

First Quarter FY'27/3

Financial Results

Ad-Sol Nissin Corporation (TSE 3837) | August 6, 2026



This presentation will provide an overview of the financial results for the first quarter of the fiscal year ending March 31, 2027.

Index

1. Performance Highlights
2. Q1 FY'27/3 Consolidated Financial Results
3. Progress on the Growth Strategy
4. FY'27/3 Operating Results Forecast / Dividend Forecast
5. Appendix

Today, I will explain these items.

01

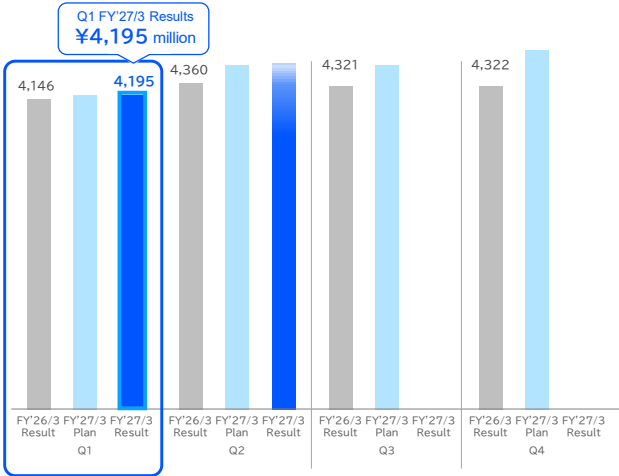
Performance Highlights

- FY'27/3 Outlook
- Key Points of Q1 FY'27/3

Let me begin by explaining the performance highlights.

Quarterly Net Sales: Initial Plan vs. Actual Results

(Million Yen)



On Track for a Fourth Straight Year of Record Performance

Progress in Line with the Initial Plan

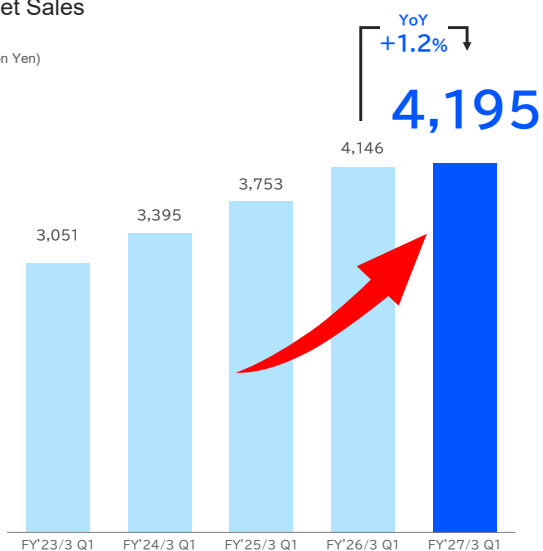
- Despite the launch of the Offering-Based Business and ongoing business transformation centered on AI and data, we remain on track to achieve record-high sales and profit.
- For FY'27/3, performance is expected to improve gradually, with stronger growth in the second half of the fiscal year. Q1 performance progressed as expected against the initial plan. Several large-scale projects, including those in the electric power field, are expected to commence development from 2H onward.
- Off to a solid start toward achieving four consecutive years of record-high financial results.

[FY'27/3 Outlook]

- Despite the launch of the Offering-Based Business and ongoing business transformation centered on AI and data, we remain on track to achieve record-high sales and profit.
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- Off to a solid start toward achieving four consecutive years of record-high financial results.

Net Sales

(Million Yen)

**Record-Breaking**
First-Quarter Net Sales

- Continued growth in IT investment by clients.
- Themes include digital transformation (DX), AI, digital data utilization, and system modernization, which are less susceptible to economic conditions.
- Growth was driven by DX-related projects, mainly in the Energy (Gas), the Transportation and the Public Works sectors in the Social Infrastructure Business.

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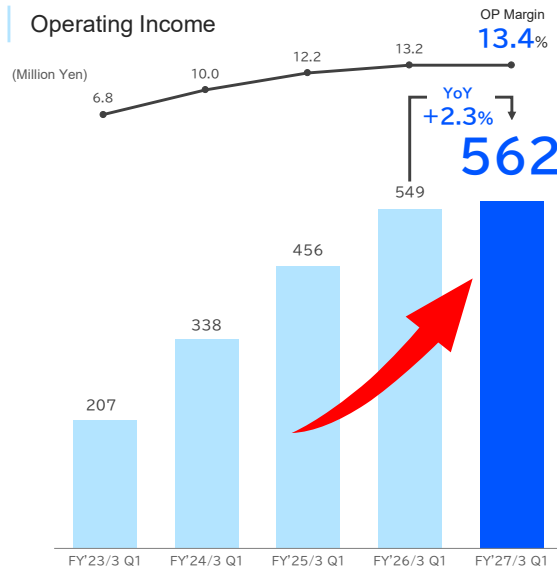
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[Key Points of Q1 FY'27/3 | Net Sales]

- Achieved the highest net sales ever for the first quarter.

Net Sales: 4,195 million yen (up 1.2% YoY)

- Continued growth in IT investment by clients.
Themes include digital transformation (DX), AI, digital data utilization, and system modernization, which are less susceptible to economic conditions.



