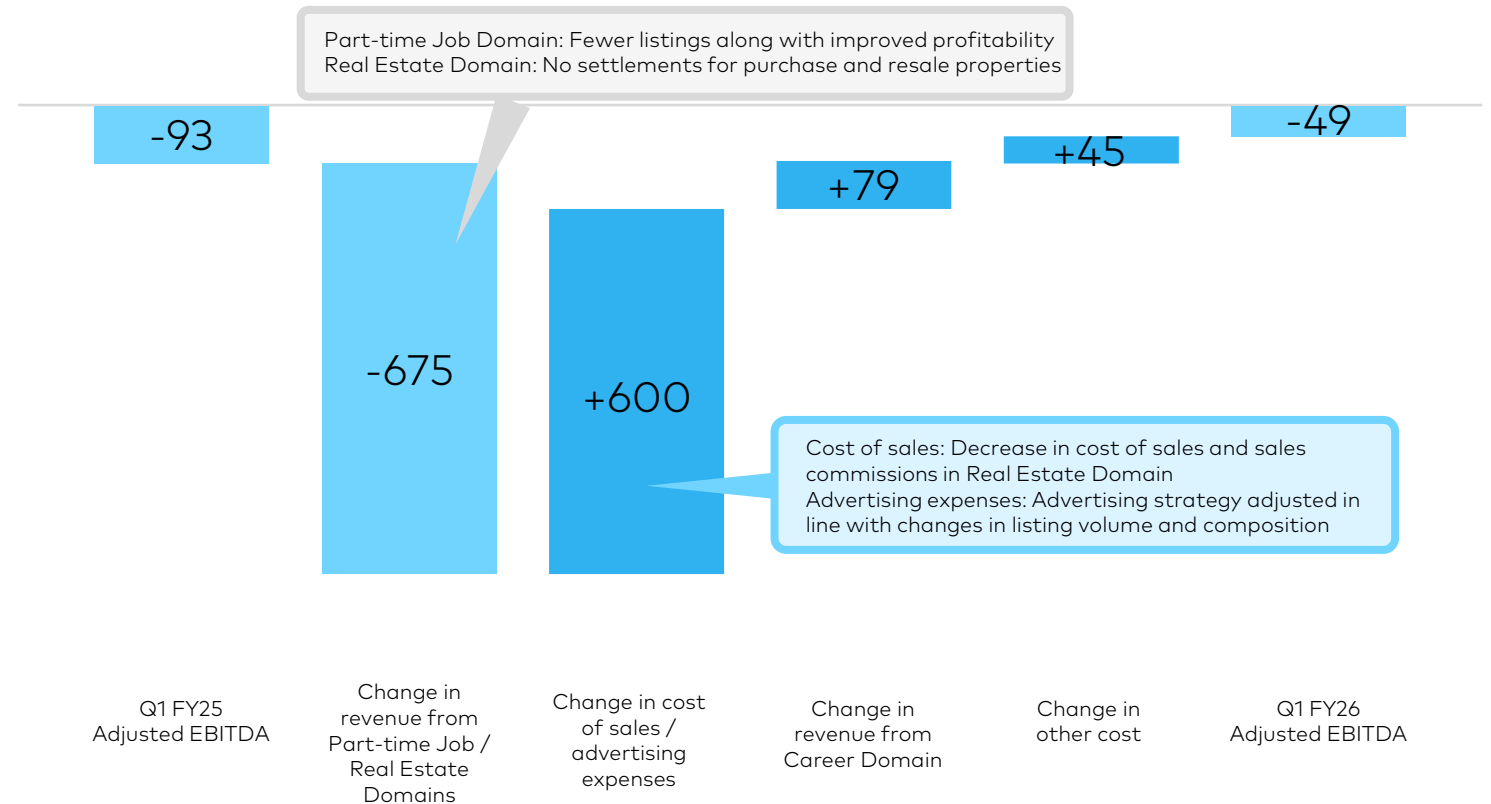
Adjusted EBITDA

(millions of yen)



Breakdown of changes

(millions of yen)

