

February 6, 2026

**Consolidated Financial Results
for the Nine Months Ended December 31, 2025
(Under Japanese GAAP)**

Company name: Advanced Media, Inc.
Listing: Tokyo Stock Exchange
Securities code: 3773
URL: <https://www.advanced-media.co.jp/>
Representative: Suzuki Kiyoyuki, President and CEO
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Scheduled date to commence dividend payments: -
Preparation of supplementary material on financial results: None
Holding of financial results briefing: None

(Yen amounts are rounded down to millions, unless otherwise noted.)

1. Consolidated financial results for the nine months ended December 31, 2025 (from April 1, 2025 to December 31, 2025)

(1) Consolidated operating results (cumulative)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
Nine months ended	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
December 31, 2025	5,017	5.3	935	(2.7)	1,041	(0.7)	994	34.6
December 31, 2024	4,763	10.0	960	(0.4)	1,049	4.8	738	10.0

Note: Comprehensive income For the nine months ended December 31, 2025: ¥1,567 million [176.9%]
For the nine months ended December 31, 2024: ¥565 million [(45.1)%]

	Basic earnings per share	Diluted earnings per share
Nine months ended	Yen	Yen
December 31, 2025	63.58	-
December 31, 2024	47.41	-

(2) Consolidated financial position

	Total assets	Net assets	Equity-to-asset ratio
As of	Millions of yen	Millions of yen	%
December 31, 2025	16,434	13,521	82.3
March 31, 2025	15,970	12,307	77.1

Reference: Equity
As of December 31, 2025: ¥13,521 million
As of March 31, 2025: ¥12,307 million

2. Cash dividends

	Annual dividends per share				
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total
Fiscal year ended March 31, 2025	Yen -	Yen 0.00	Yen -	Yen 27.50	Yen 27.50
Fiscal year ending March 31, 2026	Yen -	Yen 0.00	Yen -	Yen 2.50	Yen 2.50
Fiscal year ending March 31, 2026 (Forecast)				Yen 30.00	Yen 30.00

Note: Revisions to the forecast of cash dividends most recently announced: None

Note: Breakdown of year-end dividends for the fiscal year ending March 31, 2026 (forecast): ordinary dividend of 27.50 yen, commemorative dividend of 2.50 yen

3. Forecast of consolidated financial results for the fiscal year ending March 31, 2026 (from April 1, 2025 to March 31, 2026)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Fiscal year ending March 31, 2026	8,000	20.0	1,800	24.8	1,800	16.9	1,400	(0.6)	89.54

Note: Revisions to the earnings forecasts most recently announced: None

* **Notes**

- (1) Significant changes in the scope of consolidation during the period: None
- (2) Adoption of accounting treatment specific to the preparation of quarterly consolidated financial statements: Yes
- (3) Changes in accounting policies, changes in accounting estimates, and restatement
 - (i) Changes in accounting policies due to revisions to accounting standards and other regulations: None
 - (ii) Changes in accounting policies due to other reasons: None
 - (iii) Changes in accounting estimates: None
 - (iv) Restatement: None
- (4) Number of issued shares (common shares)
 - (i) Total number of issued shares at the end of the period (including treasury shares)

As of December 31, 2025	18,392,724 shares
As of March 31, 2025	18,392,724 shares
 - (ii) Number of treasury shares at the end of the period

As of December 31, 2025	2,732,333 shares
As of March 31, 2025	2,792,333 shares
 - (iii) Average number of shares outstanding during the period (cumulative from the beginning of the fiscal year)

Nine months ended December 31, 2025	15,635,955 shares
Nine months ended December 31, 2024	15,575,910 shares

* Review of the Japanese-language originals of the attached consolidated quarterly financial statements by certified public accountants or an audit firm:None

* Proper use of earnings forecasts, and other special matters

The forward-looking statements, including forecasts of financial results, contained in these materials are based on information available to the Company and on certain assumptions deemed to be reasonable. Actual financial results may differ from the results anticipated in the statements due to various factors.

Overview of Operating Results

(1) Overview of operating results for the third quarter

Our Company Group has designated the period from the fiscal year ended March 31, 2024 through the fiscal year ending March 31, 2027 as its BSR Expansion Phase. To achieve net sales of ¥10.0 billion and operating profit of ¥2.5 billion in the final year of the BSR Expansion Phase, our targets for the fiscal year ending March 31, 2026 are net sales of ¥8.0 billion and operating profit of ¥1.8 billion.

Under this plan, during the current fiscal year, we will launch new services embodying next-generation communication into the market, while also working to grow our business by implementing a new usage-fee model to expand our platform business and pursue deeper market development in speech recognition.

