



Riso Kyoiku Co., Ltd.

Q1 Financial Results Briefing for the Fiscal Year Ending February 2026

July 17, 2025

Event Summary

[Company Name]	Riso Kyoiku Co., Ltd.	
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[Event Name]	Q1 Financial Results Briefing for the Fiscal Year Ending February 2026	
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[Venue]	Webcast	
[Venue Size]		
[Participants]		
[Number of Speakers]	2	
	Masahiko Tenbo	President, Representative Director and CEO
	Masaaki Kume	Vice President and CFO

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Presentation

Tenbo: Good afternoon, everyone. This is Tenbo from Riso Kyoiku. Thank you for joining us.

Kume: This is Kume from Riso Kyoiku. Thank you for being here.

Tenbo: As it is now time, we would like to begin the financial results briefing for Q1 of FY2026 for Riso Kyoiku Co., Ltd. Thank you for attending our online briefing today.

Kume: As always, I will begin by outlining today's agenda.

We will start with the results for Q1 of FY2026, followed by a breakdown by business segment. Then, we will move on to our full-year forecast for FY2026, shareholder return policies, and future developments and outlook. Specifically, we will cover the Kodomo Depart facility that opened in April, the transition to a holding company structure scheduled for September, and the ongoing progress of our DX strategy initiatives.

Lastly, we will hold a Q&A session to answer questions submitted via the Q&A function. You are welcome to submit questions at any time during the presentation.

Now, I would like to hand it over to Director Tenbo.

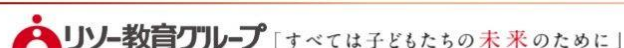
2026年2月期第1四半期実績（連結）

（単位：百万円）

	売上高		営業利益		経常利益		親会社に帰属する 当期純利益	
		前期比較		前期比較		前期比較		前期比較
2025年2月期 第1四半期	6,901	+209	△190	+173	△197	+159	△208	+65
2026年2月期 第1四半期	7,110	+208	△599	△408	△588	△390	△383	△175

- ・全セグメントで売上高が前期を上回り、第1四半期において過去最高の売上高
- ・優秀な人材の採用・定着のためのベースアップによる人件費の増加
- ・賃料の上昇による固定費増加
- ・その他、顧客の利便性、満足度向上のためのDXへの戦略的な投資コスト、こどもでばーとの複数同時開校や新規開校に係る出店費用、広告宣伝費など一時的に費用が増加

⇒通期予算作成時に考慮していた要素であるため通期予想は修正・変更なし



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Tenbo: Now, without further ado, I would like to report the result figures for Q1 of the fiscal year ending February 2026, which we announced last Friday, July 11.

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Revenue increased by JPY208 million YoY to JPY7.11 billion. Operating loss was JPY599 million, a JPY408 million decrease YoY. Ordinary loss was JPY588 million, down JPY390 million YoY. Net loss attributable to owners of the parent was JPY383 million, a JPY175 million decrease YoY.

In Q1, all segments saw revenue exceed the same period last year, resulting in a record-high quarterly revenue for a Q1. However, fixed costs rose due to base salary increases implemented at the end of last year and higher rental expenses for classrooms, leading to a wider YoY decline in profits.

The base salary increase was executed in December last year to attract and retain talented personnel. As a result, personnel expenses increased by approximately JPY300 million YoY in Q1. Given our business model where people are both our greatest asset and our product, we consider this a long-term investment.

In addition, we saw temporary increases in costs associated with strategic DX investments aimed at improving customer convenience and satisfaction, multiple concurrent openings of Kodomo Depart facilities, and advertising and promotional expenses.


That said, these factors were already accounted for when preparing the full-year budget, so there will be no changes to our full-year forecast [inaudible].


学習塾事業 2026年2月期第1四半期実績

売上高 3,479百万円
営業利益 △658百万円




【2026年2月期 第1四半期 開校・リニューアル等】

 3校新規開校
(湘南台校・仙川校・新川崎校)
4校リニューアル
(中野・国立校・大泉学園校・松戸校)
こどもでぱーと中野(4月移転開校) 好調
生徒数 前期比8%増加

⇒2026年2月期 第2四半期以降
 1校新規開校 (鶉の木校)



 リソー教育グループ 「すべては子どもたちの未来のために」

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Next, I will explain the status of each segment.

