

Commerce One Holdings Inc.

TSE Growth: 4496

FY3/2026 Q1

Financial Results

August 14, 2025



Today's Agenda

1.	Executive Summary	P.0
2.	FY3/2026 Q1 Highlights	P.2
3.	Achievement Against FY3/2026 Budget	P.3
4.	Appendix	P.3



1

Executive Summary



Role of Commerce One Holdings

Our group supports domestic SMEs in advancing e-commerce in the growing EC market.

Together with our customers, partners, and new talents, we create new value.

Business Area

EC Platform Market as Social Infrastructure



Our Business

Supporting Domestic SMEs' E-Commerce Self-Reliance



Our Advantage

SaaS Solutions Partnering in Value Creation





Our Strengths and Vision in Comprehensive EC Support

Our group continues sustainable growth through the market advantage and expandability of our SaaS-based business model. Providing services tailored to customers' growth stages maximizes the Customer Lifetime Value (LTV) and builds a stable recurring revenue base.

Moreover, our solutions leveraging group synergies enhance customer competitiveness and solve their challenges effectively. Together with our customers, our group leads the exploration of next-generation markets proactively.







FY3/2026 Q1 Summary

Consolidated

Consolidated net sales

Consolidated operating profit

Consolidated operating margin Profit attributable to owners of parent

JPY 910 mn

JPY 130 mn

14.4%

JPY 93 mn

+JPY 12 mn YoY (+1.3%)

YoY

-2.9pts

+JPY 52 mn (+129.2%)

Decrease in operating profit

- Future Shop achieved increases in both sales and profits. Expansion of optional and alliance services and price revisions in the previous fiscal year contributed to this growth.
- SOFTEL experienced decreases in both sales and profits. This was due to increased engineer costs associated with expanded maintenance workload and higher recruitment activity expenses.
- SOLAIRO saw higher costs for the development of new products.
- At HD*, we saw increased costs due to expenses for maintaining our listing status for group expansion.

Increase in profit

Profit attributable to owners of parent was increased.

This resulted from the absence of equity method investment losses from Enecycle in the previous fiscal year.

Financial

summary



FY3/2026 Q1 Highlights of futureshop

Non-consolidated futureshop

Net sales

Operating profit

Operating margin

JPY **706** mn

JPY **202** mn

28.7%

YoY +JPY 43 mn +JPY 1 mn (+ 0.6%) YoY - 1.7pts

future shop

GMV

Number of contracts as of June 30, 2025

ARPU

JPY **52.6** bn

2,785

JPY **84,616**

+JPY 1.7 bn (10) +JPY 7,632 (+ 3.5%) (- 0.4%) YoY (+ 9.9%)



FY3/2026 Q1 Highlights of SOFTEL

Non-consolidated SOFTEL

> **Net sales Operating profit Operating margin** 7.7% JPY **215** mn **JPY 16** mn YoY*1 JPY (0.5) mn (- 0.3%) YoY*1 JPY (4.1) mn (- 20.0%) Y₀Y*1 - 1.9pts



Tota	al development sales	Rec	urring revenue		Other sales	Ratio o	of recurring venue*2
J	PY 91 mn	JP	Y 117 mn	J	PY 6 mn	54	1.4%
YoY	JPY (3.1) mn (- 3.4%)	YoY	+JPY 3.4 mn + 3.0%	YoY	JPY (0.7) mn (- 10.4%)	YoY	+ 1.7pts

^{*1} Compared to pre-merger figures of SOFTEL and SAMURAI TECHNOLOGY (combined with internal transactions eliminated) *2 Revenue following the merger with SAMURAI TECHNOLOGY serves as the denominator.



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Advantages of SaaS Model \times Accelerating Customer Growth





A SaaS model in which software and server environment are shared by all customers



Expanded adoption rate from customers in the startup phase to customers with annual sales of several billions of yen

3 advantages of the SaaS model



Highly reliable security

Provides user-friendly system updates and up-to-date secure environment



Speedy version upgrades

Enables efficient function development and version upgrades without user-specific development and operation



Highly satisfactory support

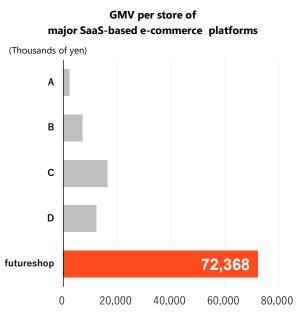
Provides highly satisfactory support without customerspecific specifications

Backed by these advantages, futureshop's business model can maximize the monetization of development resources. Engineers can focus on product development, resulting in low turnover rates. As all users are in the same environment, knowledge of successful cases is easy to accumulate and share and highly reproducible.