Record-Breaking First-Quarter Operating Income and OP Margin

The gross profit margin improved significantly, driven by an increase in unit price and high-profit projects such as consulting services (30.4% in Q1 FY'26/3 to 32.1% in Q1 FY'27/3).

This improvement more than offset the increase in SG&A expenses resulting from personnel and training costs for the 73 new graduates (vs. 49 in the previous year) recruited as part of a significant workforce expansion to support business growth under the Medium-Term Management Plan.

[Key Points of Q1 FY'27/3 | Operating Income]

- Record highs in both operating income and OP margin for the first quarter.

Operating Income: 562 million yen (up 2.3% YoY)

Operating Income Margin: 13.4% (up 0.2 points YoY)

- Gross profit margin improved significantly to 32.1% (up 1.7 points YoY) due to higher unit prices and high-profit projects, including consulting engagements, reaching a record high across all quarters.
 - This improvement more than offset the increase in SG&A expenses resulting from personnel and training costs for the 73 new graduates hired in April 2026 (vs. 49 in the previous year), as part of a significant workforce expansion to support business growth under the Medium-Term Management Plan.

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Q1 FY'27/3 Financial Results

- Consolidated Statement of Income
- Performance by Segment
- Quarterly Trends
- Ordinary Income
- Balance Sheet

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Next, I will explain our consolidated results for the first quarter of the fiscal year ending March 31, 2027.

(Million Yen)	Q1 FY'26/3	Q1 FY'27/3		
	Results	Results	Increase /Decrease	Ratio of change %
Net Sales	4,146	4,195	49	1.2
Social Infrastructure Business	2,672	2,928	256	9.6
Advanced Industry Business	1,473	1,266	(206)	(14.0)
Solution Business	302	316	13	4.6
Gross Profit	1,261	1,346	85	6.7
Gross Profit Margin (%)	30.4	32.1	-	-
SG&A Expenses	712	784	72	10.1
SG&A Ratio (%)	17.2	18.7	-	-
Operating Income	549	562	12	2.3
Operating Income Margin (%)	13.2	13.4	-	-
Ordinary Income	551	565	14	2.6
Ordinary Income Margin (%)	13.3	13.5	-	-
Net Income Attributable to Owners of Parent	365	383	18	5.1
Net Income Margin (%)	8.8	9.1	-	-

POINT

Net Sales

Record-Breaking First-Quarter Net Sales

Continued growth in IT investment by clients. Growth driven by the Energy (Gas), the Transportation and the Public Works sectors in the Social Infrastructure Business.

Gross Profit

Gross Profit Margin Reached a Record High for All Quarters

In addition to higher unit prices, high-profit projects, including consulting projects, increased.

Operating Income

Record-Breaking First-Quarter Operating Income and OP Margin

Improved gross profit margin more than offset the increase in SG&A expenses associated with personnel and training costs for newly hired employees added to support business expansion under the Medium-Term Management Plan.

[Consolidated Statement of Income]

- Gross profit margin reached 32.1%, a record high for all quarters.
- Net sales and profits reached record highs for the first quarter.
→ Factors and trends of fluctuations are as shown.

(Million Yen)	Q1 FY'26/3		Q1 FY'27/3			
	Results	Ratio to sales %	Results	Ratio to sales %	Increase /Decrease	Ratio of change %
Entire company	4,146	100.0	4,195	100.0	49	1.2
Social Infrastructure Business	2,672	64.5	2,928	69.8	256	9.6
Energy	1,965	47.4	1,951	46.5	(13)	(0.7)
Transportation	314	7.6	425	10.1	110	35.1
Public Works	290	7.0	409	9.8	119	41.1
Communication/Network	101	2.5	142	3.4	40	39.8
Advanced Industry Business	1,473	35.5	1,266	30.2	(206)	(14.0)
Manufacture	335	8.1	293	7.0	(42)	(12.6)
Service	871	21.0	770	18.4	(100)	(11.6)
Enterprise	266	6.4	202	4.8	(63)	(24.0)
Solution Business	302	7.3	316	7.6	13	4.6

POINT

Social Infrastructure Business

Continued DX and Modernization Projects

[Energy]

- Electric Power: Launch of multiple new large-scale projects and preparation for new initiatives (development scheduled to start in 2H and beyond).

- Gas: Regulatory system updates and modernization efforts, including cloud migration and system renewal, along with system development projects leveraging AgileLeap, performed well.

[Transportation]

- Railway-related systems expanded.

[Public Works]

- National security-related systems performed steadily.

Advanced Industry Business

Data Management & AI-Focused Structural Reforms

Initiated structural reforms to advance the Next-Generation SI business. Net sales declined due to the impact of these reforms and the rollover effect from large-scale projects completed in the previous fiscal year.

[Service (Payment & Credit Card)]

- DX projects for credit card companies, particularly data management-related initiatives, continued to perform steadily.