First, regarding TOMAS, our core business, results for Q1 were as follows: Revenue was JPY3.479 billion, an increase of JPY63 million YoY. Operating loss was JPY658 million, a YoY decrease of JPY272 million.

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In Q1, we newly opened three TOMAS locations: Shonandai, Sengawa, and Shin-Kawasaki. We also renovated four schools: Nakano, which was relocated to Kodomo Depart; Kunitachi, Oizumigakuen; and Matsudo. From Q2 onward, we opened TOMAS Unoki School in June.

家庭教師派遣教育事業 2026年2月期第1四半期実績


売上高 1,060百万円
営業利益 △21百万円



【2026年2月期 第1四半期 開校・リニューアル等】

MEDIC名門会 1校新規開校（京都校）
名門会 1校閉校（京都校2号館）
TOMEIKAI 1校閉校（四条烏丸校）



 リソ教育グループ 「すべては子どもたちの未来のために」

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Next, regarding Meimonkai, our home tutoring division: Revenue for Q1 was JPY1.06 billion, up JPY52 million YoY. Operating loss improved by JPY29 million YoY to JPY21 million.

During Q1, we opened MEDIC Meimonkai Kyoto School. At the same time, we closed Meimonkai Kyoto School Building No. 2 and the adjacent TOMEIKAI Shijo-Karasuma School.

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幼児教育事業 2026年2月期第1四半期実績

売上高 1,316百万円
営業利益 △97百万円

【2026年2月期 第1四半期開校・リニューアル等】

伸芽会千葉教室・伸芽会託児 荻窪校 閉校

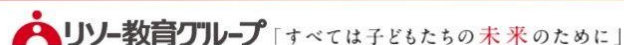
こどもでばと たまプラザに 伸芽会・伸芽会託児・学童 開校

こどもでばと 中野に 伸芽会学童 開校

⇒ 第2四半期以降 伸芽会学童 千葉校をリニューアル

【その他】

(株)ハグカムとの提携による伸芽会学童の英会話を補強
(※オプション)
将来的に協力して伸芽会のオリジナルメソッドを
オンラインで全国展開、事業拡大へ



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Now, turning to Shingakai, our early childhood education division: Q1 revenue was JPY1.316 billion, a YoY increase of JPY11 million. Operating loss widened by JPY151 million YoY to JPY97 million.

In Q1, two Kodomo Depart locations were opened. At Kodomo Depart Tama-Plaza, we launched Shingakai, Shinga's Club Nursery, and Shinga's Club After School. At Kodomo Depart Nakano, we opened Shinga's Club After School.

Meanwhile, we closed the Shingakai Chiba Classroom and Shinga's Club Nursery Ogikubo School. From Q2 onward, we renovated Shinga's Club After School Chiba School in June.

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学校内個別指導事業 2025年2月期実績

売上高 839百万円
営業利益 59百万円

【トピックス】

2025年5月末時点 稼働校数
稼働校数 91校（前年同月比+5校）
オンライン個別指導の拡充により
期中平均個別指導受講者数が増加
（前年同月比+16.4%）

オンライン個別指導とは

➤地方の学校でも自宅でも優秀な講師の
指導がオンラインで受けられる個別指導



Next, I will explain the performance of School TOMAS, our in-school individualized instruction program.

For Q1, revenue increased by JPY71 million YoY to JPY839 million, while operating profit decreased by JPY11 million YoY to JPY59 million. As of the end of May 2025, the number of operating schools increased by five YoY to a total of 91 schools.

At School TOMAS, the expansion of online one-on-one tutoring led to a 16.4% YoY increase in the average number of students receiving individual instruction during the period.