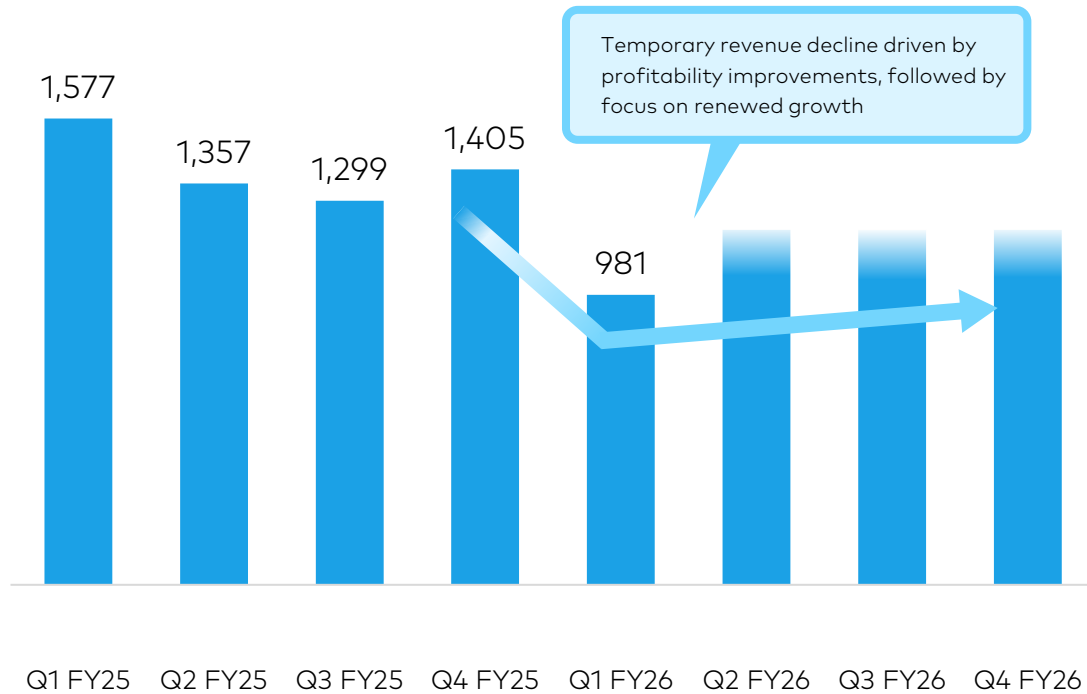




Structural transformation is well underway.
 The first-half profit forecast (Adjusted EBITDA: -195 million yen) is expected to be achieved.
 Considering volatility, the earnings forecast remains unchanged.

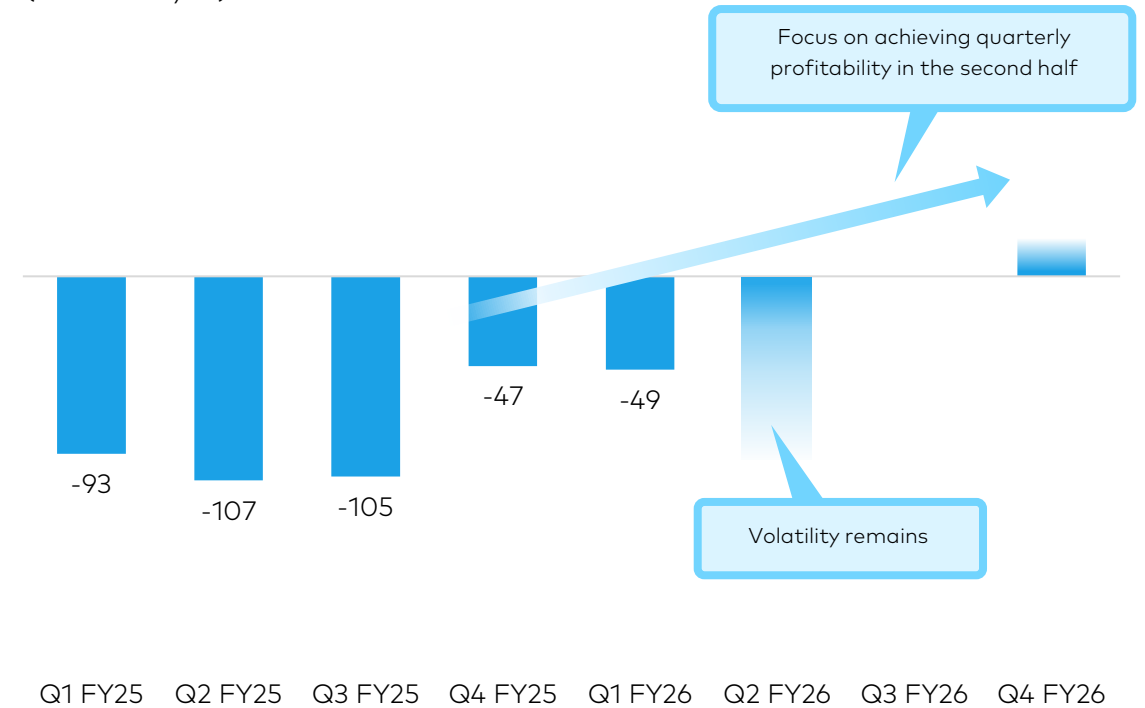
Net sales

(millions of yen)



