Global Digital Transformation Partner

Supplemental Material for the Consolidated Financial Results for the Nine Months Ended December 31, 2025

(April 1, 2025 – December 31, 2025)

January 30, 2026

transcosmos inc.

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1. Executive Summary

Consolidated net sales	Consolidated operating profit	transcosmos inc. net profit
¥292,900mn	¥13,410mn	¥10,420mn
(YoY: +¥13,040mn/+4.7%)	(YoY: +¥2,280mn/+20.5%)	(YoY: +¥2,840mn/+37.4%)

- **Net sales grew 4.7% YoY, recording its highest nine-month sales. Operating profit hit a record level for nine months, with OP margin rising from 4.0% to 4.6% YoY** **(excluding FY2021/3-FY2023/3 impacted by COVID-related jobs).**
- **BPO services net sales up 8.7% YoY; OP margin grew by 0.4 points.**
  - Sales increased both in common back-end functions outsourcing and industry-specific engineering BPO, driven by growing service orders for digital-enabled BPO services.
- **CX services net sales up 4.3% YoY; OP margin grew by 0.5 points.**
  - Deployment of our integrated CX platform, trans-DX for Support, increased to 122 companies, supporting sales growth in digital contact centers. Orders for digital integration are on a recovery trend.
- **Overseas net sales up 3.5% YoY and up 6.9% on a local currency basis excluding FX impact; OP margin declined 0.2 points.**
  - Both China and South Korea delivered strong sales in CX services. Negative FX impact decreased.
- **transcosmos inc. net profit increased ¥2,840mn YoY driven by higher FX gains and lower extraordinary losses in addition to an increase in operating profits.**

2. Consolidated Income Statement Summary

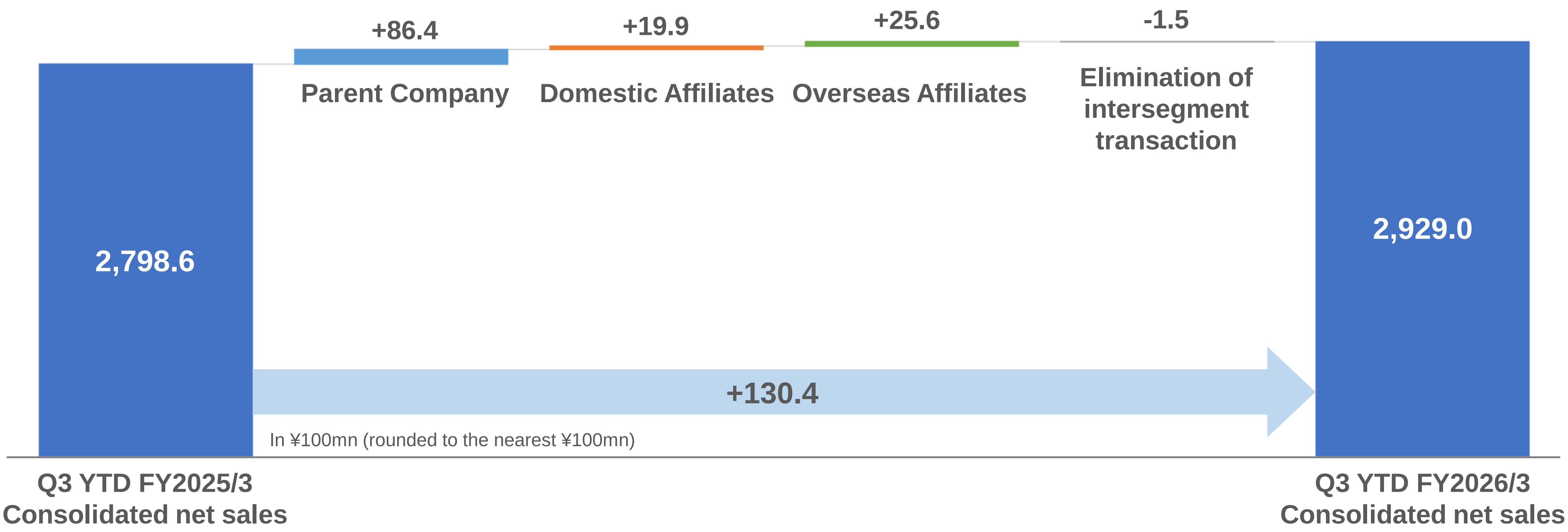
*For each segment profit row, figures in the Mix columns are profit margins.