学習塾業界を取り巻く環境

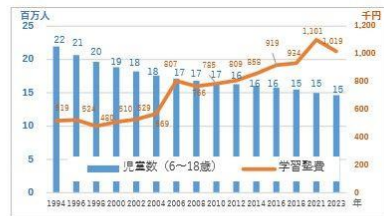
出生数が70万人を切り少子化が加速

一方…

- ▶ 子どもの教育に対する意識の高まり
学習塾への出費が増加傾向
- ▶ 首都圏（東京・神奈川・埼玉・千葉）への
転入超過

教育のパーソナライズ化が進み
個別指導のニーズが高まる

出典）以下資料を基に当社作成
出生数推移：政府統計「都道府県別にみた年次別出生数」
転入超過推移：政府統計「住民基本台帳人口移動報告」
児童数：厚生労働省「人口動態総覧の年次推移」6歳～18歳
学習塾費：文部科学省「子どもの学習費調査」



リソ-教育グループ「すべては子どもたちの未来のために」

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Now, regarding the cram school industry in general, there is an ever-present concern about the declining birth rate. As you may know, the number of births has already fallen below 700,000, a situation unfolding even faster than expected, and this trend is accelerating.

On the other hand, parents' desire to provide a high-quality upbringing for their children is growing stronger, and education expenditure per child is on the rise.

In addition, the Greater Tokyo Area, especially Tokyo and the surrounding three prefectures, continues to see a net inflow of residents, reinforcing the trend toward urban concentration. Moreover, with the diversification of university entrance examinations, education is becoming increasingly personalized. As a result, demand is growing for one-on-one instruction tailored to the unique needs of each student.

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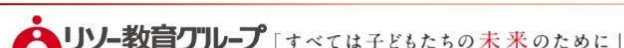
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2026年2月期予想について

(単位：百万円)

	売上高		営業利益		経常利益		親会社に帰属する 当期純利益	
		前期比		前期比		前期比		前期比
2026年2月期 (予想)	36,000	+7.8%	3,145	+7.2%	3,140	+6.8%	2,000	+14.7%

- ・丁寧で手厚い教育サービスを提供し
売上高増による年平均成長率5%を目指す
- ・優秀な講師、社員の採用、定着のための給与ベースアップ実施
- ・広告宣伝費など費用の見直し、最適化・効率化
- ・パンデミックや自然災害など非常時に備え
一定の自己資本を確保



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In this environment, our company will continue to provide careful and attentive educational services in order to meet customer needs, with a goal of achieving a 5% CAGR in revenue growth.

Such educational services cannot be delivered without people. To attract and retain talented instructors and staff, we implemented base salary increases while also optimizing and streamlining costs.

Through these efforts, our full-year forecast for FY2026 remains unchanged, with projected revenue of JPY36 billion, up 7.8% YoY; operating profit of JPY3.145 billion, up 7.2% YoY; ordinary profit of JPY3.14 billion, up 6.8% YoY; and net profit attributable to owners of the parent of JPY2 billion, up 14.7% YoY.

Given the nature of our business, Q1, March to May, tends to be in the red due to the absence of large-scale seminars and the need for investment in opening new schools. However, we expect to recover during Q2 and Q3, and for the full year. As for FY2027, the final year of our medium-term management plan, there are no changes to the figures already disclosed.

Next, I would like to hand it over to Executive Vice President Kume, who will explain our shareholder return policy.

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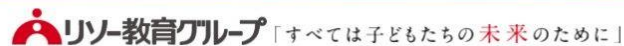


株主還元策

- ・株主の皆様に対する利益還元は経営の重要課題の一つ
- ・内部留保の充実度合い、利益の状況および経営環境等を総合的に考慮し、配当性向50%以上を目途に配当
(ROE10%以上の高水準は維持)

	配当額	配当性向	ROE
2024年2月期（実）	10円	92.9%	19.0%
2025年2月期（実）	10円	95.4%	17.1%
2026年2月期（予）	10円	85.0%	※16.7%

※2026年2月期の予想ROEは当期純利益（予想）÷2025年2月期自己資本×100



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Kume: First, I'd like to speak about dividends.

We are maintaining our dividend forecast at JPY10. As President Tenbo mentioned earlier, since we are not revising the full-year forecast and are in the process of executing various measures toward it, we see no reason to change the dividend projection.

As we have stated previously, we will continue to uphold a dividend payout ratio of over 50% and an ROE of over 10%.

We plan to pay a dividend of JPY10, which would translate to a projected payout ratio of 85%. Going forward, we will continue to treat shareholder returns as a top management priority.

Now, I would like to return the floor to President Tenbo, who will speak about future developments and outlook, including Kodomo Depart, the transition to a holding company structure, and the progress of our DX strategy. Thank you.

