



RISO KYOIKU GROUP CORPORATION

Q3 Financial Results Briefing for the Fiscal Year Ending February 2026

January 15, 2026

Event Summary

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[Participants]		
[Number of Speakers]	2	
	Masahiko Tenbo	President, Representative Director and CEO
	Masaaki Kume	Vice President and CFO

Support

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Presentation

Tenbo: Good afternoon, everyone. I am Masahiko Tenbo, President of the Riso Kyoiku Group Corporation. Thank you for joining us today.

Kume: This is Kume from the Riso Kyoiku Group. Thank you very much.

Tenbo: As it is now time, we would like to begin the FY2026 Q3 Financial Results Briefing of Riso Kyoiku Group, Inc. Thank you for participating in today's online briefing.

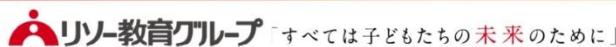
Kume: As usual, I will first outline today's agenda. We will begin with an overview of FY2026 Q3 results, followed by revisions to the full-year forecast for FY2026. We will then explain the performance of each segment, shareholder return policies, the development of Kodomo Depart, and finally our outlook and initiatives toward fiscal year-end and the next fiscal year.

At the end, we will move on to the Q&A session and respond to questions submitted via the Q&A function. You may also submit questions during the presentation. With that, President Tenbo, please begin.

2026年2月期第3四半期実績（連結）サマリー

（単位：百万円）

	売上高		営業利益		経常利益		親会社株主に 帰属する 四半期純利益	
		前年同期比		前年同期比		前年同期比		前年同期比
2025年2月期 第3四半期	24,730	+4.0%	2,128	+26.2%	2,128	+24.6%	1,345	+12.6%
2026年2月期 第3四半期	25,266	+2.2%	1,657	△22.1%	1,682	△21.0%	1,123	△16.5%



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Tenbo: I will now report the results for FY2026 Q3, which were announced last Friday, January 9.

For the cumulative Q3 period, net sales increased 2.2% YoY to JPY25.266 billion. Operating profit decreased 22.1% YoY to JPY1.657 billion. Ordinary profit decreased 21% YoY to JPY1.682 billion. Net profit attributable to owners of the parent decreased 16.5% YoY to JPY1.123 billion.

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2026年2月期通期業績予想の修正について

(単位：百万円)

	売上高	営業利益	経常利益	親会社株主に 帰属する 当期純利益	1株当たり 当期純利益 (円)
前回発表予想(A)	36,000	3,145	3,140	2,000	11.76
今回発表予想(B)	34,200	2,470	2,500	1,540	9.05
増減額 (B-A)	△1,800	△675	△640	△460	—
増減率 (%)	△5.0%	△21.4%	△20.4%	△23.0%	—
(ご参考) 前期実績	33,394	2,933	2,938	1,743	10.48

【修正理由】

売上高：主力事業であるTOMASの生徒数が期初で計画に対して下振れしたこと

伸芽会の受験局で生徒数が減少したため

利益：上記理由に加え既存校の賃料上昇、優秀な人材の採用・定着のための
人件費・採用費が増加したため



「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 revision to the full-year earnings forecast.

Based on recent performance trends, we announced a revision to the full-year forecast concurrently with the Q3 results. As shown, net sales have been revised to JPY34.2 billion, operating profit to JPY2.47 billion, ordinary profit to JPY2.5 billion, and net profit attributable to owners of the parent to JPY1.54 billion.

The primary factors include lower-than-planned student enrollment at the beginning of the fiscal year in our core business, TOMAS, as well as a decrease in student numbers at the examination division of Shingakai, which are expected to result in net sales falling below the initial forecast.

Regarding profits, in addition to the impact of lower sales, rising rent at existing schools, and increased personnel and recruitment expenses to secure and retain high-quality talent could not be fully absorbed.

Please note that dividends will be explained later, but there is no change to the dividend plan.

We will continue efforts to improve productivity and other cost efficiencies, aiming to restore and enhance profitability.