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[Performance by Segment 1. Net Sales]

- Social Infrastructure Business: 2,928 million yen (up 9.6% YoY)
→ Launch of multiple new large-scale projects and preparations for new initiatives focused on green transformation in the Energy (Electric Power).
Strong growth in the Energy (Gas), Transportation, and Public Works sectors.
- Advanced Industry Business: 1,266 million yen (down 14.0% YoY)
→ Initiated specialization and organizational transformation centered on data management and AI to drive the Next-Generation SI business.
- Solution Business: 316 million yen (up 4.6% YoY)
→ Solutions related to the geographic information system (GIS) delivered strong performance. We are developing reusable assets to support our Offering-Based business.

Orders received declined due to the reversal of delayed order bookings (Transportation) and the absence of large-scale orders (Service) recorded in FY'26/3. Order backlog reached a record high for the first quarter.

(Million Yen)	Orders Received				Order Backlog			
	Q1 FY'26/3 Results	Q1 FY'27/3 Results	Increase /Decrease	Ratio of change %	Q1 FY'26/3 Results	Q1 FY'27/3 Results	Increase /Decrease	Ratio of change %
Entire company	4,128	4,064	(63)	(1.5)	3,230	3,533	303	9.4
Social Infrastructure Business	2,742	3,049	307	11.2	2,195	2,547	352	16.1
Energy	1,924	2,059	134	7.0	1,733	1,993	260	15.0
Transportation	417	291	(126)	(30.2)	233	132	(101)	(43.4)
Public Works	349	536	187	53.6	216	289	73	33.9
Communication/Network	51	162	111	217.9	12	132	119	965.4
Advanced Industry Business	1,386	1,014	(371)	(26.8)	1,034	985	(48)	(4.7)
Manufacture	326	299	(26)	(8.2)	196	223	26	13.7
Service	801	547	(254)	(31.7)	652	673	20	3.2
Enterprise	257	167	(90)	(35.1)	185	89	(96)	(51.8)

[Performance by Segment 2. Orders Received / Order Backlog]

- Orders received declined due to the reversal of delayed order bookings in the Transportation sector and the impact of large-scale orders received in the Service sector, both in FY'26/3.

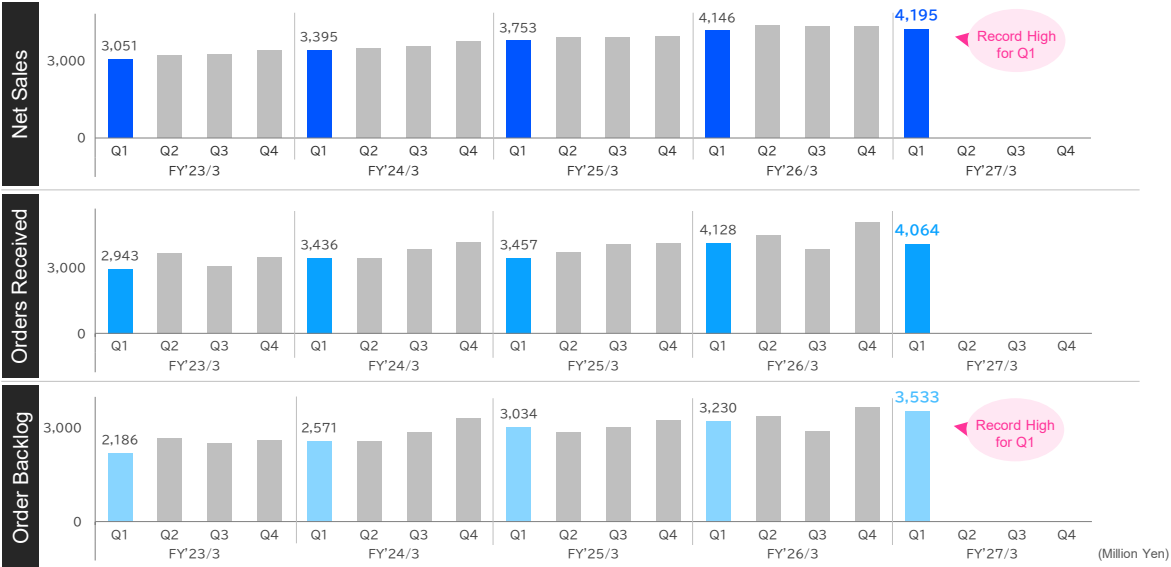
Excluding the impact of delayed order bookings, orders received exceeded the level of the previous year.

Orders Received: 4,064 million yen (down 1.5% YoY)

- Order backlog reached a record high for the first quarter.
A solid start toward this fiscal year's goals of investing for the Medium-Term Management Plan while delivering record-high performance for the fourth consecutive fiscal year.