Tenbo: I will now continue with the explanation.

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「こどもでば-と」シリーズの展開

こどもでば-と 中野

9階建てビルの5・6階に **TOMAS**

3階に **伸芽'sクラブ学童** が入居

そのほかコナミスポーツやこどもクリニックなど
こども向けの習い事などが入居

生徒数 **TOMAS** → 前期比+8.0%

伸芽'sクラブ学童 → 定員達成

(今後定員枠を増やす予定)

こどもでば-と たまプラーザ

- ・伸芽会の全ブランドが入居
- ・プレママ・パパを対象にした
新しいコースで受験前から囲い込み
➢1歳から小学生まで幼小一環教育を実現

2025年4月開業



Let me begin with the future developments and outlook, starting with Kodomo Depart.

In April of this year, two Kodomo Depart locations, Nakano and Tama-Plaza, opened simultaneously. At Kodomo Depart Nakano, TOMAS was relocated and reopened, and a new Shinga's Club After School was launched.

The original TOMAS Nakano School was located in an old building, but after relocating to the new, clean Kodomo Depart facility, the number of students as of the end of May increased by 8% YoY.

Shinga's Club After School was newly established as well. Although April is still a time when many families are finalizing enrollment, we were able to fill all available spots, so we believe this was a solid start.

At Kodomo Depart Tama-Plaza, we newly opened all three of Shingakai's brands: Nursery, After School, and the Entrance Exam Division.

This is the first time Shingakai has integrated all three divisions under one roof, and we launched a new curriculum that provides seamless early childhood education from age one through elementary school. We believe this integrated model has helped attract students effectively from the outset.

「こどもでば-と」シリーズの展開


2027年秋 開業

こどもでば-と 渋谷

HULIC ヒューリック株式会社 が開発を進める
「MITAKE Link Park」へ

こどもでば-と 渋谷を開設（予定）

伸芽会の全ブランドが入居

1歳から  伸芽のプラザ 託児、

小学校受験で  伸芽会

小学校入学後は  伸芽のプラザ 学童

そして  TOMAS（渋谷校）へ

【その他】

そのほか本八幡・麻布など 計6物件が具体化（進行中）



イメージ図

Looking ahead at our broader Kodomo Depart strategy:

Just a five-minute walk from the South Exit of Shibuya Station, on the site of the former Tokyo Metropolitan Children's Hall, Hulic Co., Ltd. is currently developing a new building called MITAKE Link Park.

It is planned as a 14-story structure with two basement floors, slated for completion in fall 2027. We plan to open Kodomo Depart Shibuya in this location, which will also house all three Shingakai's brands, just like Tama-Plaza. Currently, we already have TOMAS Shibuya School and Meimonkai Shibuya School nearby, and we expect this will create an environment where students can continue with us over the long term.

In addition to Shibuya, there are currently six Kodomo Depart projects in concrete planning stages, including locations in Motoyawata and Azabu.

Kodomo Depart has received positive feedback on social media, with parents saying it helps with picking up and dropping off their children from lessons, and others requesting that we open locations in their neighborhoods. We believe expectations for Kodomo Depart will continue to grow.

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持株会社体制への移行（ホールディングス化）について

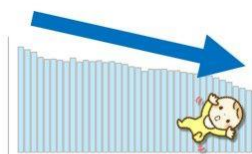
学習塾業界 — 現状 —



大学入試制度改革や教育環境のデジタル化など
教育を取り巻く環境が刻々と変化

学習塾業界 — 今後の見込み —


さらなる少子化の進行や価値観の多様化、
社会環境の変化などによる業界再編、淘汰の進行



当社の対応

より一層の経営の効率化を目指した
グループ体制に再構築
⇒経営環境の変化に柔軟に対応し
持続的な成長を実現



 リソー教育グループ 「すべては子どもたちの未来のために」

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Next, I would like to discuss our transition to a holding company structure, which will take place this September.

The education industry is undergoing constant change, including diversification in university entrance exams, the Ministry of Education's GIGA School Initiative promoting digitalized learning environments, the transition to NEXT GIGA, and rapid advances in AI-based learning materials.