Work in a friendly manner with E-Commerce Businesses and accompany them in their growth futureshop

futureshop achieved overwhelmingly high GMV per store even as a provider of non-customized services





^{*} The above graph is based on estimated GMV per store of major SaaS-based e-commerce platforms in Japan in FY2023 researched by the Company (excluding industry / subscription commerce-specific and customized models)

YoY growth of sales of customers who have been under contract for more than two years *1 increased by

22.8% on average

For FY3/2024:
Average YoY growth rate

+25.6%

*1 Average growth rate of customers who have been under contract for more than 2 years=Average sales growth rate of stores that have been under contract for more than 2 years and have monthly sales of at least JPY 1. Value of rapid sales growth in the initial stage is omitted by disregarding customers who have been in business for less than two years since start-up or renewal.

Commerce One

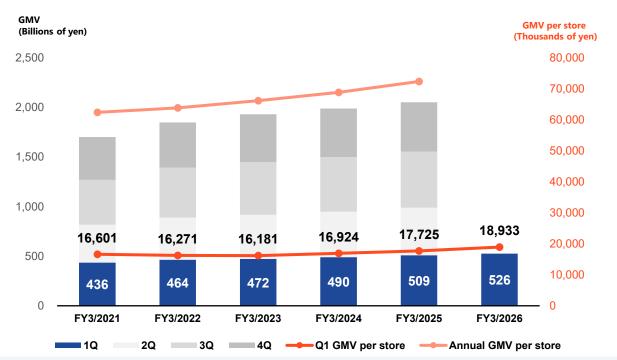
Steadily Grow Customer GMV



FY 3/2026 Q1 results

GMV: JPY52.6 bn (up 3.5% YoY)

GMV per store: JPY 18,933 thousand (up 6.8% YoY)



GMV for FY3/2026 Q1 totaled JPY 52.6 bn, up 3.5% YoY

GMV per store increased by 6.8% YoY, showing robust customer growth, although acquiring new contracts with stores was still challenging.
Our existing customers are growing steadily.

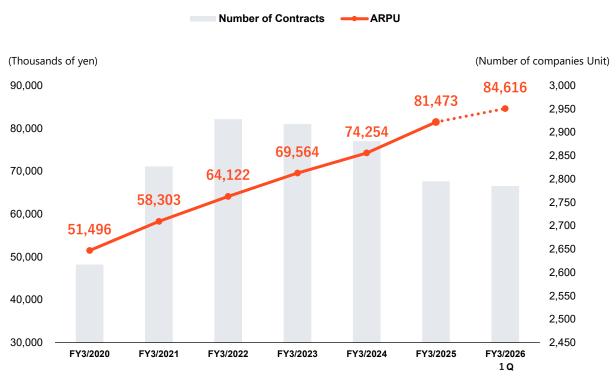
The impact of the rate revision from June 2024 on the number of stores with contracts was minimal, but there was an increase in the churn rate associated with the closure of EC sites by operators with smaller sales.



Achieve ARPU Growth through a High-value-added Strategy







Number of contracts

Affected by the backlash from the COVID-19 pandemic and the impact of store consolidations and closures



ARPU

Effects of high value-added services and upselling strategies



The quality of customer composition improves, and sales stability and profit margins improve.



New M&A in VTubers Marketing Business DINES

Specialized Influencer Marketing for VTubers

Total SNS Followers 20 million

Monetized Individual VTubers Only

VTubers Over 2,000 in all

In partnership with the above, PINES operates '<u>AttendMe</u>', an influencer marketing business.

Providing supports for VTubers-based marketing, ranging from PR and advertising to tournament events.



Furthermore,

Online Events

Online events are held every month. Conducts approximately 100 tie-ups and 2-3 promotional campaigns per month.

Influencer Collaboration Online Gacha 'TaPrize'

In August 2023, launched an online gacha game in collaboration with popular influencers. Provide comprehensive support from product planning to ordering and shipping of merchandise.

Manufacturing and Sales of Collaborative Products

Highly popular "Oshi-Kan" series in collaboration with famous VTubers.

Achieved sales of over 500 product varieties and 30,000 cans cumulatively.

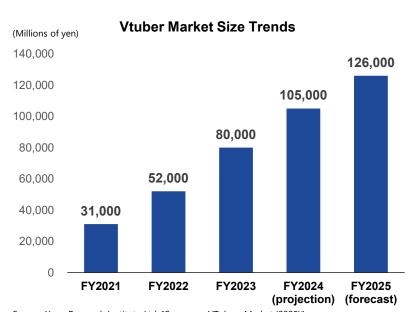
Social Media Marketing: Sponsored Advertising

Achieves approximately 1 million video and social media views monthly through influencer channels.