Order Backlog: 3,533 million yen (up 9.4% YoY)

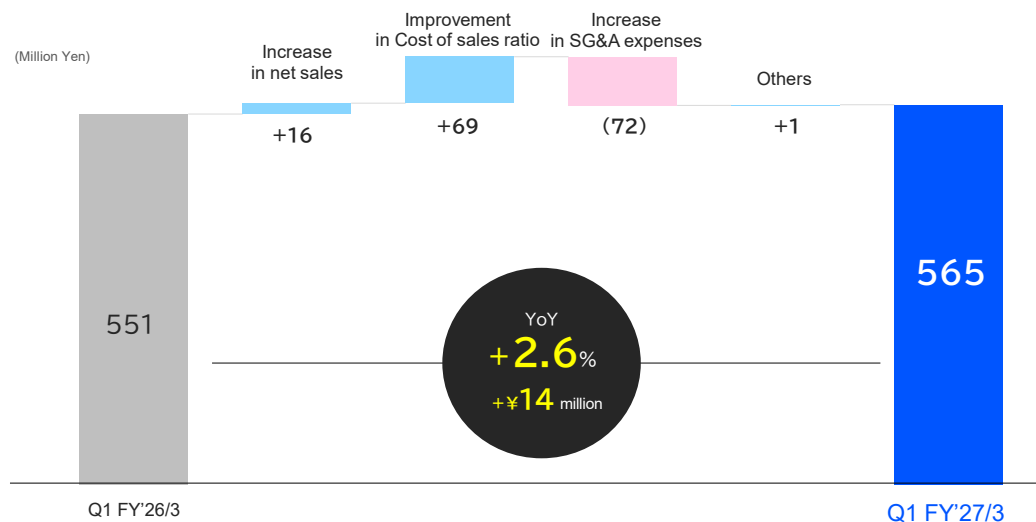
Q1 FY'27/3 Financial Results | Quarterly Trends



[Quarterly Trends]

The quarterly trends are shown on the slide.

The increase in net sales and the improvement in the cost-of-sales ratio more than offset the rise in SG&A expenses associated with personnel and training costs for new graduates.



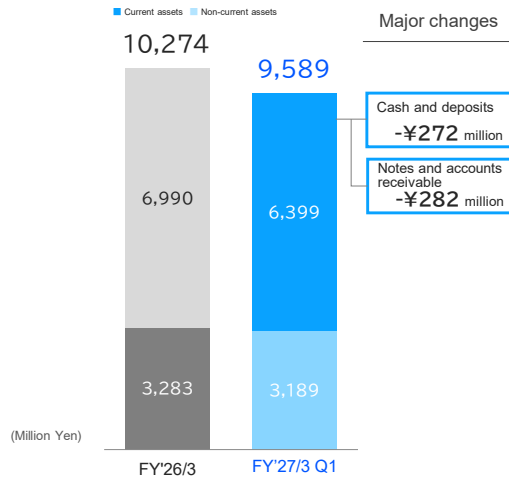
[Ordinary Income]

- The increase in net sales and the improvement in the cost-of-sales ratio more than offset the rise in SG&A expenses.

Ordinary income: 565 million yen (up 2.6% YoY)

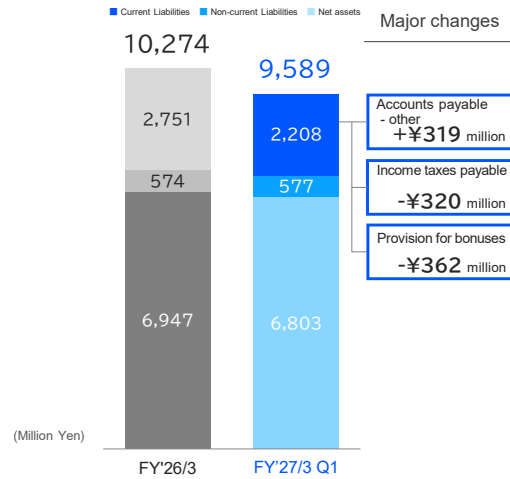
Assets

• Total Assets **9.5** billion yen



Liabilities and Net Assets

• Equity Ratio **68.8%**



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[Balance Sheet]

The balance sheet is shown on the slide.

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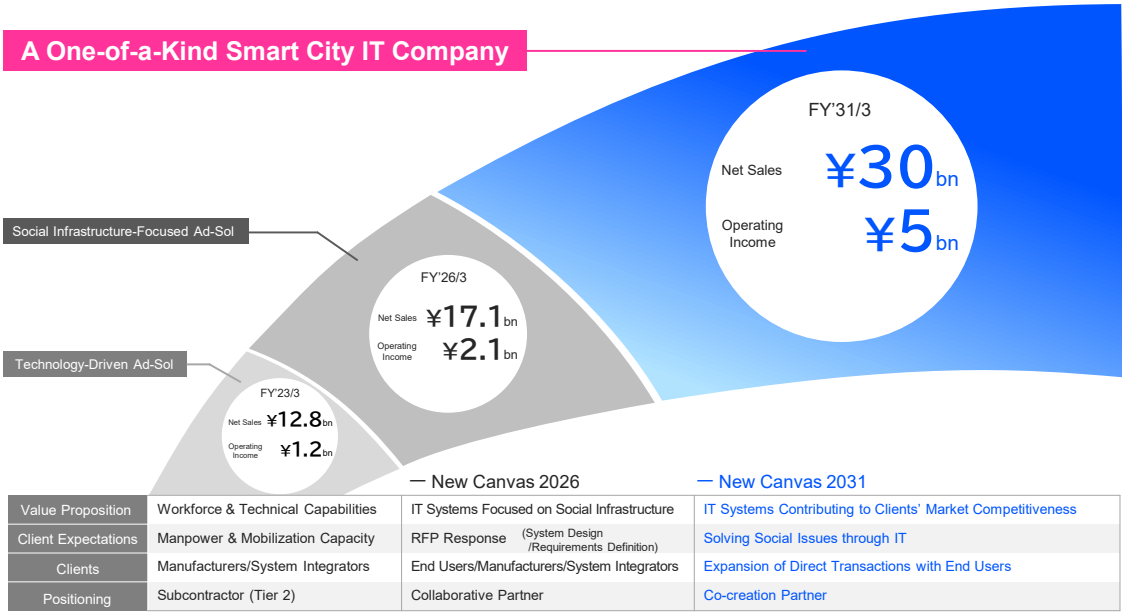
Progress on the Growth Strategy

