SpiderPlus & Co.

SpiderPlus & Co.
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Transcript of Q&A Session

Date and Time: Thursday, November 12, 2026, 7:00 PM – 7:30 PM

Speakers: Masato Suzuki, Director and Executive Vice President
and Yutaka Fujiwara, Executive Officer and CFO

For inquiries regarding this matter, please contact: Finance and IR Department, SpiderPlus & Co.

Email inquiries: ir@spiderplus.co.jp

Telephone inquiries: +81-3-6709-2834

[Note 1]
This document has been translated from the original Japanese version*1 for reference purposes only.
In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.
*1: The original Japanese version is available at the following link:
https://contents.xj-storage.jp/xcontents/AS81382/5bc621a6/7a38/4cad/8a6b/84279216529b/140120261113580259.pdf

[Note 2]
Forward-looking statements, such as the performance outlook contained in this document, are based on information available to the Company at the time of preparation. As they include risks and uncertainties, the Company does not guarantee their realization.

Actual performance may differ from this outlook due to various factors, including the economic environment, market trends, and trends in the services provided. Furthermore, the Company assumes no obligation to update or revise these statements, even in the event of new information or future events.

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Transcript of Q&A Session

Reference: Archived video of the financial results briefing
https://www.youtube.com/live/eRAoBsftn7E

Reference: Q3 FY2026 financial results briefing materials (Disclosed November 12, 2026)
https://contents.xj-storage.jp/xcontents/AS81382/17d788bb/7f61/4765/b132/b8a45f4a578f/140120261111573914.pdf

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Q1: Q4 FY2026 profit outlook

Regarding Operating profit, the revised forecast is 151 million yen, compared to the cumulative Q3 results of 182 million yen. What is your outlook for Operating profit in Q4?

Taking upfront investments for next fiscal year's growth into account, we revised our Operating profit forecast to 151 million yen, from the previously announced 50 million yen.

Because profit is trending above our initial expectations, we plan to make these investments, such as the development of a new app and the renewal of our infrastructure. The new app will improve convenience for users, and the infrastructure renewal will speed up development. Both will support sales growth in the next fiscal year. We also plan to strengthen promotional activities, such as exhibitions and campaigns, toward the end of the fiscal year.

Q2: Measures for next fiscal year

What are the measures planned for the next fiscal year to accelerate sales growth?

We are planning three measures to accelerate sales growth.

First, we will increase the number of IDs. We will release the new app, which is currently under development, by the end of this year to increase the number of IDs at existing customers' sites. We will acquire new customers through collaboration with partners such as Infomart Corporation, our capital and business alliance partner, and Daiwabo Information System Co., Ltd., our sales partner.

Second, we will deepen usage per company. We will increase the number of services each company uses, including S+Collabo, S+Report and other services in addition to SPIDER+. We also plan to revise our pricing and plan structure in stages to match the value we provide.

Third, we will expand our solution services. Through BPO services and professional services (contract development and consulting), we will address customer issues that software alone cannot solve. In Q3, we launched a BPO service that turns paper drawings into AI-utilized

assets*1 and strengthened our delivery structure through collaboration with partner companies*2.

These measures are supported by the renewal of our product foundation, which will speed up development so that we can deliver new features sooner.

*1: SpiderPlus & Co. and ULURU BPO collaborate to launch a BPO service for the construction industry that turns paper drawings and as-built documents into "AI-utilized assets" (September 16, 2026)
https://contents.xj-storage.jp/xcontents/AS81382/900c9db4/75fe/42f2/97a1/f6bd55170721/140120260916536972.pdf

*2: SpiderPlus & Co. strengthens the delivery structure for shop drawing creation BPO (September 29, 2026)
https://contents.xj-storage.jp/xcontents/AS81382/bbdb5e46/ad56/4c47/b5b5/4cd3d6aa1117/140120260929541716.pdf

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Q3: Order trends for the current fiscal year

Could you explain the "delay in orders" mentioned in the "Notice Regarding Revision of Consolidated Financial Forecasts for FY2026"? Given the planned upfront investment in Q4, what is your outlook for the next fiscal year?

The main reason for the delay is that closing major deals with existing enterprise customers is taking longer than we initially expected. These negotiations are still ongoing, and we are working to close the deals in the next fiscal year.

We will present our detailed outlook for the next fiscal year with our full-year results in February 2027. That said, our ARR growth rate rose to 12.3% in Q3. To accelerate this growth further, we will make upfront investments this fiscal year, while profit is trending above our expectations.