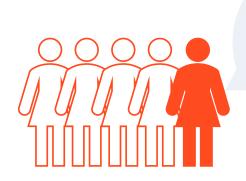


Creating Next-Generation Marketing Through 'Oshi' Enthusiasm

'Oshikatsu*', a new consumer behavior, will continue to expand beyond a temporary trend. VTuber marketing, which spreads based on empathy and affinity, is expected to lead to further customer growth through high engagement and natural expansion.



Source: Yano Research Institute Ltd. "Survey on VTubers Market (2025)" ~VTuber market in 2025 is expected to be 126,000 million yen, up 120.0% from the previous year, with merchandise revenue and other business areas driving growth~ (https://www.yano.co.jp/press-release/show/press_id/3806)



One in five individuals spends over 100,000 yen annually on Oshikatsu*

Under 30s: 30.4% 40s and older: 14.4%

Average annual expenditure

approx. 192,000 yen*
*Based on men and women under 30s
from a sample of 397 individuals aged
16-70

Oshikatsu* beating inflation Maintain the amount of money

spent on Oshikatsu*:
No impact from rising prices:
Cutting other expenses
for Oshikatsu*:

over 80% 64.7%

19.9%

Source: Nikkei Newspaper "How Much Do You Spend on Your Favorite? 20% Spend Over 100,000 Yen Annually, Reader Survey" (https://www.nikkei.com/article/DGXZQOUA115V00R10C25A3000000/)

^{*1} A Japanese term meaning "supporting your favorite idol, artist, or character through various fan activities such as buying merchandise, attending events, or sharing content online."



Trust-Based Relationships to Protect Rights × Community-Led Dissemination Power

Build highly reliable relationships through a support system that protects the rights of individual VTubers and freedom of expression. Accelerates client promotions through social commerce by leveraging VTuber connections and fan communities that resonate with their worldviews.

After securing an audit by AttendMe, proceeds to attend to PR projects.

Balancing VTubers expression and corporate strategy

Online backlash risk manageme nt



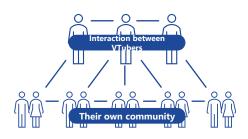
Protection of VTubers personal information





Micro-influencer messaging that reaches royal customers.

Maximizing engagement and ROI







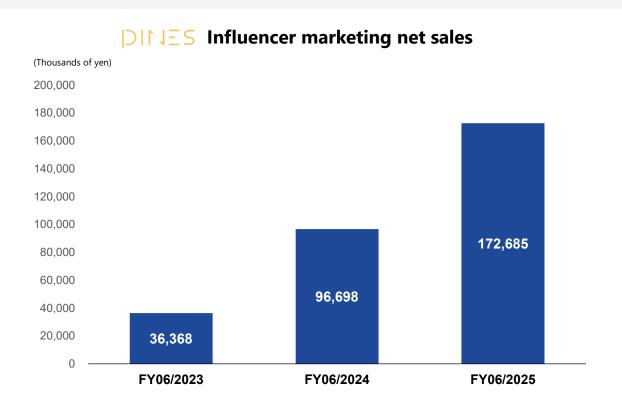
Example: Oshi-Kan series

Sold approx. **30,000 cans**



Rapid Growth of VTubers-Specialized Influencer Marketing Business DIMES





YOY growth shows two consecutive years of rapid growth of

over 75%

Average growth rate

+117.9%



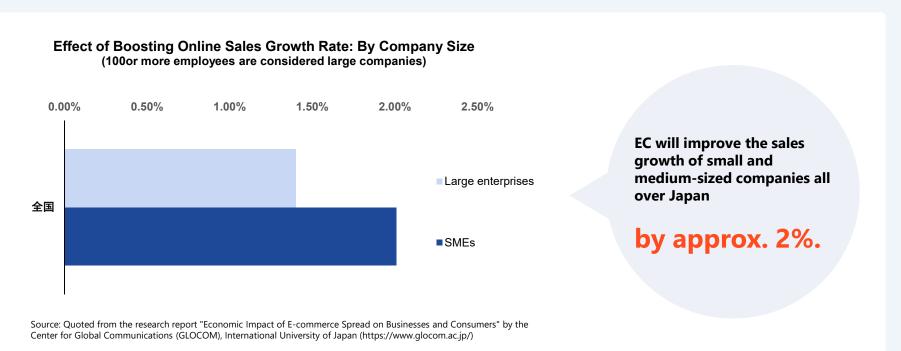
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E-commerce Infrastructure × Customer Problem-Solving



E-commerce as a Growth Driver for Small and Medium-Sized Companies

The introduction of e-commerce has confirmed an average sales increase of about 2% for small and middle-sized companies nationwide. E-commerce utilization directly leads to increased profits for SMEs across all regions. It is becoming increasingly important as a means for structural sales growth. As the shift to online distribution progresses, e-commerce is becoming an essential management infrastructure for expanding sales channels and diversifying revenue streams.