- Medium-Term Management Plan "New Canvas 2031"
- Focus Points for FY'27/3
- Offering-Based Business
- Next-Generation SI Business
- New Technology Readiness
- Driving Sustainable Growth

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Next, I will explain our growth strategy for the fiscal year ending March 31, 2027.



[Medium-Term Management Plan New Canvas 2031 | Management Target]

- Become a One-of-a-Kind Smart City IT Company that supports the infrastructure of digitized smart cities.
- FY'31/3 : Net Sales 30 billion yen
Operating Income 5 billion yen



[Medium-Term Management Plan New Canvas 2031 | Business Portfolio Vision]

- **Base Load Business: Next-Generation System Integration (SI) Business**
→ Providing comprehensive support for a wide range of client requirement, including DX, AX (AI Transformation), and mission-critical systems.
- **The Next Pillar of Growth: Offering-Based Business**
→ Promoting the proposal and delivery of consulting services and solutions by leveraging the strengths and assets developed through the Next-Generation SI Business.
- We are focusing on smart city initiatives in Energy, Transportation, and Urban Development, leveraging our proven track record and strengths in the social infrastructure domain.
- In addition, we are implementing management strategies to further strengthen our corporate foundation.

The diagram illustrates a process for assetizing expertise and strengths, divided into two main sections: **Next-Generation SI Business** and **Offering-Based Business**.

Next-Generation SI Business:

- Project Acquisition and System Development** (Left)
- Proposals Leveraging Expertise and Strengths** (Top Left)
- Accumulation of Knowledge and Insights** (Bottom Left)
- Assetizing our Expertise and Strengths** (Center)

Offering-Based Business:

- Proposals Addressing Management Needs** (Top Right)
- Consulting** (Right)
- Engagement from Client RFP Stage** (Bottom Right)
- End-to-End Delivery through System Development** (Bottom Right)
- Accumulation of Knowledge and Insights** (Bottom Left)

Core Talent:

- Technology Consultant**
- Project Manager**

Advancement of Next-Generation SI / SI Delivery Triggered by Offerings

Offering-Based Proposals Aligned with Management Needs

Top Consultant

The diagram consists of two main rectangular boxes, one above the other, connected by a vertical double-headed arrow. The top box is labeled 'POINT 01 Human Capital' and contains the text 'Focus on recruiting and developing talent to support and drive our business strategy'. Below this text are three horizontal bars: a pink bar labeled 'Top Consultant', a blue bar labeled 'Technology Consultant', and a light blue bar labeled 'Project Consultant'. The bottom box is labeled 'POINT 02 Cutting-Edge Technologies' and contains the text 'Acquisition, application, and expansion of new technologies supporting both businesses (AI-native development, data management, etc.)'. A vertical double-headed arrow connects the two boxes, indicating a reciprocal relationship between Human Capital and Cutting-Edge Technologies.

POINT 01 Human Capital

Focus on recruiting and developing talent to support and drive our business strategy

- Top Consultant
- Technology Consultant
- Project Consultant

POINT 02 Cutting-Edge Technologies

Acquisition, application, and expansion of new technologies supporting both businesses (AI-native development, data management, etc.)

- Leveraging the achievements, expertise, and technologies developed through the Next-Generation SI Business, we are creating company-wide assets and offering consulting proposals aligned with clients' management needs.
- We are building a two-engine business model in which offering-based proposals and consulting services generate project opportunities that subsequently lead to Next-Generation SI system development.
- We are strengthening the development of the talent required to drive these businesses:
 - Top Consultants to lead the Offering-Based Business
 - Technology Consultants, Project Managers, and Advanced IT Engineers to drive the Next-Generation SI Business

Focus Points for FY'27/3

Offering-Based Business



Addressing Latent Client Needs
by Leveraging our Expertise and Strengths

Next-Generation SI Business



System development that flexibly and
accurately responds to increasingly diverse
and sophisticated client needs

New Technology Readiness



Adoption, business application,
and scaling of new technologies supporting
Offering-Based Business
and Next-Generation SI Businesses

Driving Sustainable Growth

Strengthening the Management Foundation to Support Business Growth and Capital Efficiency
Supporting business transformation while accelerating strategy execution

[Focus Points for FY'27/3]