In the third quarter, amid the rising need for companies to leverage AI technologies to improve productivity, we continued to see a steady increase in usage of our AI speech recognition AmiVoice® API (AmiVoice® Cloud Platform (ACP)), which serves as its interface, and a steady increase in adoption of our various AmiVoice® AI speech recognition products and services. We also invested in hiring and in R&D to support the future launch of our new next-generation communication services and the expansion of our platform business.

Net sales: In BSR1 (first growth engine), each department steadily increased recurring subscription usage, thereby growing recurring revenue. Furthermore, an increase in non-recurring revenue in the CTI Department led to a year-on-year increase of 3.3% in net sales. In BSR2 (second growth engine), net sales increased in the Overseas Business Division and BDC Division, resulting in a year-on-year increase of 25.4%. As a result, net sales for the Group as a whole increased 5.3% year-on-year.

Profit and loss: In BSR1 (first growth engine), operating profit was down 6.0% year-on-year, due in part to the temporary increase in cost of goods sold and due to investments in hiring personnel and development. In BSR2 (second growth engine), the operating loss narrowed. As a result, operating profit for the Group as a whole declined 2.7% year-on-year. Due to the decline in operating profit, ordinary profit decreased. Due to gains on sale of investment securities in the first quarter and second quarter, profit attributable to owners of parent increased 34.6% year-on-year.

As a result, consolidated results at the end of third quarter were: net sales of ¥5,017 million (¥4,763 million a year earlier), operating profit of ¥935 million (¥960 million a year earlier), ordinary profit of ¥1,041 million (¥1,049 million a year earlier), and profit attributable to owners of parent of ¥994 million (¥738 million a year earlier).

The status of each speech business segment is as follows.

BSR1 (before consolidation adjustments)

Net sales (year-on-year)	Operating profit (year-on-year)
¥4,434 million (+3.3%)	¥990 million (-6.0%)

Recurring revenue (year-on-year)	Recurring ratio (year-on-year)
¥3,637 million (+11.6%)	82.0% (+6.1%)

(i) CTI*¹ Department (for the contact center industry)

Working with sales partners, primarily major system integrators, we expanded the market deployment of our AI speech recognition solution for contact centers, AmiVoice® Communication Suite. Also, we have enhanced the integration of AmiVoice® Communication Suite with generative AI. In the process, we implemented an AI Multi-tiered Inference feature that selectively chooses appropriate generative AIs to achieve improved accuracy, increased efficiency, and cost optimization. Additionally, our product AmiVoice® ISR*² Studio, a voicebot AI interactive voice responder service (AI-IVR*³), was installed for Fast DOCTOR Co., Ltd.

Recurring ratio: 86.7% at end of second quarter → 84.6% at end of third quarter

License count (cumulative): 89,744 at end of second quarter → 91,939 at end of third quarter

*1) CTI: Computer Telephony Integration

*2) ISR: Interactive Speech Responder (automated interactive speech response system)

*3) IIVR: Interactive Voice Responder (automated telephone response system)

(ii) VoXT*⁴ Business Department (assembly and meeting solutions)

Demand increased for meeting-minutes creation and transcription support applications and services based on AmiVoice® AI speech recognition, resulting in growth in the number of users of ScribeAssist, a standalone service, ProVoXT, a cloud service and VoXT One, a platform that consolidates them. We improved their features that leverage generative AI to make meeting-minutes creation even more efficient.

Recurring ratio: 98.0% at end of second quarter → 97.5% at end of third quarter

License count for the two core products: 20,825 at end of first quarter → 21,556 at end of third quarter

*4) VoXT: Voice teXTing (transcription)

(iii) Medical Business Department (for the healthcare industry)

Japan's "Workstyle Reform for Physicians" initiative, which began in April 2024, has created the need for efforts to optimize physician working hours. Accordingly, the need to improve productivity among physicians, nurses, and healthcare workers in hospitals has increased, and this drove brisk sales of our core products, the AmiVoice® Ex7 series of AI voice input software and AmiVoice® iNote, an AI speech recognition work-sharing service for healthcare. We promoted the deployment of AmiVoice® AI Assistant^{*5}, a service that enhances operational efficiency by delegating mouse and keyboard operations to AI at the appropriate time and place using voice prompts. We worked on developing AmiVoice® Platform Server, a pay-as-you-go server that offers price advantage to small-scale users to attract new users.