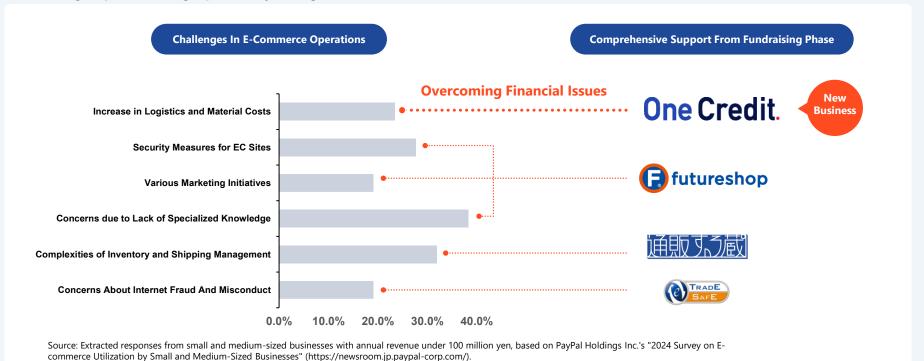




Expanding E-Commerce Support. Launched a new factoring business to address funding issues. One Credit

With the new service "One Credit", our customers can overcome the financial issues that prevent e-commerce adoption. Furthermore, our group comprehensively addresses various management issues across different sectors.

We are acquiring potential customers as new clients and establishing long-term relationships through our e-commerce support. The synergies within our group are creating a positive cycle of growth.





Increasing Demand for Factoring Services

Economic fluctuations, and cost increases due to a weak yen are putting pressure on small and medium-sized companies' management. In particular, many small businesses cite 'fundraising' as a challenge, and flexible cash flow management methods are needed to make strategic moves*. Against this background, there is a growing need for highly immediate factoring services.

One Credit.

Cross-border ecommerce businesses can quickly monetize their overseas accounts receivable.

Low-Cost Screening Process

Deploy a pre-built screening model.
In comparison with other services, our group can provide solutions at a lower cost.

Competitive Advantage through Proprietary Analysis

Leveraging real-time analysis of ecommerce sales and authentication knowledge for an enhanced review process.

Increase in EC Businesses and Diversification of Funding Needs

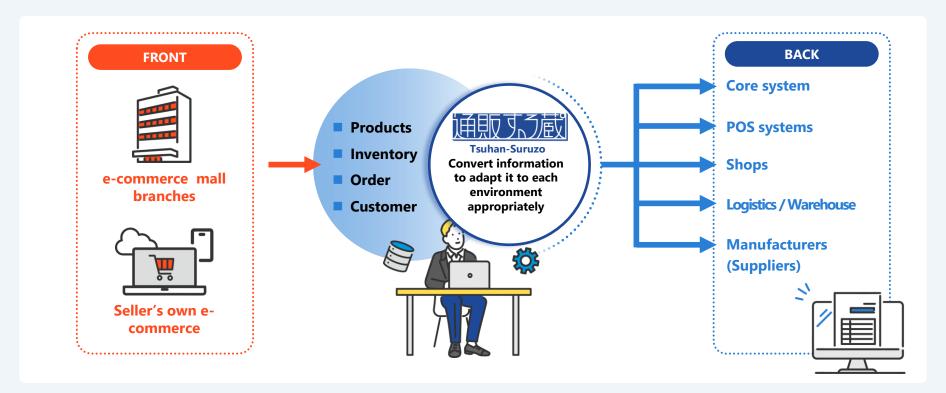
Purchasing due to a sudden increase in orders and responding to unexpected troubles differentiate companies.

Funding is needed in a variety of situations.



Eliminates the Complexity of Inventory and Shipping Management. Integrated Backyard Support Business

Through centralized management, our group frees customers from inefficient operations. Tsuhan-Suruzo provides a system that redirects management resources towards essential growth.





Eliminates Concerns in E-Commerce Transactions. Third-Party Certification Supporting a Sound Market Foundation



Our group aims to create a prosperous e-commerce market where transactions can be conducted with trust. We provide the TradeSafe Trustmark, with a mission to contribute to sustainable e-commerce market development.