In ¥100mn (rounded to the nearest ¥100mn)		Q3 YTD FY2025/3		Q3 YTD FY2026/3		Change		FY2026/3 (outlook)	
		Amount	Mix	Amount	Mix	Amount	%Change	Amount	Progress
Net sales		2,798.6	100.0%	2,929.0	100.0%	+130.4	+4.7%	4,000.0	73.2%
	Parent Company	1,824.6	65.2%	1,911.0	65.2%	+86.4	+4.7%		
	Domestic Affiliates	322.9	11.5%	342.7	11.7%	+19.9	+6.1%		
	Overseas Affiliates	752.7	26.9%	778.3	26.6%	+25.6	+3.4%		
	Elimination of intersegment transaction	-101.5	-3.6%	-103.0	-3.5%	-1.5	-1.5%		
Gross profit		537.2	19.2%	572.6	19.5%	+35.4	+6.6%		
SG&A expenses		425.9	15.2%	438.5	15.0%	+12.6	+3.0%		
Operating profit		111.3	4.0%	134.1	4.6%	+22.8	+20.5%	155.0	86.5%
	Parent Company	54.3	3.0%	73.6	3.8%	+19.2	+35.4%		
	Domestic Affiliates	22.8	7.1%	26.6	7.8%	+3.8	+16.7%		
	Overseas Affiliates	35.1	4.7%	34.7	4.5%	-0.4	-1.1%		
	Elimination of intersegment transaction	-1.0	-	-0.8	-	+0.2	+17.2%		
Non-operating income (loss)		13.9	0.5%	21.2	0.7%	+7.2	+52.1%		
Ordinary profit		125.2	4.5%	155.3	5.3%	+30.1	+24.0%	170.0	91.3%
Extraordinary income (loss)		-8.7	-0.3%	-1.3	-0.0%	+7.5	+85.7%		
Profit attributable to owners of parent		75.8	2.7%	104.2	3.6%	+28.4	+37.4%	115.0	90.6%

3. Consolidated Net Sales Analysis

- Net sales up ¥13,040mn (4.7%)