Recurring ratio: 47.5% at end of second quarter → 47.4% at end of third quarter

License count (cumulative): 66,773 at end of first quarter → 67,090 at end of third quarter

*5) AmiVoice® AI Assistant is our unique Personalized AI, which performs tasks on behalf of a user with high accuracy through customization tailored to each user's needs.

(iv) SDX^{*6} Department (API/SDK; customer service and sales solutions; for the manufacturing and logistics industries)

The number of usage hours has increased for AmiVoice® Cloud Platform (ACP), a cloud engine service for AmiVoice® AI speech recognition engine platform, as well as the number of corporate users for SDK, a standalone engine. We promoted the deployment of AmiVoice® SalesBoost Platform, a platform for advancing Sales Enablement. We worked on developing our new solution AmiVoice® SalesAgent that leverages generative AI to support, record, and analyze sales meetings, helping to improve the efficiency and outcomes of sales activities. Also, we worked on developing AmiVoice® Easy Viewer, a service that enables inside sales by adding advanced communication features and video demonstrations of product usage effects to a website.

Recurring ratio: 86.4% at end of second quarter → 77.2% at end of third quarter

Domain-specific engine user count (cumulative): 7,411 at end of second quarter → 7,767 at end of third quarter

*6) SDX: Speech DX (Digital transformation with speech recognition).

BSR2 (before consolidation adjustments)

Net sales (year-on-year)	Operating profit (year-on-year)
¥629 million (+25.4%)	Loss of ¥60 million (—)

(v) BDC Division (for the construction and real estate industries) and Overseas Business Division (for overseas companies)

In the BDC Division, customers continued to adopt AmiVoice® Super Inspection Platform (SIP) implemented a new feature, our construction project management platform service for the construction industry. With a newly implemented feature, the number of licenses increased steadily. Amid a worsening labor shortage in the construction industry, we grew staffing business significantly through leveraging the platform service. We released a new service, AmiVoice® Talk Mouse, an application that uses iOS devices to operate a Windows PC's mouse and keyboard on behalf of users.

License count (cumulative): 76,524 at end of second quarter → 80,884 at end of third quarter

The Overseas Business Division saw steady usage from big clients.

(vi) Consolidated subsidiaries

AmiVoice Thai Co., Ltd. (Kingdom of Thailand) implemented business structural reforms aimed at securing projects from major customers and at improving profitability.

Shorthand Center Tsukuba Co., Ltd. Actively pursued securing project orders from local governments, courts, and private-sector clients.

AmiSupport Co., Ltd. managed the staffing business in the BDC Division.

(2) Overview of financial position for the third quarter

Assets

Consolidated current assets at the end of the third quarter were ¥8,672 million, down ¥669 million from the end of the previous fiscal year. This was mainly due to a ¥210 million decrease in notes and accounts receivable, and a ¥489 million decrease in money held in trust. Non-current assets were ¥7,761 million, up ¥1,132 million from the end of the previous fiscal year, mainly due to a ¥339 million increase in property, and a ¥805 million increase through acquisition or revaluation of investment securities and other factors.

As a result, consolidated total assets stood at ¥16,434 million, up ¥463 million from the end of the previous fiscal year.

Liabilities

Consolidated current liabilities at the end of the third quarter were ¥2,423 million, down ¥85 million from the end of the previous fiscal year. This was mainly due to a ¥206 million increase in advances received related to sales and despite a ¥330 million decrease in long-term borrowings within one year. Non-current liabilities stood at ¥489 million, down ¥664 million from the end of the previous fiscal year, mainly due to a ¥770 million decrease in long-term borrowings.

As a result, consolidated total liabilities came to ¥2,912 million, down ¥750 million from the end of the previous fiscal year.

Net assets

Consolidated net assets at the end of the third quarter totaled ¥13,521 million, up ¥1,213 million from the end of the previous fiscal year. This was mainly due to a ¥597 million increase in net unrealized gains on securities and profit attributable to owners of parent of ¥994 million and dividends paid out of surplus of ¥429 million.

As a result, the equity ratio stood at 82.3% (77.1% at the end of the previous fiscal year).

(3) Forward-looking statements, including consolidated results forecasts

The forecast for consolidated results remains unchanged from the announcement made on May 9, 2025.