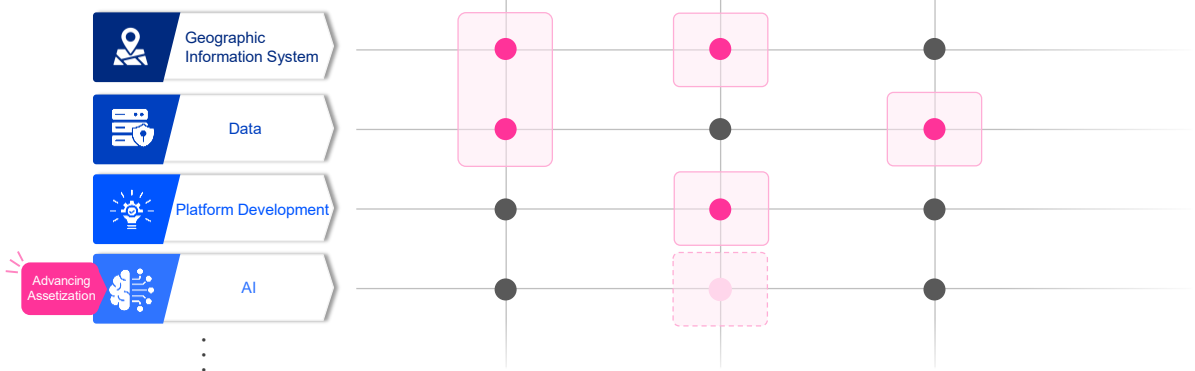
- Aspiring to be a One-of-a-Kind Smart City IT Company.
- Focus on four key points in the fiscal year ending March 2027.

Driving business development across **three focus areas (Energy, Transportation, and Urban Development)** by leveraging proprietary strengths and assets to secure and expand opportunities from 2H onward.

● Q1 Proposal & Order-Winning Activities Underway

Key Strength Assets Leveraged
in Q1 (Launch Phase)

Three Strategic Focus Areas for the Offering-based Business



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[Offering-Based Business | Key Progress]

- Driving business development across three focus areas (Energy, Transportation, and Urban Development) by leveraging proprietary strengths and assets to secure and expand opportunities from 2H onward.

Strengthening the AgileLeap service portfolio.

Launched Techkan, a project management platform.



Agile Development for Everyone in the Age of AI

A project management platform that visualizes project information—including backlogs, tasks, and progress—to support rapid decision-making and continuous improvement in agile development.

Scrum Management Support

Manage and run all scrum events on a single platform.



- ✓ Automatically generates burndown charts and other project metrics
- ✓ Simple, intuitive UI aligned with actual workflows

Agile Practice Navigator

Support agile adoption and continuous improvement through guided workflows.



- ✓ Guides teams through scrum events and best practices
- ✓ Promotes agile adoption across the entire team

AI Assistance

Accelerate decision-making in development with an AI assistant.

- User Story Creation
- Task Creation Support
- Progress Analysis and Visualization

AI engines can be selected based on security requirements and operational policies.

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[Next-Generation Business | Agile Development Specialized Service, AgileLeap]

- Strengthening the AgileLeap service portfolio.
Launched Techkan, a project management platform.

Techkan service website (Japanese Only)

<https://adniss.jp/sol-top/techkan.html>

Human–AI collaboration enables faster delivery of higher-quality systems and solutions.

Key Initiatives for Applying AI to System Development

AI Development Environment



Anthropic's AI agent tool, Claude Code, has been made available company-wide for system development projects.

By leveraging Claude Code, GitHub Copilot, and our proprietary generative AI platform, AdsolChat, according to client characteristics and security requirements, we are optimizing both AI-driven development and AI-native development environments.

AI Quality and Governance Framework



Establishing a quality and governance framework to achieve both quality assurance and safety in AI-driven/AI-native development.

Building an AI Asset Platform integrating governance, knowledge, and compliance controls. Combining high-value AI services with advanced AI-driven/AI-native development methodologies to deliver innovative solutions to clients.

Expanding AI Service Offerings

Led by the AI Business Promotion Department, we expanded our service portfolio based on AI-native development and AI-driven development.

Aiming to further enhance value delivered to clients



Strengthened consulting services and support for clients in leveraging AI within their businesses.



Enabling next-generation data management through the power of AI.

[New Technology Readiness | Application of AI in System Development]

- Human–AI collaboration enables faster delivery of higher-quality systems and solutions.
- Enhance the AI Development Environment and AI Quality & Governance Foundation.
 - Enable company-wide use of Anthropic's AI agent tool, Claude Code, for IT development
- Expand service offerings based on AI-Driven / AI-Native development.

Team Space Data Lab announces the launch of the Space Data Academy.

- A satellite data utilization experience program for high school and KOSEN students. Through lectures and hands-on workshops, the program aims to contribute to the development of future space IT professionals.
- Scheduled to be held in August 2026 at Cross U, the space business co-creation platform.

* For more details, please visit the following link: https://note.com/adsol_ir/n/n7e1c5f988ae7 (Japanese only).



| Space Data Academy (Held in July 2025)



▲ Lecture by the AI Research Institute



▲ Group Workshop

*KOSEN students are students enrolled in Japan's Colleges of Technology, which offer five-year engineering and technology programs.

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[Driving Sustainable Growth | R&D Activities]

- Team Space Data Lab to host Space Data Academy for high school and KOSEN students in August 2026.