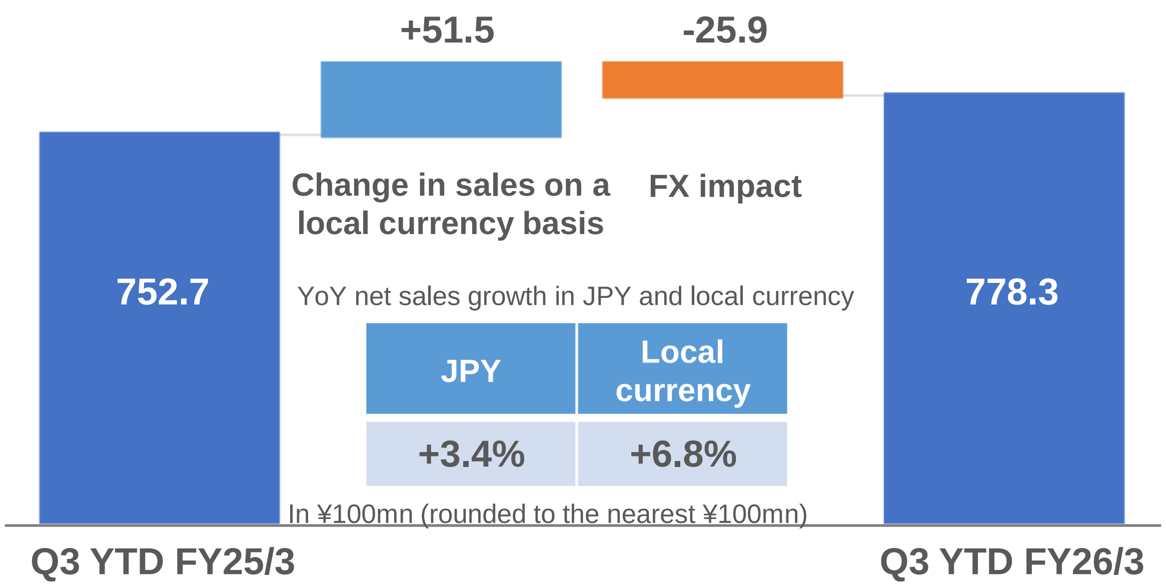
Parent Company	Up ¥8,640mn, reflecting sales growth in both CX and BPO services.
Domestic Affiliates	Up ¥1,990mn, as BPO-related joint ventures expanded their business scope and new entities were consolidated.
Overseas Affiliates	Up ¥2,560mn, reflecting sales growth in CX services in subsidiaries in China and South Korea.



Reference: Effects of currency fluctuations on Overseas Affiliate sales

- Q3 YTD: Net sales up ¥5,150mn, or 6.8%, on a local currency basis, reflecting sales growth in subsidiaries in South Korea and China. Currency fluctuations had a negative impact of ¥2,590mn on reported sales.
- 3Q: Net sales up ¥2,960mn, or 12.0%, on a local currency basis, reflecting sales growth in subsidiaries in South Korea and China. Currency fluctuations had a negative impact of ¥440mn on reported sales.

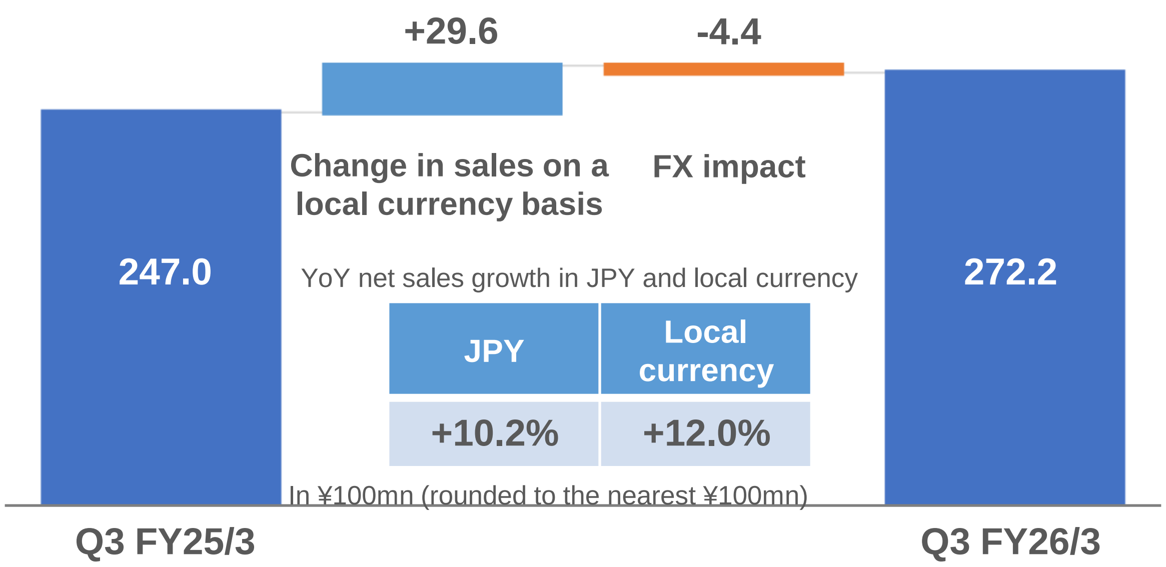
Overseas Affiliates: YoY net sales (Q3 YTD)