Supporting the Japanese e-commerce industry for 19 years

(Started services in 2006)







Three key features of TradeSafe Trustmark



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FY3/2026 Q1 Highlights



Financial Results Overview for FY3/2026 Q1

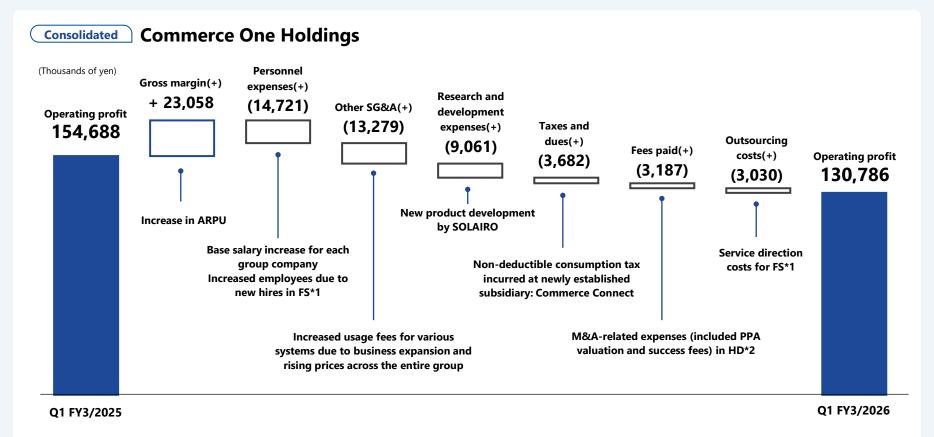
Consolidated Commerce One Holdings

(Thousands of yen)

	FY3/2025 Q1	FY3/2026 Q1	Increase / decrease	YoY % change
Net sales	898,956	910,975	+12,019	+1.3%
Operating profit	154,688	130,786	(23,902)	(15.5%)
Ordinary profit	107,367	161,915	+ 54,548	+ 50.8%
Profit before income taxes	107,367	161,915	+ 54,548	+ 50.8%
Profit attributable to owners of parent	40,599	93,051	+ 52,452	+ 129.2%



Analysis of Change in Operating Profit: FY3/2026 Q1 vs. FY3/2025 Q1





FY3/2026 Q1 YoY Analysis of Operating Profit to Profit Before Income Taxes

Consolidated Commerce One Holdings

(Thousands of yen)

FY3/2025 Q1 154,688	FY3/2026 Q1 130,786	Increase / decrease (23,902)
154,688	130,786	(22 002)
		(23,902)
16,298	31,703	+ 15,405
63,619	574	(63,045)
107,367	161,915	+ 54,548
_	<u> </u>	
_		
107,367	161,915	+ 54,548
183,642	162,337	(21,305)
	63,619 107,367 — — 107,367	63,619 574 107,367 161,915 107,367 161,915

Mainly due to increase in commission fees of TradeSafe Purchase of receivables for new factoring business

Share of loss of entities accounted for using equity method in Enecycle occurred in the previous fiscal year No share of loss of entities accounted for using equity method was captured in the current fiscal year



FY3/2026 Q1 Balance Sheet: Flux Analysis Compared to March 31, 2025

Consolidated Commerce	One Holdings		(Thousands of ye	en)
	FY3/2025 Q4	FY3/2026 Q1	Increase / decrease	Decrease in TradeSafe deposits Future receivables purchase for the
Current assets	2,379,069	2,296,530	(82,539)	new factoring business
Cash and deposits	1,864,160	1,581,457	(282,703)	Mainly due to increase of accounts
Other	107,053	271,802	+ 164,749	receivable at TradeSafe Future receivables purchase for the
:	:	:	:	new factoring business
Non-current assets	1,092,453	1,249,524	+ 157,071	
Goodwill	12,422	98,977	+ 86,555	PINES becoming a new consolidated subsidiary in Q1.
Investment securities	443,689	517,006	+ 73,317	•
:	:	:	:	Investee Taiwan shares rise
Current liabilities	852,566	853,441	+ 875	investee runvan shares rise
Non-current liabilities	95,740	100,285	+ 4,545	
Net assets	2,523,215	2,592,327	+ 69,112	
Treasury Shares	(57,243)	(77,192)	(19,949)	Purchase of treasury shares by HD*
Valuation difference on available-for-sale securities	173,893	224,101	+ 50,208	• Investee Taiwan shares rise