Learn more about the Space Data Academy (Japanese Only)

https://note.com/adsol_ir/n/n7e1c5f988ae7

04

FY'27/3 Operating Results Forecast / Dividend Forecast

- FY'27/3 Operating Results Forecast
- FY'27/3 Dividend Forecast

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I will now explain our operating results forecast for the fiscal year ending March 31, 2027.

FY'27/3 Operating Results Forecast

Aiming to Achieve Record-High Revenue and Profit for the Fourth Consecutive Fiscal Year

- No change from the forecast announced on May 12, 2026.
- Amid strong IT investment demand driven by DX, AI, and digitalization, we continue to see robust demand.
- Looking toward medium- to long-term growth and expansion, we plan to make proactive investments in human resource development and in capabilities related to new technologies such as AI and data management.

(Million Yen)	FY'26/3 Results		FY'27/3 Forecast		Full Year Increase/Decrease	Full Year Ratio of Change(%)
	First Half	Full Year	First Half	Full Year		
Net sales	8,506	17,151	8,800	18,200	1,048	6.1
Operating income	1,103	2,145	1,150	2,400	254	11.9
Operating income margin (%)	13.0	12.5	13.1	13.2	0.7P	-
Ordinary income	1,136	2,215	1,180	2,470	254	11.5
Ordinary income margin (%)	13.4	12.9	13.4	13.6	0.7P	-
Net income attributable to owners of parent	750	1,511	770	1,610	98	6.5
Net income margin (%)	8.8	8.8	8.8	8.8	0.0P	-

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[FY'27/3 Operating Results Forecast]

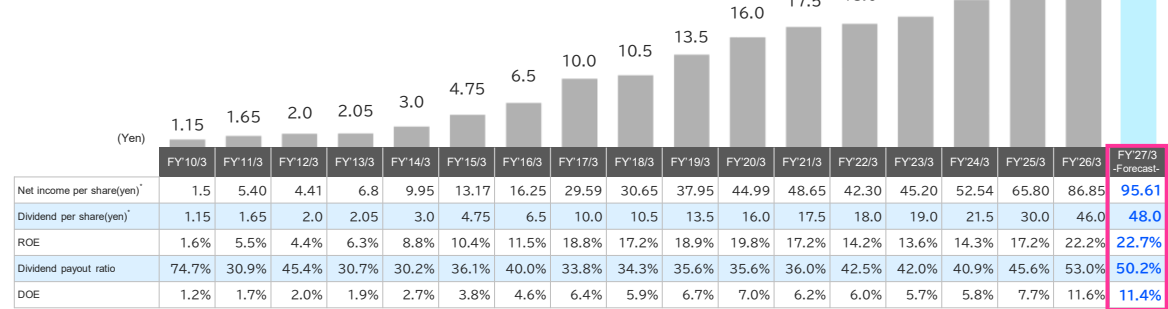
- No change from the forecast announced on May 12, 2026.
- Amid strong IT investment demand driven by DX, AI, and digitalization, we continue to see robust demand.
- Looking toward medium- to long-term growth and expansion, we plan to make proactive investments in human resource development and in capabilities related to new technologies such as AI and data management.

Dividend to be increased for **17** consecutive years

48yen

(Yen)	FY'26/3	FY'27/3	
		Forecast	Increase
Total	46	48	+2
Interim	18	24	+6
Year-end	28	24	(4)

50th Anniversary
Commemorative
Dividend



*1 Net income per share and dividends per share are shown after taking into account stock splits (3-for-1 stock split on January 1, 2014, 2-for-1 stock split on October 1, 2016 and 2-for-1 stock split on April 1, 2025).

[FY'27/3 Dividend Forecast]

- Annual dividend for FY'27/3: 48 yen (up 2 yen YoY)
- Dividend is expected to increase for 17 consecutive years

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Appendix

Company Profile

Corporate Name	Ad-Sol Nissin Corporation
Head Office	Rivarge Shinagawa 4-1-8 Konan Minato-ku, Tokyo 108-0075
Branch	Osaka, Fukuoka, Nagoya, Sendai, San Jose (USA)
Establishment	March 13, 1976
Representative	Toshiaki Shinozaki, Representative Director and President
Number of employees	Consolidated : 723 (as of April 1, 2026)
Sales	17.15 billion yen (FY'26/3)
Listing Market	Tokyo Stock Exchange Prime Market Stock code: 3837
Shares outstanding	17,289,930 shares (As of March 31, 2026)
Affiliated Company	Domestic Ad-Sol Asia Corporation. (Offshore development base: Vietnam) USA Adsol-Nissin San Jose R&D Center, Inc.

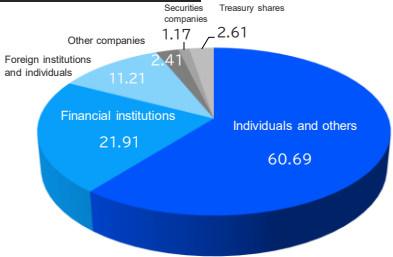
Our Mission

Corporate Philosophy

At Ad-Sol Nissin, by creating and providing high value-added services, we contribute to customer satisfaction and the development of a prosperous society.