Adjusted EBITDA

(millions of yen)



3. 1Q FY2026 Progress



Structural transformation toward a profit-oriented business model is well underway. Launched the "Machification" Project to solve industry challenges through Data & Speed



Released a resume preparation assistance feature leveraging AI, proprietary resume data, and career support expertise, designed to enhance user experience and matching quality



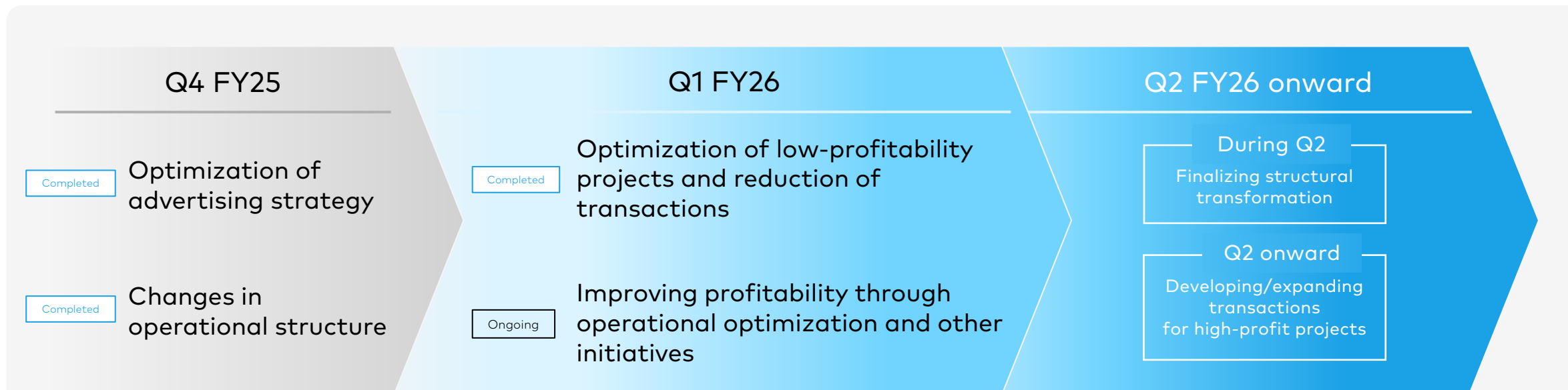
Created new content with AI based on proprietary review data, leading to enhanced user experience



Enriched content using AI; Improved site value; Ranked No. 1 in GMO Customer Satisfaction survey



Structural transformation toward a profit-oriented business model is well underway. Going forward, focus will be on improving operations and developing/expanding transactions for high-profit projects.