YoY Analysis of Cash Flows: FY3/2026 Q1 against FY3/2025 Q1

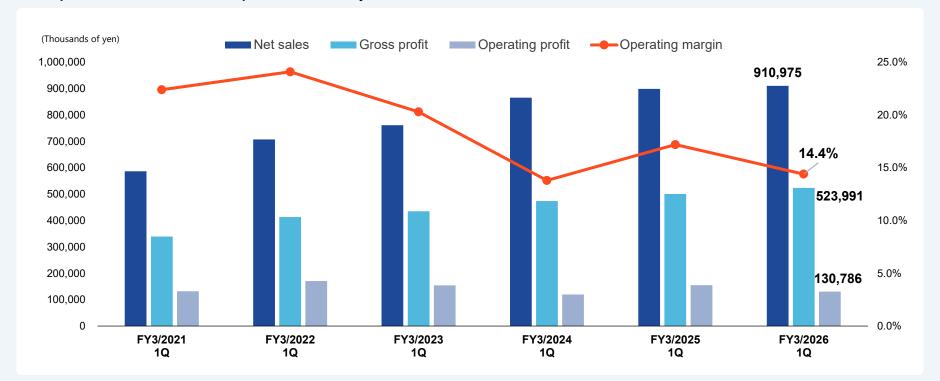
Consolidated Commerce One	Holdings		(Thousands of yen)		
	FY3/2025 Q1	FY3/2026 Q1	YoY Change		
Cash flows from operating activities	128,556	(89,799)	(218,355)		Mainbudge As a wife week ad large
Profit before income taxes	107,367	161,915	+ 54,548	•	Mainly due to equity method losses o Enecycle in the previous fiscal year
Share of loss (profit) of entities accounted for using equity method	63,149	-	(63,149)		
Decrease (increase) in deposits paid	230	(32,528)	(32,758)	•••	Deposits paid with securities companies due to acquisition of treasury shares of HD*
Other	88,195	(147,316).	(235,511)	•	treasury shares of HD
:	:	:		_	Mainly due to an increase in accounts
Income taxes paid	(175,264)	(119,205)	+ 56,059		receivable at TradeSafe Future receivables purchase for the new factoring business
Cash flows from investing activities	(27,169)	(119,353)	(92,184)		
Purchase of shares of subsidiaries resulting in change in scope of consolidation	-	(89,182)	(89,182)	•	Acquisition of PINES shares
:	•	:		 	
Cash flows from financing activities	(78,547)	(92,440)	(13,893)		
Purchase of treasury shares	<u> </u>	(20,068)	(20,068)	•—•	Purchase of treasury shares by HD*
Dividends paid	(77,644)	(70,458)	+ 7,186	_	
:	•	:		_	
Net increase (decrease) in cash and cash equivalents	36,808	(282,703)	(319,511)	_	



Changes in Consolidated Operating Results for the Past 6 Years

Our group achieved continuous growth in net sales and gross profit. On the other hand, profits decreased year-on-year due to a rise in SG&A expenses of each company.

Reasons for the decrease in profit: Increased engineering costs due to higher maintenance workload and increased recruitment expenses for SOFTEL, development costs for SOLAIRO's new product, and advisory fees for M&A activities of HD*.





3

Achievement Against FY3/2026 Budget



Achievement Against FY3/2026 Budget

Consolidated Commerce One Holdings

(Thousands of yen)

	FY3/2026 Q1 Results	FY3/2026 Full-year Budget	Achievement vs. Budget	
Net sales	910,975	4,387,286	20.8%	•
Operating profit	130,786	665,327	19.7%	_
Ordinary profit	161,915	673,092	24.1%	_
Profit attributable to owners of parent	93,051	485,075	19.2%	_

Monetization delay in new business.

Declining operational efficiency due to increased maintenance workload for SOFTEL.



Purchase of Treasury Shares

In keeping with the financial strategy set out in the medium-term business plan (from the fiscal year ending March 2025 to the fiscal year ending March 2027), the Company repurchase of its own shares in consideration of acomprehensive array of factors, including strategic investment opportunities, the Company's financial position, and the price of its common stock.



Details of matters on the share repurchase

(1) Class of shares to be repurchased	Common stock
(2) Total number of shares that may be repurchased	Up to 100,000 (1.4% of total number of shares outstanding [excluding treasury stock])
(3) Total value of repurchased shares	Up to 85,000,000 yen
(4) Repurchase period	From April 15, 2025 to September 12, 2025
(5) Repurchase method	Market purchases based on a discretionary trading contract
(6) Number of shares repurchased as of July 31, 2025 (result)	33,900 shares (33.9%)
(7) Total amount of shares repurchased as of July 31, 2025 (result)	26,789,000 yen (31.52%)



Disclaimer and Cautionary Notes on Forward-Looking Statements

This presentation material is prepared solely for the purpose of providing information on Commerce One Holdings Inc. (the "Company") and its subsidiaries and is not intended for soliciting investment.