YoY net sales growth in JPY and local currency

JPY	Local currency
+3.4%	+6.8%

Overseas Affiliates: YoY net sales (Q3)



YoY net sales growth in JPY and local currency

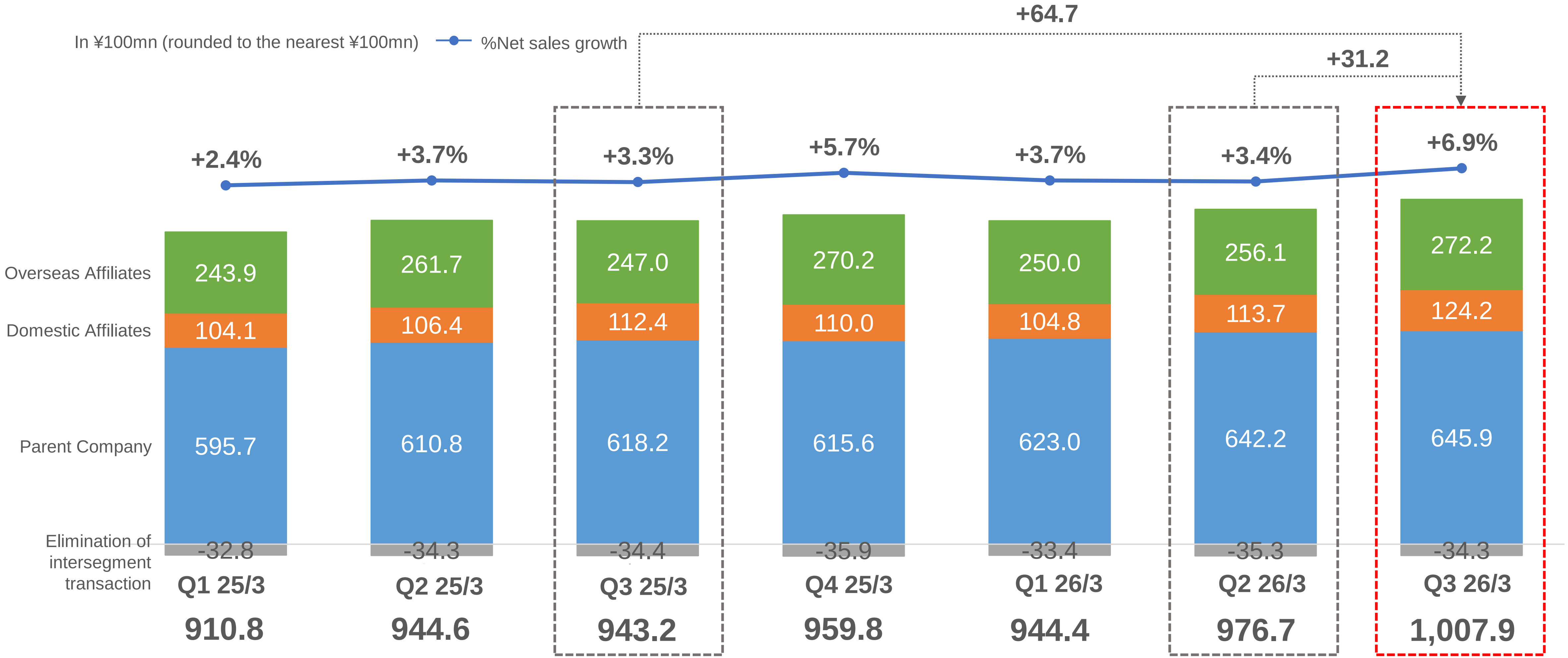
JPY	Local currency
+10.2%	+12.0%

*The bar charts above show the impact of currency fluctuations on overseas subsidiaries that significantly affect the Company's consolidated financial results when translated into the reporting currency. FX fluctuations have minimal impact on consolidated operating profit.