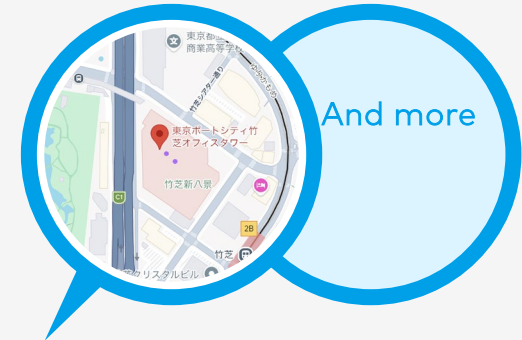
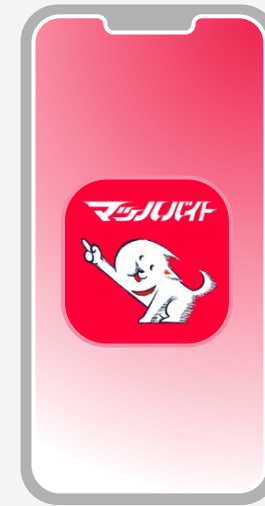
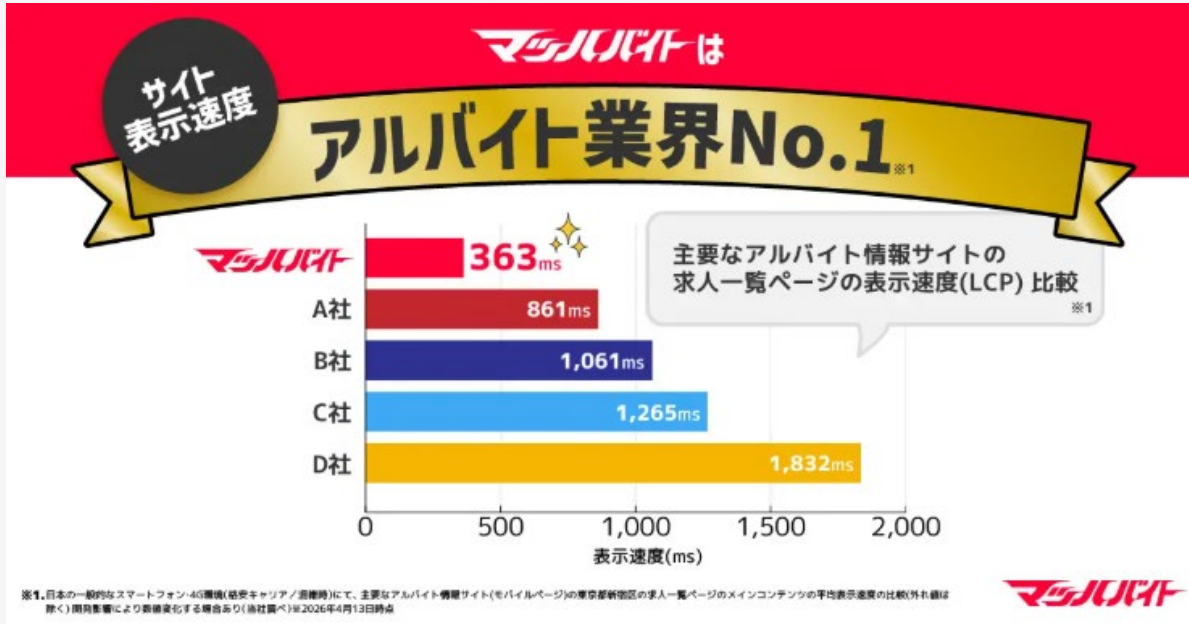
Shift to a profit-oriented business model

Finalized the optimization of low-profitability projects and reduction of transactions

Going forward, focus will be on improving operations and developing/expanding transactions for high-profit projects to ensure sustainable profitability.



Launched the "Machification" Project to solve challenges in the part-time job industry through data and speed. Achieved the industry's No. 1 website loading speed. Also developing speed-focused features in parallel.



Example: Using location data to display time-efficient job listings based on accessibility and commute convenience

Creating new experiences through "Data & Speed"

Launched the "Machification" Project

Launched the "Machification" Project to streamline the process from job search to the first day of work. As part of this initiative, Machibaito now delivers the industry's fastest website loading speed and time to interaction. Also developing a location-based job search feature.