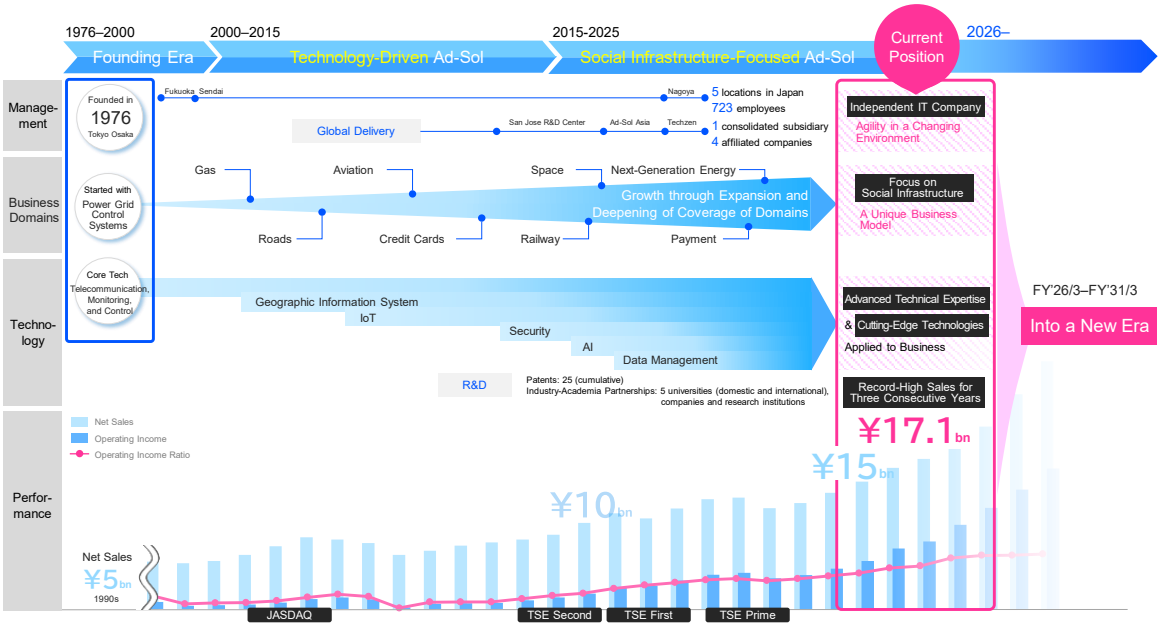
Shareholding ratio (%)

(As of March 31, 2026)



50 Years Since Founding—From a Technology-Driven Ad-Sol to a Social Infrastructure-Focused Ad-Sol, and Beyond

Appendix



Provide cutting-edge DX solutions by fully utilizing the global Ad-Sol network.

Appendix



List of Solutions

GIS geographic information system	 COCOYA	Store information mapping service
	 DOCOYA	SaaS-type commercial area analysis solution with AI functions
	ArcGIS	Advanced analysis and simulation used by governments, universities, research institutes, etc.
	 mapbox	Development platform for digital maps with excellent visualization
IoT spatial information	 uSIGMA	Seamless visualization of indoor and outdoor location information
Enterprise Transformation Solutions LeapX	 AgileLeap	Contribute to business transformation and speedy value proposition through digital transformation
	 CloudLeap	Build sustainable and efficient IT systems in the cloud
	 DxDLeap	Supporting the acceleration and advancement of business transformation through data-driven
AI	 +Aldea	Enabling Trusted and Reliable AI — AI Consulting & Engineering Services
Global	 +Global	A global IT service that comprehensively supports Value, Safety, and Growth—the key drivers of DX
	 Techkan	Agile Development for Everyone in the Age of AI — A Project Management Platform

Point
01 AI Research Institute



The AI Research Institute promotes advanced AI technology research, AI system development, and AI talent development to support our clients' digital transformation (DX) and business innovation. We continuously enhance our AI services to create new value for our clients and society.

- Participation in AIST's AI Quality Management Project
- Development of the In-House Generative AI Service AdsolChat
- Establishment of Team Space Data Lab to Promote the Utilization of Space and Satellite Data

Point
02 San Jose R&D Center



The San Jose R&D Center continuously explores and researches the insights and technologies emerging each day from Silicon Valley, the global hub of cutting edge innovation, and deliver them to Japan to drive future oriented challenges.

Through local technology trend research and relationship building with Japanese companies in the region, we focus not only on strengthening our technological capabilities but also on creating new business opportunities in Japan.

Point
03 Industry-academia collaboration



Through industry-academia collaboration, joint research with universities in Japan and overseas, and participation in academic activities, we strengthen innovative core technologies and contribute to the development of a more prosperous society.

- [Tohoku University](#)
(Data Platform for the New AI Era)
- [Waseda University](#)
(Energy management system)
- [Keio University](#)
(Geographic information system)
- [Ritsumeikan University](#)
(IoT Security)
- [University of Da Nang](#)
(Realization of Smart University)

*EMS: Energy management system
*GIS: geographic information system

Point
04 Patents



We actively work to convert proprietary technologies into intellectual property by patenting new technologies developed and know-how accumulated through our research and development activities.

- **25 patents granted**
(as of April 2026, cumulative total)

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