Business performance forecasts and any other forward-looking statements contained in this material have been determined by the Company based on information currently available to the Company.

Forecasts are inherently subject to various uncertainties, and actual results may differ materially from these forward-looking statements.

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.



https://www.cm-one.jp/en/



4 | Appendix

future shop

Future Shop Co., Ltd.



Service Strengths

While being a non-customized service, our service strengths lie in product technology and expandability to ensure its customizability and Customer Success Team that supports the sales growth of users.





Futureshop's Value Chain

Recognizing accurate needs Becoming a source of value Wining customers with high Focusing on customer needs Leveraging knowledge gained for other steps in the value motivation and strong **Developing engineers** from successful projects chain by allocating resources potential who adopt new features and services Regular Needs/trend **Software** updates research development Functional Customer success Requirement Infrastructure improvements definition deployment & corrections **Customer success is** Consulting services to help boost sales By establishing a support system the source of value. with high customer satisfaction, we can identify the issues and needs of Personnel training curriculum In each step of the customers in the medium-sized value chain, we will e-commerce business segment. demonstrate our Email and telephone supports competitiveness.



FY3/2026 Q1 Business Highlights

Press Release

July 1, 2025

Launched 'futureshop ACADEMY Plus' with Unlimited Access to EC Courses for futureshop Users

 \sim Learning the latest EC knowledge and popular content all in one place \sim

futureshop is now offering 'futureshop ACADEMY Plus,' an archive streaming service that allows users to watch past seminars anytime.

As a complement to the hands-on course 'futureshop ACADEMY', this program enables learners to deepen their knowledge without time or location constraints.

In addition to offering diverse features, Future Shop has developed store-centric support. This includes phone assistance for solving daily challenges and organizing seminars aimed at boosting sales.

As a result, recorded an impressive annual average growth rate of 121.2% for 2020 contract users of futureshop (CAGR from 2021 to 2023).

On Japan's largest review site 'ITreview', futureshop has received high praise, including achieving the No.1 ranking in support satisfaction (see next page).





Service Features – Customer Satisfaction and Brand Awareness of futureshop omni-channel





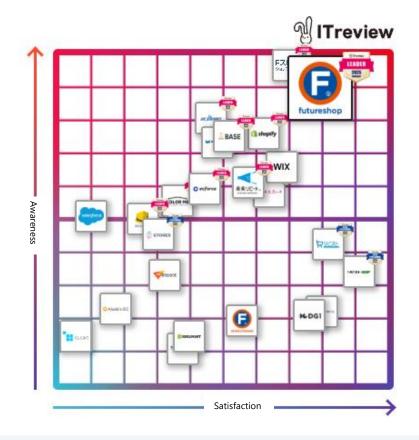


Received the "Leader" badge in the e-commerce site construction category at the ITreview Grid Award 2025 Summer for the **24th** consecutive period



"Leader" Badge:

Indicates that our product is highly rated in both customer satisfaction and brand awareness on ITreview, a review site for business IT products and cloud services.

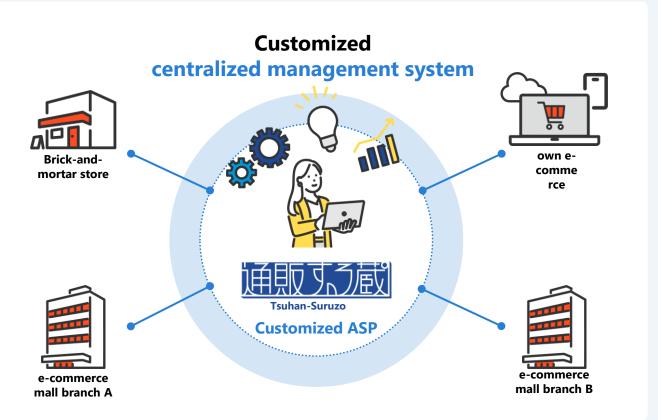




Softel Inc.