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学習塾事業 2026年2月期第3四半期実績

前年同期比		
売上高	128.63億円	+1.0%
営業利益	4.36億円	△22.1%

期初の在籍数が計画に対して下振れ
人件費、地代家賃の増加が利益に影響



- “サービス業の原点”を追求し、顧客満足度向上と定着を図る
- 期末に向けては丁寧な提案で冬期講習会の契約率が前期を上回る

【開校・リニューアル等】

新規開校 (TOMAS 4校)

2025年3月 湘南台校・仙川校

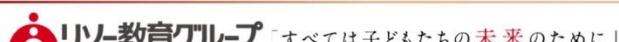
5月 新川崎校

6月 鵜の木校

リニューアル (TOMAS 4校)

2025年3月 国立校

4月 中野校・大泉学園校・松戸校



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Next, I will explain the performance of each segment.

First, regarding TOMAS, our core business, cumulative Q3 net sales increased 1% YoY to JPY12.863 billion, while operating profit decreased 22.1% YoY to JPY0.436 billion.

This was mainly due to lower-than-planned initial enrollment, which made it difficult to absorb increased personnel costs from base salary increases and higher rent at existing schools, resulting in lower profit compared to the previous year.

At TOMAS, we have returned to the fundamentals of service excellence, enhancing customer satisfaction through more attentive support to improve retention. Toward the fiscal year-end, winter course contract rates have exceeded the previous year, and we are currently turning things around.

During the cumulative Q3 period, TOMAS opened new schools in March, Shonandai and Sengawa, and renovated the Kunitachi school. In April, the Nakano, Oizumi-Gakuen, and Matsudo schools were renovated. In May, the Shin-Kawasaki school was newly opened, and in June, the Unoki school was newly opened.

As of the end of November, there were 104 TOMAS schools, 4 Medic TOMAS schools, 1 Spec .TOMAS school, and 12 Inter TOMAS schools.

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家庭教師派遣教育事業 2026年2月期第3四半期実績

前期増減

売上高	37.38億円	+4.2%
営業利益	2.68億円	+42.7%

サービス内容の改善に加え校舎の統廃合の効果で
売上高・利益改善



【開校・リニューアル等】

開校（メディック名門会 1校）

2025年5月 メディック名門会 京都校

リニューアル（名門会 2校、TOMEIKAI 1校）

2025年3月 名門会 星ヶ丘駅前校

5月 名門会 京都駅前校2号館※

TOMEIKAI 四条烏丸校※

※メディック名門会 京都校へ統合



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Next, I will explain Meimonkai, our home tutoring services business.

For the cumulative Q3 period, net sales increased 4.2% YoY to JPY3.738 billion, and operating profit rose 42.7% YoY to JPY0.268 billion. Improvements in service quality, combined with the consolidation of school locations, contributed to growth in both sales and profits.

Regarding school openings, the Hoshigaoka Ekimae school was renovated in March, the Medic Meimonkai Kyoto school was opened in May, and the Kyoto Ekimae school No. 2 building and the TOMEIKAI Shijo-Karasuma school were integrated into the Medic Meimonkai Kyoto school.

As of the end of November, Meimonkai had 35 schools, TOMEIKAI had 7 schools, and Medic Meimonkai had 3 schools.

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幼児教育事業 2026年2月期第3四半期実績

前期増減

売上高	45.78億円	△0.2%
営業利益	3.23億円	△47.6%

利益率の高い受験局の生徒数減が利益に影響
➢11月以降、共働き世帯のニーズが高い時間割を増設し対策



【開校・リニューアル等】

新規開校

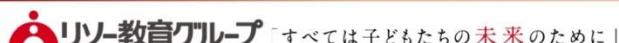
2025年4月 こどもではぱーと たまプラーザ
(伸芽会・伸芽'Sクラブ託児・伸芽'Sクラブ学童)
こどもではぱーと 中野 (伸芽'Sクラブ学童)

リニューアル

2025年6月 伸芽'Sクラブ学童 千葉校

閉校

2025年3月 伸芽会 千葉教室
伸芽'Sクラブ託児 萩窪校



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Next, I will explain Shingakai, our early childhood education business.

For the cumulative Q3 period, net sales decreased 0.2% YoY to JPY4.578 billion, and operating profit decreased 47.6% YoY to JPY0.323 billion.

This was mainly due to a decrease in the number of students in the high-margin examination division. As a countermeasure, starting in November, Shingakai expanded schedules tailored to the needs of dual-income households.

During this period, the Chiba Shingakai classroom and the Ogikubo Shinga's club Nursery were closed in March. In April, Shingakai, Shinga's club Nursery, and Shinga's club After-school cares were newly opened at Kodomo Depart Tama-Plaza, and a Shinga's club After-school care was opened at Kodomo Depart Nakano. In June, the Chiba Shinga's club After-school care was renovated.