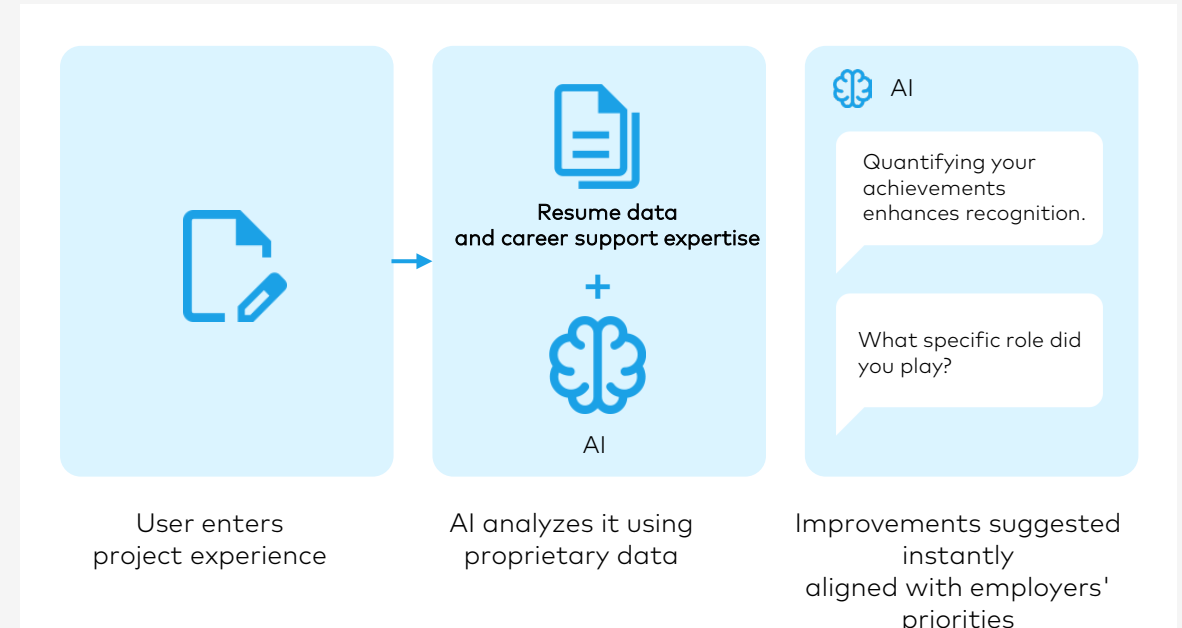


Released a resume preparation assistance feature leveraging AI, proprietary resume data, and career support expertise, designed to enhance user experience and matching quality.



Increased matching through service expansion and improvements

Released an AI-powered resume preparation assistance feature



Released a feature that provides real-time AI-powered resume feedback based on proprietary resume data and career support expertise, enabling more efficient preparation of high-quality resumes



Created new content with AI based on proprietary review data, leading to enhanced user experience.

Enterprise navigation: 企業TOP 評判 3279 年収 482 面接 455 採用

転職・必読Q&A

評価結果に対するフィードバックは十分にありますか?

この質問に該当する情報として、社員・元社員から以下のような投稿が寄せられています。

の評価結果に対するフィードバックについては、制度としては整備されている一方で、実際の運用面で課題があるという状況が見られます。

制度面では、半期ごとに評価面談が実施され、評価結果の共有だけでなく次の目標設定やキャリアについての対話も行われるという仕組みが構築されています。また、1on1ミーティングなどの定期的なコミュニケーション機会も設けられており、上司と話す機会が多いという評価もあります。評価基準が明確に定義されており、評価シートをすり合わせる流れで面談が進められるという指摘もあります。

Enterprise navigation: 企業TOP 評判 3279 年収 482 面接 455 採用

年収・評価のロコミ要約

この要約に該当する情報として、社員・元社員から以下のような投稿が寄せられています。

株式会社 の年収・評価制度は、成果主義と実力評価を特徴とする一方で、課題が存在します。年収は300~700万円の幅があり、成果が給与に反映される仕組みが評価されています。福利厚生や有給取得率も良好です。しかし、給与の基準値が低く昇給幅が限定的であること、評価基準が曖昧で上司依存性が高いこと、地方社員はバンド制度で不利であることが指摘されています。評価プロセスの透明性向上と給与水準の競争力強化が課題です。

根拠となったロコミ: 1 2 3 4 5 6 7 8

Enriching content with review assets & AI

Released AI-powered Q&A and review summary feature

Launched an AI-powered analysis feature that processes accumulated reviews to provide Q&A and review summaries regarding any company's culture and ratings



Enriched content using AI; Improved site value; Ranked No. 1 in customer satisfaction



14	売買履歴 654	賃貸履歴 63	資産性	エリア評価
賃貸履歴 アップルタワー東京キャナルコート				
● 賃貸募集中物件が2件あります >				
2026/01	30.5万円/月	93.13m ² 3LDK 25階 当時築18年		
2026/01	29万円/月	73.03m ² 3LDK 18階 当時築18年		
2025/11	28万円/月			



Expanded user base by broadening content offerings and regional coverage

Developed/released multiple features and content

Added information about property walkthrough/virtual tour videos and rental history. Ranked No. 1 in the 2026 GMO Customer Satisfaction Ranking: Condominium comparison websites (residential use category) in February, primarily for the accuracy of property information and ease of navigating the website.



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Past IR Disclosure Information

Please access the URL or QR code below to view previous IR disclosure information.