*Overseas affiliates' profit and loss are translated into the reporting currency using the average exchange rate for January to September 2025. In Q3 of this fiscal year, reported sales were primarily impacted by a decline in the average exchange rate of the South Korean won against the Japanese yen compared to the same period last year.

4. Consolidated Net Sales Analysis (Quarterly Trend)

- Marked a record high quarterly sales.
- YoY: Up ¥6,470mn, reflecting sales growth in all segments, achieving growth for seven consecutive quarters from Q1 FY2025/3.
- QoQ: Up ¥3,120mn, reflecting sales growth in all segments.



Reference: Service portfolio

CX Services
(~70% of consolidated net sales)

Front-office services: Integrated services covering all digital customer touchpoints across the customer journey from marketing to customer care

Japan

Digital contact center
Customer support

Digital integration
Website & app development, improvement and operations services, social platform operations including LINE apps

Digital advertisement
Internet ads services

E-commerce one-stop
E-commerce site development & operations, and fulfillment services

Overseas (mainly contact center and e-commerce)

South Korea, China, Southeast Asia, and Europe and the U.S.

BPO services
(~30% of consolidated net sales)

Back-office services: Common back-end functions outsourcing (e.g. accounting, HR, IT) as well as industry-specific engineering BPO

Japan

Common back-end functions digital outsourcing
Accounting, HR, procurement & purchasing, order management, sales admin and IT system operations & maintenance

Industry-specific digital engineering BPO
Services to support systems and operations for the auto, machinery, and construction industries

Overseas

South Korea, China, Southeast Asia, and Europe and the U.S.

5. Consolidated Net Sales Analysis (BPO Services)

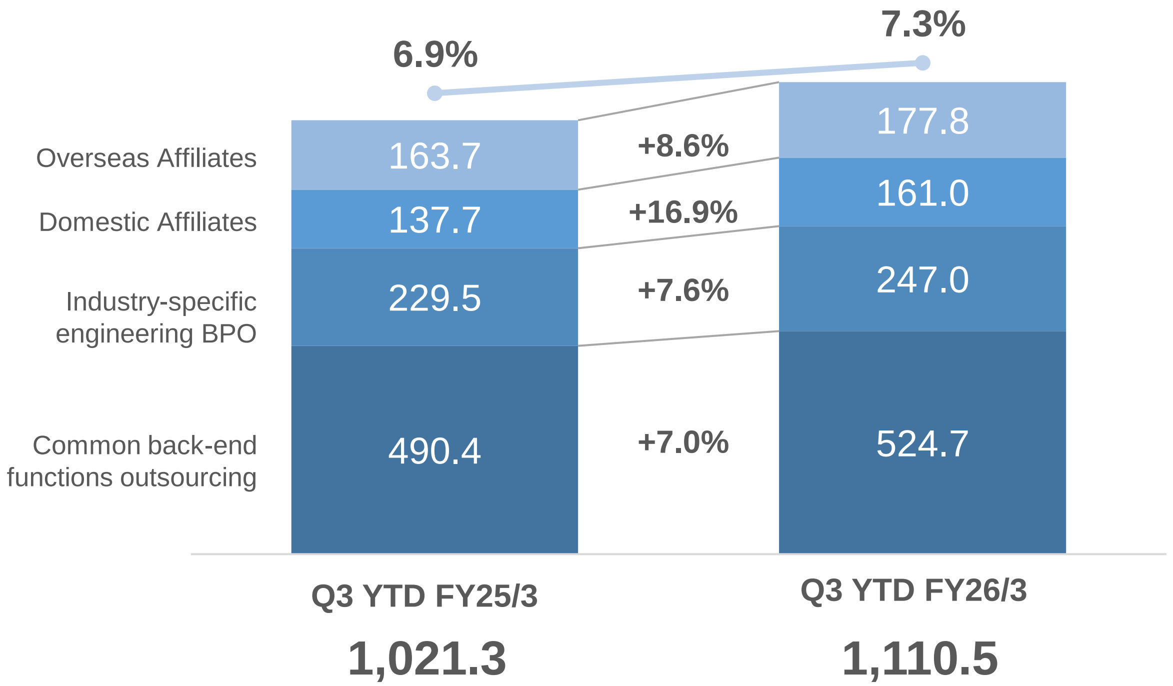
*Net sales for each service are calculated based on gross sales used for management accounting and are not adjusted for intersegment transactions.