Quarterly consolidated balance sheet

(Thousands of yen)

	As of March 31, 2025	As of December 31, 2025
Assets		
Current assets		
Cash and deposits	6,405,922	6,549,876
Notes and accounts receivable - trade	1,131,898	921,518
Money held in trust	979,400	490,050
Electronically recorded monetary claims - operating	26,027	33,629
Merchandise and finished goods	59,581	56,511
Work in process	7,056	15,944
Raw materials and supplies	18,242	12,258
Accounts receivable - other	44,769	15,996
Other	669,216	577,098
Allowance for doubtful accounts	(191)	(155)
Total current assets	9,341,923	8,672,728
Non-current assets		
Property, plant and equipment		
Buildings	300,697	644,484
Accumulated depreciation	(100,154)	(133,716)
Buildings, net	200,542	510,767
Other	805,114	957,163
Accumulated depreciation	(429,141)	(550,800)
Accumulated impairment	(9,674)	(10,312)
Other, net	366,297	396,050
Total property, plant and equipment	566,840	906,818
Intangible assets		
Software	732,022	862,690
Software in progress	138,566	220,025
Other	115	115
Total intangible assets	870,704	1,082,831
Investments and other assets		
Investment securities	3,774,005	4,579,648
Leasehold and guaranteee deposits	254,781	256,021
Long-term prepaid expenses	518,585	489,221
Deferred tax assets	236,154	-
Distressed receivables	21,835	21,835
Other	407,800	446,795
Allowance for doubtful accounts	(21,835)	(21,835)
Total investments and other assets	5,191,327	5,771,686
Total non-current assets	6,628,872	7,761,337
Total assets	15,970,795	16,434,066

	As of March 31, 2025	As of December 31, 2025
Liabilities		
Current liabilities		
Accounts payable - trade	55,230	95,597
Accounts payable - other	259,710	286,631
Income taxes payable	270,663	264,739
Advances received	1,043,807	1,249,908
Current portion of long-term borrowings	710,480	380,000
Provision for bonuses	37,460	16,510
Other	131,818	129,898
Total current liabilities	<u>2,509,172</u>	<u>2,423,285</u>
Non-current liabilities		
Long-term borrowings	1,060,700	290,000
Deferred tax liabilities	-	39,035
Asset retirement obligations	93,304	160,165
Total non-current liabilities	<u>1,154,004</u>	<u>489,200</u>
Total liabilities	<u>3,663,177</u>	<u>2,912,486</u>
Net assets		
Shareholders' equity		
Share capital	6,930,315	6,930,315
Capital surplus	5,817,855	5,836,722
Retained earnings	2,025,764	2,590,873
Treasury shares	(2,651,458)	(2,594,485)
Total shareholders' equity	<u>12,122,477</u>	<u>12,763,426</u>
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	192,698	790,573
Foreign currency translation adjustment	(7,557)	(32,420)
Total accumulated other comprehensive income	<u>185,141</u>	<u>758,153</u>
Total net assets	<u>12,307,618</u>	<u>13,521,579</u>
Total liabilities and net assets	<u>15,970,795</u>	<u>16,434,066</u>

Quarterly consolidated statement of income

(Thousands of yen)

	Nine months ended December 31, 2024	Nine months ended December 31, 2025
Net sales	4,763,467	5,017,813
Cost of sales	1,226,812	1,355,481
Gross profit	3,536,655	3,662,331
Selling, general and administrative expenses	2,576,088	2,727,227
Operating profit	960,566	935,103
Non-operating income		
Interest income	6,206	13,511
Dividend income	61,866	70,668
Foreign exchange gains	13,475	29,325
Gain on investments in investment partnerships	14,960	1,956
Miscellaneous income	2,784	3,579
Total non-operating income	99,293	119,041
Non-operating expenses		
Interest expenses	9,293	9,616
Commission expenses	234	1,350
Miscellaneous losses	1,232	1,888
Total non-operating expenses	10,760	12,855
Ordinary profit	1,049,098	1,041,288
Extraordinary income		
Gain on sale of investment securities	9,400	409,712
Gain on reversal of share acquisition rights	25,199	-
Gain on sale of non-current assets	-	8
Total extraordinary income	34,600	409,720
Extraordinary losses		
Loss on retirement of non-current assets	1,260	0
Total extraordinary losses	1,260	0
Profit before income taxes	1,082,438	1,451,009
Income taxes	344,061	456,889
Profit	738,376	994,119
Profit attributable to owners of parent	738,376	994,119

Quarterly consolidated statement of comprehensive income

(Thousands of yen)

	Nine months ended December 31, 2024	Nine months ended December 31, 2025
Profit	738,376	994,119
Other comprehensive income		
Valuation difference on available-for-sale securities	(157,209)	597,875
Foreign currency translation adjustment	(15,223)	(24,863)
Total other comprehensive income	(172,432)	573,011
Comprehensive income	565,944	1,567,131
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	565,944	1,567,131