<https://www.livesense.co.jp/ir/>

4. Appendix

Financial Data (1)



Consolidated Income Statement

	Unit	FY2021	FY2022	FY2023	FY2024	FY2025
Net Sales	millions of yen	4,179	4,757	5,654	6,320	5,639
Cost of Sales	millions of yen	742	756	951	1,581	1,429
SG&A Expenses	millions of yen	4,549	3,717	4,217	4,629	4,579
Adjusted EBITDA	millions of yen	-1,104	289	488	125	-354
Operating Income	millions of yen	-1,112	284	485	109	-368
Ordinary Income	millions of yen	-916	438	649	260	-294
Profit Attributable to Owners of Parent	millions of yen	-943	537	716	197	-22

Consolidated Balance Sheet

	Unit	FY2021	FY2022	FY2023	FY2024	FY2025
Current Assets	millions of yen	3,339	4,116	4,555	4,765	4,638
Cash and Deposits	millions of yen	2,705	3,560	3,647	3,925	3,639
Non-current Assets	millions of yen	535	351	252	175	94
Total Assets	millions of yen	3,874	4,468	4,808	4,941	4,733
Current Liabilities	millions of yen	690	1,087	803	720	512
Non-current Liabilities	millions of yen	84	23	23	13	10
Net Assets	millions of yen	3,099	3,356	3,981	4,207	4,210

Financial Data (2)



Consolidated Cash Flow Statement

	Unit	FY2021	FY2022	FY2023	FY2024	FY2025
Cash flows from operating activities	millions of yen	-361	731	3	264	-652
Cash flows from investing activities	millions of yen	19	128	88	23	376
Cash flows from financing activities	millions of yen	15	-4	-4	-9	-9

Management Indicators

	Unit	FY2021	FY2022	FY2023	FY2024	FY2025
Operating Margin (%)	%	-	6.0	8.6	1.7	-
Stock Price (end of Dec)	JPY	179	279	254	143	119
Market Cap (end of Dec)	Billions of JPY	50	78	71	40	33
EPS (Net income per share)	JPY	-34.4	19.6	26.1	7.2	-0.8
PER (Price earnings ratio)	x	-	14.2	9.7	19.9	-
ROIC (Return on invested capital,)	%	-	7.9	13.0	2.4	-
ROE (Return on equity,)	%	-	16.7	19.5	4.8	-
ROA (Return on assets,)	%	-	10.5	14.0	5.3	-

1Q26 Consolidated Balance Sheet



(millions of yen)

	4Q25	1Q26	YoY
Assets			
Current Assets	4,638	4,495	- 142
Cash and Deposits	3,639	3,473	- 166
Non-Current Assets	94	90	- 4
Property, Plant & Equipment	0	0	-0
Intangible Assets	5	4	-0
Investments & Other Assets	89	85	- 3
Total Assets	4,733	4,586	- 146
Liabilities			
Current Liabilities	512	416	-96
Non-Current Liabilities	10	11	+0
Total Liabilities	523	427	-96
Net Assets			
Shareholders' Equity	4,158	4,104	- 53
Share Capital	237	237	±0
Capital Surplus	225	225	±0
Retained Earnings	3,859	3,806	-53
Treasury Stock	-164	-164	±0
Total Net Assets	4,210	4,159	- 50