As of the end of November, there were 22 Shingakai classrooms, 9 Shinga's club Nursery schools, and 24 Shinga's club After-school cares.

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学校内個別指導事業 2026年2月期第3四半期実績

前期増減		
売上高	27.97億円	+8.1%
営業利益	3.52億円	△11.8%

契約校数増加に伴い人員を積極的に採用
人材採用成功に伴う人件費増加

稼働校数 95校 (前年同月比+7校)
オンライン個別指導の拡充により
個別指導の期中平均受講者数が増加
(前年同期比+14.0%)

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



リゾー教育グループ「すべては子どもたちの未来のために」

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Next, I will explain School TOMAS, which provides in-school individual instruction.

For the cumulative Q3 period, net sales increased 8.1% YoY to JPY2.797 billion, while operating profit decreased 11.8% YoY to JPY0.352 billion.

With an increase in contracted schools, School TOMAS resumed aggressive hiring that was not possible in the previous fiscal year. Although higher personnel costs led to a temporary decrease in profit, we expect full-year profit growth.

As of the end of November, the number of active contracted schools reached 95, an increase of 7 schools YoY. Contracts for new schools in the next fiscal year are also increasing steadily.

Due to the expansion of online one-on-one instruction, the number of students receiving individual instruction increased 14% YoY.

Next, Vice President Kume will explain our shareholder return policy.

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株主還元策

	2024年2月期 (実績)	2025年2月期 (実績)	2026年2月期 (予想)
配当額	10円	10円	10円

- ・2026年2月期配当は1株あたり10円（予想）
- ・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）



「すべては子どもたちの未来のために」

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Kume: Regarding shareholder returns, or dividends, we initially assumed profits of JPY2 billion. While the revised forecast is JPY1.54 billion, a decrease of JPY0.46 billion, we have sufficiently retained earnings as dividend resources. In line with our commitment to shareholders, there will be no change to the planned dividend of JPY10 per share.

Next, President Tenbo will explain the development of Kodomo Depart.

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「 こどもでぱ-ヒ」シリーズの展開

2025年4月
2棟同時開業

 こどもでぱ-ヒ 中野

5・6階に  TOMAS
3階に  伸芽'sクラゲ 学童



そのほかコナミスポーツや
子どもクリニックなど
子ども向けの習い事などが入居

生徒数が順調に推移

 TOMAS 11月末生徒数

前年同月比 +13.6%

 伸芽'sクラゲ 学童 定員達成

 こどもでぱ-ヒ たまプラーザ

3階	 伸芽会 幼児教室
2階	 伸芽'sクラゲ 託児施設・知育教室
1階	 伸芽'sクラゲ 学童 進学指導付き学童  Studio 習い事・親子向けプログラムを幅広く実施



伸芽会の全ブランドが新規開校
開業以来生徒数が好調に推移

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

 リゾー教育グループ 「すべては子どもたちの未来のために」

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Tenbo: Next, I will explain the development of Kodomo Depart.

In April last year, Kodomo Depart Nakano and Kodomo Depart Tama-Plaza opened simultaneously for the first time.

At Kodomo Depart Nakano, the TOMAS Nakano school was relocated and renovated, while the Shinga's club After-school care newly opened. Konami Sports, our business partner, is also a tenant and collaborates with the After-school care to offer entrance-exam-oriented physical education programs.

The facility is new, clean, conveniently located near the station, and includes other tenants such as cafés and clinics, creating strong synergy and receiving very positive feedback.

At TOMAS Nakano, student enrollment increased 13.6% YoY as of the end of November. The Shinga's club After-school care is also at full capacity, with plans to expand capacity.

At Kodomo Depart Tama-Plaza, all Shingakai brands—Shingakai, Shinga's club Nursery, and Shinga's club After-School care—are housed together. As a result, the Tama-Plaza location offers a unique integrated education course from age one through elementary school.

Since opening in April, student numbers have steadily increased across all divisions, and we expect continued growth.