In addition, the continuing decline in birth rates, diversification of values, and broader societal changes are accelerating industry restructuring and consolidation.

By shifting to a holding company structure, we aim to rebuild our group organization to enhance management efficiency, better respond to changes in the business environment, and ensure sustainable growth.

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持株会社体制（ホールディングス化） による効率化

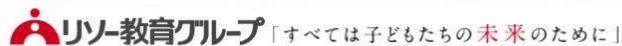
➤ガバナンス体制の強化

➤各社でバラバラにおこなっていた 広告宣伝・マーケティング活動の一元化

➤不動産の交渉、教室施設管理をおこなう部門の一本化

➤ DXの専門部門の新設によりデジタル基盤強化、 顧客サービスの最大化

など、ホールディングス化により、
グループ会社の経営管理等をおこなうことで
経営効率化を図る



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Starting September 1 of this year, we will officially adopt the holding company structure. We will also strengthen our governance framework and centralize departments that were previously managed separately by each group company, such as advertising/marketing and classroom development, in order to eliminate duplication of operations and costs and to improve efficiency.

Furthermore, we will establish a new department dedicated to DX with the aim of maximizing customer service by strengthening our digital infrastructure. At the same time, we will promote management efficiency by overseeing the overall corporate governance of the entire group of companies.

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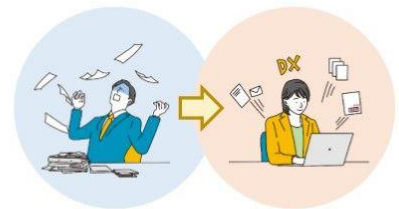


当社のDX戦略推進

DX推進による保護者・生徒の利便性向上
コミュニケーションの質の向上
⇒顧客満足度向上、生徒数増加へつなげる

各社の顧客情報を統合
⇒「統合顧客データベース」の活用により
グループシナジー効果を発揮
グループのブランドのサービスを
顧客に適切に紹介・推薦

各種デジタル化、ペーパーレス化
⇒印刷や発送等の作業時間を削減し
業務効率の向上・意思決定の迅速化へ



In connection with our transition to a holding company structure, we are also advancing our DX initiatives. Our DX strategy aims to improve customer satisfaction by enhancing convenience and the quality of communication for both parents and students, ultimately leading to an increase in student enrollment.

We are integrating customer data that had previously been managed separately by each group company into a unified customer database. This will facilitate smoother cross-company referrals and maximize synergy effects. Additionally, we are promoting digitization and paperless operations across various tasks to improve operational efficiency and accelerate decision-making.

今後の展望

既存事業（当社本来の事業）の成長



新規事業（異業種との提携等）による成長

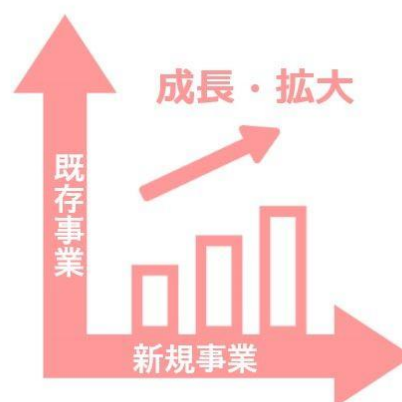
加えて


ホールディングス化

DX施策推進により

経営環境の変化に対応し

継続的な成長・拡大へ



 リソー教育グループ「すべては子どもたちの未来のために」

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As mentioned earlier, the declining birth rate is accelerating, and at the same time, educational needs are diversifying. Demand is increasing for more sophisticated and comprehensive services such as individualized instruction, utilization of ICT, and preparation for junior high school entrance exams.

In this environment, we aim to not only grow our existing businesses centered around our distinctive offerings in fully one-on-one personalized instruction and academic guidance but also expand into new businesses such as Kodomo Depart and partnerships with companies from other industries. We will further pursue DX strategies and the transition to a holding company structure to enhance management efficiency, adapt flexibly to changes in the business environment, and achieve sustainable growth and expansion.

Finally, in line with the first principle of our code of ethics, everything for the future of children, we are committed to delivering our differentiated services to support parents who wish to expand the future possibilities of their children and to bring smiles to the many students attending our schools.