Our Approach to Adjusted EBITDA | Breakdown



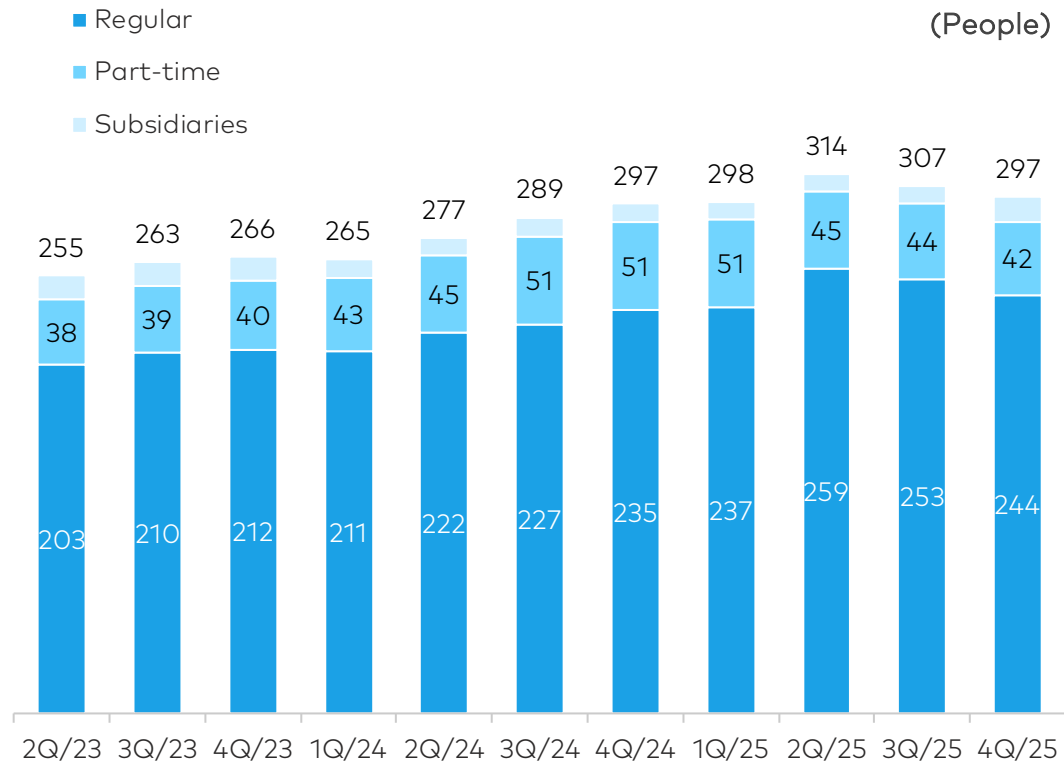
Established as the profit metric for promoting and evaluating the mid-term management plan.

(millions of yen)

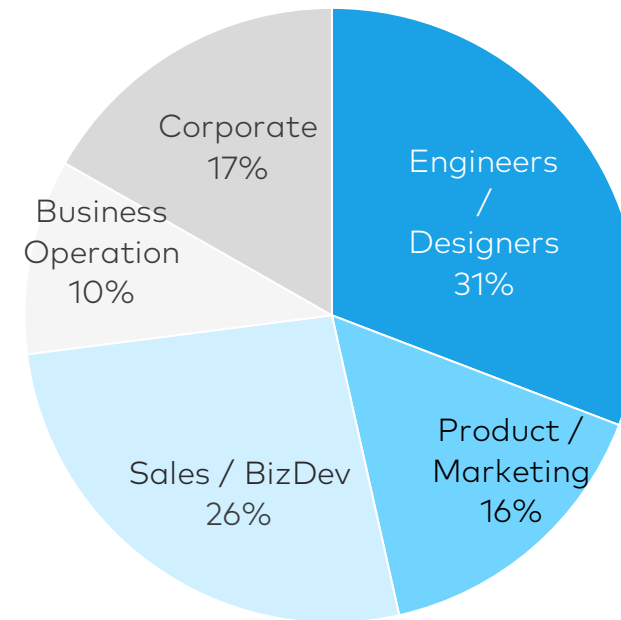
	1Q25	1Q26	Reason for Exclusion
Operating Income	-100	-51	
Depreciation & Amortization	0	0	Non-cash accounting expenses are excluded to measure true business profitability against the "1→10 growth" target.
Goodwill Amortization	0	0	
Share-Based Compensation	5	1	
M&A-Related Expenses	0	0	One-time M&A costs are excluded to encourage active M&A execution.
Adjusted EBITDA	-93	-49	



No. of Employees (Consolidated)



Breakdown of Full-time Employees



*Non-consolidated: Head Office Regular Employees only. (Our 'Regular Employees in Specific Functions' are mainly responsible for customer support and sales.)



Livesense Inc. (below, the Company) has prepared this material to provide current information about the Company. The Company prepared this material using generally known information about social and economic conditions and certain assumptions that we deemed to be reasonable. The information found in this material is subject to change without notice due to changes in business conditions or for other reasons. This material contains forward-looking statements, which are based on current expectations, forecasts and assumptions that involve risks. These forward-looking statements contain uncertainties, and actual results may differ substantially from these statements. These risks and uncertainties include general industry and market conditions as well as general Japanese and international economic conditions such as changes in interest rates and exchange rates. The Company has no obligation to update or correct the forward-looking statements contained in this material, regardless of any new information, future events, etc.

In light of the above, investors are advised to use their own judgment when making investments.

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.



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