Q4: Performance impact of Vietnam subsidiary suspension

What is the impact of the business suspension at the Vietnam sales subsidiary* on FY2026 results?

At this time, we do not expect any material loss, as the subsidiary operated as a small-scale sales company. On May 27, 2026, we resolved to suspend its business activities and disclosed this decision, and we are now proceeding with the withdrawal procedures. We will promptly announce any matters that require disclosure.

*: Notice regarding the suspension of business of a consolidated subsidiary (Vietnam subsidiary) (May 27, 2026)
https://contents.xj-storage.jp/xcontents/AS81382/6963aa92/d6ec/48cc/abc2/657ea086656c/140120260526548550.pdf

Q5: Shareholder return policy

What is your shareholder return policy?

We currently do not pay dividends or conduct share buybacks, as we are at a stage where we prioritize business investment for growth. However, we expect to record an operating profit for the full fiscal year, and we reduced our share capital in May 2026* to put in place a structure that allows flexible shareholder returns. After securing the investment needed for future growth and the funds needed for financial soundness, we will continue to consider shareholder returns, taking into account our share price and capital efficiency. We would also like to add that we introduced a shareholder benefit program in FY2024.

*: Notice regarding reduction in the amount of share capital and legal capital surplus, and transfer of other capital surplus (February 12, 2026)
https://contents.xj-storage.jp/xcontents/AS81382/1f2913dd/073c/4f1b/83ef/0e01500276fc/140120260212557553.pdf

Q6: Use of AI

What specifically was done to streamline operations using AI, and how much effect was achieved?

Our development department fully uses AI to speed up development, and AI use is also expanding in non-engineering departments. As a result, ARR per employee increased from 18.9 million yen in the same period of the previous year to 21.2 million yen, and the cumulative ratio of SG&A expenses to Net Sales fell from 75.0% to 68.6%.

Q7: SPIDER+ features valued by customers

Which features are particularly popular with customers? Also, are there any differences in the features used by large enterprises and SMEs?

The feature customers value most is the ability to manage construction photos and inspection records together, organized by drawing. Customers also value the inspection function used for quality control.

By company size, large enterprise customers use SPIDER+ in a wider range of ways. After introducing it company-wide, they use it for purposes such as integration with core systems and information sharing with partner companies.

Q8: Status of DX initiatives in the construction industry

Are there companies that are not working on digital transformation (DX), even with regulations such as limits on working hours?

In reality, many SMEs in the construction industry have not yet taken the step to invest in IT, while IT investment and DX initiatives are progressing, mainly among large enterprises.

In addition to working hour regulations, the labor shortage is expected to become more severe. We therefore believe DX will become unavoidable for construction companies of all sizes. For this reason, we see large room for us to grow in this market.

Q9: Future overseas expansion

What are your plans for future overseas expansion?

There is currently no change to our medium- to long-term policy of continuing to expand in phases, mainly in Southeast Asia.

Our overseas initiative to date has been to sell SPIDER+ to overseas customers, and we originally established the Vietnam sales subsidiary as a foothold for this.

Q10: Collaboration with BPO partner company

Could you tell us more about the collaboration* with Joe Abroad Co., Ltd.?

The collaboration relates to the promotion of our BPO services. Demand is currently very strong for BPO tasks such as creating shop drawings on behalf of customers. This field requires specialist expertise, and we see Joe Abroad as a partner that can provide high-quality, fast services in it. Through this collaboration, we will promptly deliver BPO services with higher added value.

*: SpiderPlus & Co. strengthens the delivery structure for shop drawing creation BPO (September 29, 2026)
https://contents.xj-storage.jp/xcontents/AS81382/bbdb5e46/ad56/4c47/b5b5/4cd3d6aa1117/140120260929541716.pdf

Closing remarks from the Executive Vice President

Thank you very much for taking the time to join our financial results briefing today.

Through Q3, profit has been trending above plan, due to higher productivity from the use of AI and appropriate control of investments. Our ARR growth rate has also returned to double digits.

However, orders for large deals have been delayed, which has affected Net Sales. We take this situation seriously and will do our utmost to accelerate ARR growth.

Toward the end of the fiscal year, we are entering an important phase for next year's growth: the release of the new app and the renewal of our product foundation. While building a strong service foundation that customers can use with confidence, we will steadily continue our evolution into an infrastructure company that broadly solves on-site issues.

We sincerely ask for the continued support of our shareholders and investors. Thank you very much for joining us today.