We believe this is meaningful, rewarding work that earns gratitude, and we, as a group, will reaffirm this shared understanding as we work together to get through the hot summer ahead.

We will continue striving to enhance our corporate value and pursue sustained growth and expansion. We appreciate your continued support.

That concludes our presentation. Thank you very much for your attention.

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Question & Answer

Kume [M]: We will now move on to the Q&A session. Please feel free to submit your questions using the Q&A function at the bottom of your screen.

Tenbo [M]: We have received one question in advance, so we'll begin with that.

Participant [Q]: This question is regarding child welfare. Are you interested in being involved with children's welfare facilities, such as foster care institutions or infant care centers?

Tenbo [A]: At this time, we have no plans to be involved in child welfare, foster care institutions, or infant care centers.

Of course, depending on how circumstances evolve in the future, we may consider it, but currently, there are no such discussions, nor are we actively considering anything in that regard.

That concludes my response.

Participant [Q]: Regarding the new TOMAS school openings, you opened three new schools in Q1, plus one more, making four this year. Last year, there were two. Should we assume that the total will be four for this year unless more are added in Q2?

Tenbo [A]: In Q1, we opened three new TOMAS schools and renovated four. Since then, we have opened another new school in Unoki. There may be one or two more new openings within the current fiscal year. That is the situation as of now.

Participant [Q]: Regarding your DX strategy, improving the quality of communication with parents and students, what specific initiatives are being taken?

Kume [A]: This is Kume, the executive officer in charge of DX, and I will respond.

First, we completed the integration of customer data in June. To be specific, we consolidated data from TOMAS and the various Shingakai brand into a unified digital customer database.

As President Tenbo mentioned earlier, this database will be used for cross-company referrals. This service will be operational from December this year through January next year.

First of all, consolidating the customer data has improved our administrative efficiency. Until now, we had many areas where communication with parents was done by hand, or we needed physical stamps for contracts. These operations are now being migrated to our app.

We are also reducing the administrative burden on our staff. Additionally, starting around November this year, we plan to begin DX for curriculum creation. This will enable us to instantly propose customized curricula to parents.

Currently, curriculum creation takes a considerable amount of time, but this DX initiative will make the process more efficient and reduce both administrative workload and the burden on families.

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Most importantly, by integrating customer data and making it available for sales activities starting this November or December, we can refer students between business units, for example, from Shingakai to TOMAS or to Meimonkai.

Since Plus One Kyoiku is also included in this data integration, we will be able to introduce students from soccer or gymnastics classes to Shingakai, enabling new cross-promotional sales strategies.

Tenbo [A]: In terms of improving the quality of communication, we believe we will soon be able to launch a My Page for students and parents. This will offer more ways for students and parents to communicate with us.

Also, as I mentioned earlier, by reducing manual administrative tasks, we will have more time to engage in meaningful, in-depth communication. We expect many positive outcomes from this initiative. That concludes my response.

Participant [Q]: Regarding the Shibuya locations, are TOMAS Shibuya School and Kodomo Depart Shibuya in different locations? If they are separate, are there any strategies in place for referring students between them?

Tenbo [A]: Currently, TOMAS Shibuya School and Kodomo Depart Shibuya are in different locations.

If they are separate, I believe referrals to TOMAS would proceed as usual, with families walking from the station. I have heard that Kodomo Depart is exploring creative methods such as bus transportation for sending students.

While we hope this will create various synergies, for now, the distance between the two is still a bit of a challenge. Kodomo Depart will be near Miyashita Park, whereas TOMAS is more toward the Sakuragaoka area, so yes, they are somewhat far apart. That concludes my response.

Participant [Q]: Regarding the JPY600 million operating loss in Q1, should we understand this as being in line with the initial forecast?

Tenbo [A]: Yes, that's correct. We had initially budgeted for a loss, but the loss, including from TOMAS and Shingakai, is slightly larger than originally projected. However, we believe the figure is still within a recoverable range. That concludes my response.

These are all the questions we have received so far. If you have any additional questions, whether related to today's presentation or other topics, please feel free to contact our corporate planning department by email or other means.

Since there appear to be no further questions, we will now conclude today's financial results briefing. Thank you very much for your participation.

Kume [M]: Thank you very much.

[END]

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