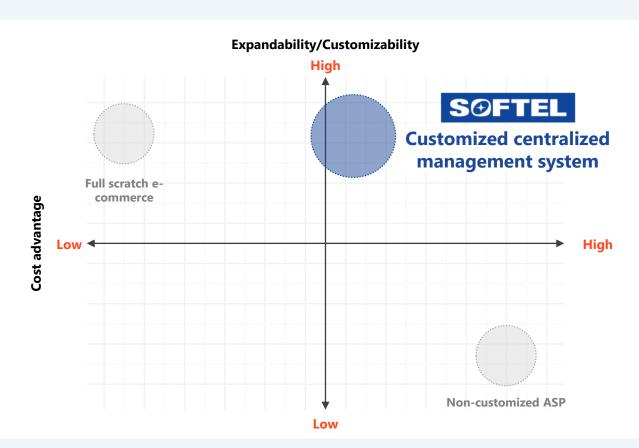
"Tsuhan-Suruzo" Concept



While non-customized ASP cannot support e-commerce operators in the field of backyard systems such as inventory management, Tsuhan-Suruzo can reduce human resources and costs by centrally managing e-commerce operations through customization, thereby creating resources required for business growth.



Our Positioning



SOFTEL helps customers improve efficiency of their bloated operations through strong customizability and a wealth of track records. Also, our system can accelerate profitability of major and medium-sized enterprises through linkage with their core system and/or POS system.

SOFTEL has established a highly expandable and customizable, yet cost-effective, positioning, based on its accumulated expertise in updating Tsuhan-Suruzo, the basis for customization, and in meeting diverse and sophisticated demands from clients who regularly use our system.

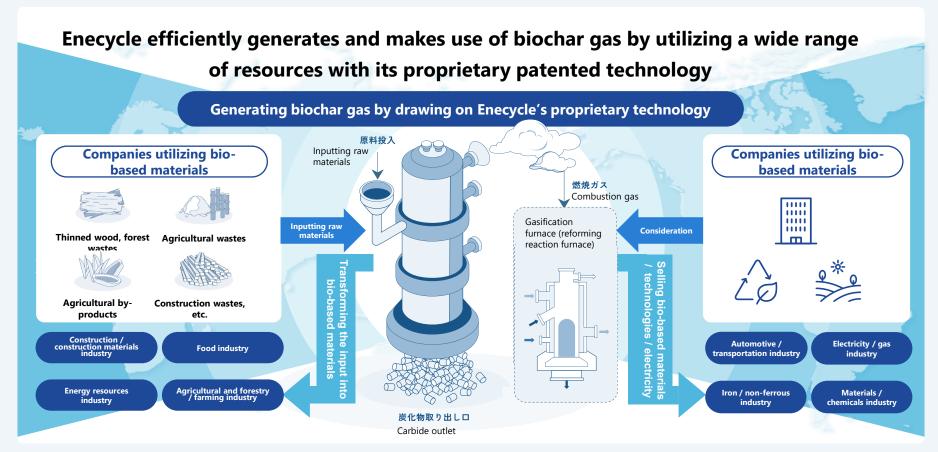


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Group Companies



Carbonization and Gasification Technologies Developed on Our Own

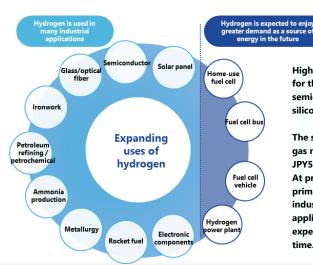




Background of Capital Contribution to Enecycle Inc. (Approaches to the decarbonization market)

As a business infrastructure company that supports the sound development of society, the Group aims to contribute to the development of a sustainable society and enhance its long-term corporate value through the investment in the business of Enecycle Inc. (hereinafter, "Enecycle"), which develops a touch point for the global decarbonization market.

Current and future demand for hydrogen



High-purity hydrogen is essential for the production of semiconductor wafers, solar cell silicon, and liquid crystal.

The size of the global hydrogen gas market is projected to reach JPY53,829.7 billion in fiscal 2040. At present, the market consists primarily of applications for industrial materials/gas, while applications for fuel cell vehicles is expected to grow steadily over time.

Environmental responsibility of businesses



Creation of new industries in global markets

- Job creation
- Regional revitalization



Synergies with TradeSafe

- Ensuring traceability of raw materials for the carbon credit market.
- Consideration of certification services for safety and security



Enecycle Inc.

Corporate credibility from an internal perspective

As President Okamoto has been involved as a founder since the company's inception, we see solid growth potential in the company.





Enecycle's Business

Enecyle generates next-generation energy and provides decarbonization solutions by utilizing its proprietary technologies to carbonize and gasify biomass resources such as waste plants. The company has developed a new hydrogen production method, which has been adopted as a demonstration project (for biomass-derived hydrogen production process) by the Ministry of the Environment. The project is currently underway with major companies in various industry sectors.