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「 こどもでぱ-ヒ」シリーズの展開

今後の開業予定



2026年  こどもでぱ-ヒ 自由が丘



2027年  こどもでぱ-ヒ 本八幡



2027年  こどもでぱ-ヒ 渋谷

 伸芽会

 伸芽^{しんば}カイ 托児

 伸芽^{しんば}カイ 学童

今後20棟まで開業予定



「すべては子どもたちの未来のために」

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Looking ahead, Kodomo Depart is scheduled to open in Jiyugaoka in 2026 and in Motoyawata and Shibuya in 2027, with our group planning to be tenants. Including these, Kodomo Depart is expected to open approximately 20 locations in the near future.

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期末・来期に向けた取り組み

リゾー教育グループ

- ・各社で重複していた業務を一元化
(業務の効率化・費用の効率化)
- ・DX推進、デジタル施策による事務作業の効率化



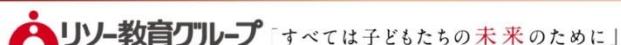
TOMAS

- ・丁寧なカリキュラム提案で冬期講習会の契約が前期比増
- ・引き続き、教務品質の向上を通じ顧客満足度を追求し
生徒の定着・在籍数増へ



伸芽会

- ・今後は時間割改革（共働き世帯ニーズの時間割増設）で
在籍数増へ
- ・SEOやweb広告等のデジタル施策によって入会率向上へ



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Next, I will outline our outlook and initiatives toward the fiscal year-end and the next fiscal year.

At the holding company level, the transition to a holding structure implemented in September has centralized overlapping functions, improving operational and cost efficiency. We are also promoting DX initiatives to streamline administrative work.

At TOMAS, careful curriculum proposals have led to an increase in winter course contracts YoY. As we approach the peak examination season, we continue to enhance educational quality to improve customer satisfaction and student retention, which we believe is progressing well toward the next fiscal year.

At Shingakai, inquiries are gradually increasing due to expanded schedules for dual-income households, as well as digital measures such as SEO and web advertising to improve enrollment rates.

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期末・来期に向けた取り組み

名門会

- ・世界中どこからでも受講が可能な名門会Online
- ・名門会のノウハウで全国の学習塾をサポートするMOPS



スクールTOMAS

- ・契約導入校数が増加し、来期100校スタート予定



プラスワン教育

- ・利益率の高いスクール事業を東京都以外にも拡大



その他

- ・M&Aを継続的に検討中

新たなサービスの展開でさらなる成長・拡大へ



「すべては子どもたちの未来のために」

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At Meimonkai, we plan to strengthen online instruction. Meimonkai Online, which allows students to attend lessons from anywhere in the world via our proprietary system, has seen a significant increase in inquiries. We have also launched MOPS, an online partner system to support tutoring schools nationwide that face instructor shortages.

At School TOMAS, the cumulative number of contracted schools has surpassed 100, and we are certain to start the next fiscal year with more than 100 schools. Trust in School TOMAS's one-on-one instruction continues to grow, and we expect further expansion.

In the Plus One Kyoiku, which focuses on character education, we plan to expand popular and high-margin school businesses such as soccer and gymnastics schools beyond Tokyo.

We are also continuously evaluating M&A and alliance opportunities and aim to drive growth through new service development.

As examination season reaches its peak, students across the country are striving toward their dream schools. We remain committed to supporting each student and family every step of the way, through and beyond exam day.

While declining birthrates and rising costs present challenges, we see them as an opportunity for truly valuable education to be selected. By maintaining high-quality educational services and transforming change into new values such as Kodomo Depart, we will continue to achieve sustainable growth as a trusted and chosen company.

Thank you very much for your continued support.

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Question & Answer

Kume [M]: We will now move on to the Q&A session.

Kume [M]: It appears there are no questions yet. If I may add one supplementary comment: In addition to retained earnings, we expect cost reduction effects from our transition to a holding company, including advertising, administrative, and instructor recruitment expenses. Combined with revenue growth, this supports our decision to maintain the dividend.

Tenbo [M]: If there are no further questions, please feel free to contact our IR department after the session.

Kume [M]: Thank you.

Tenbo [M]: With that, we conclude today's briefing. Thank you very much.

Kume [M]: Thank you.

[END]

Document Notes

1. Portions of the document where the audio is unclear are marked with [inaudible].
2. Portions of the document where the audio is obscured by technical difficulty are marked with [TD].
3. Speaker speech is classified based on whether it [Q] asks a question to the Company, [A] provides an answer from the Company, or [M] neither asks nor answers a question.
4. This document has been translated by SCRIPTS Asia.

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