- **BPO services net sales up 8.7%, OP margin grew 0.4 points. Increased orders with digital-enabled BPO services.**
- **Common back-end functions outsourcing sales up 7.0%, led by increase in new projects.**
- **Industry-specific engineering BPO sales up 7.6%, driven by expansion in existing projects and resulting in higher sales per account.**

In ¥100mn (rounded to the nearest ¥100mn)

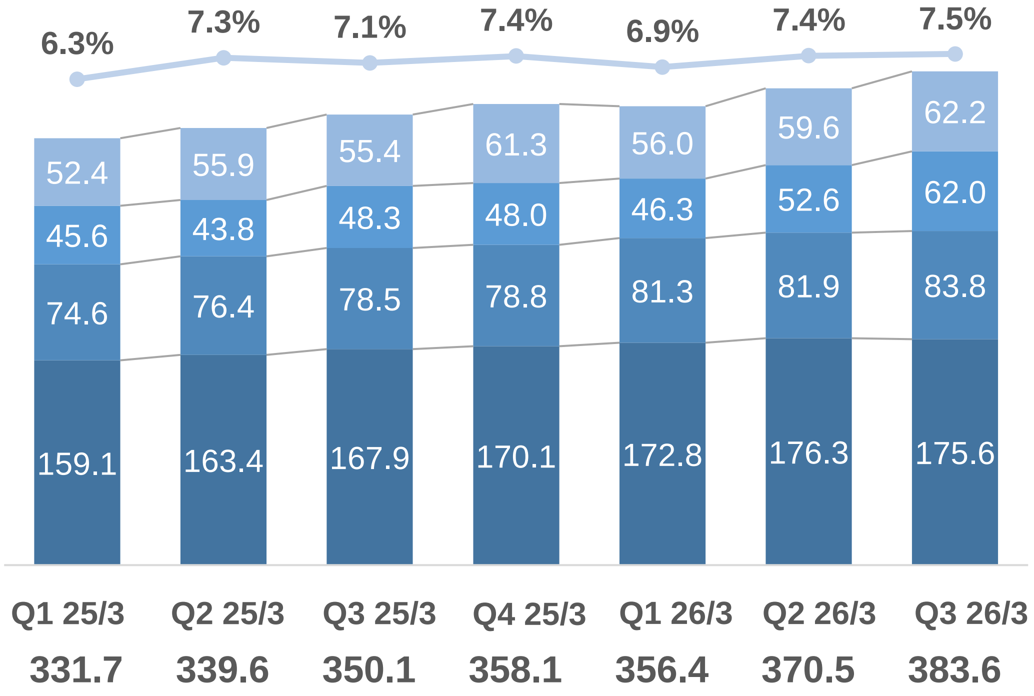
YoY (Q3 YTD)

Net sales +¥8,910mn/+8.7% OP margin +0.4pt



Quarterly Trend (Q3)

YoY: Net sales +¥3,350mn/+9.6% OP margin +0.5pt
QoQ: Net sales +¥1,310mn/+3.5% OP margin +0.1pt



6. Consolidated Net Sales Analysis (CX Services)

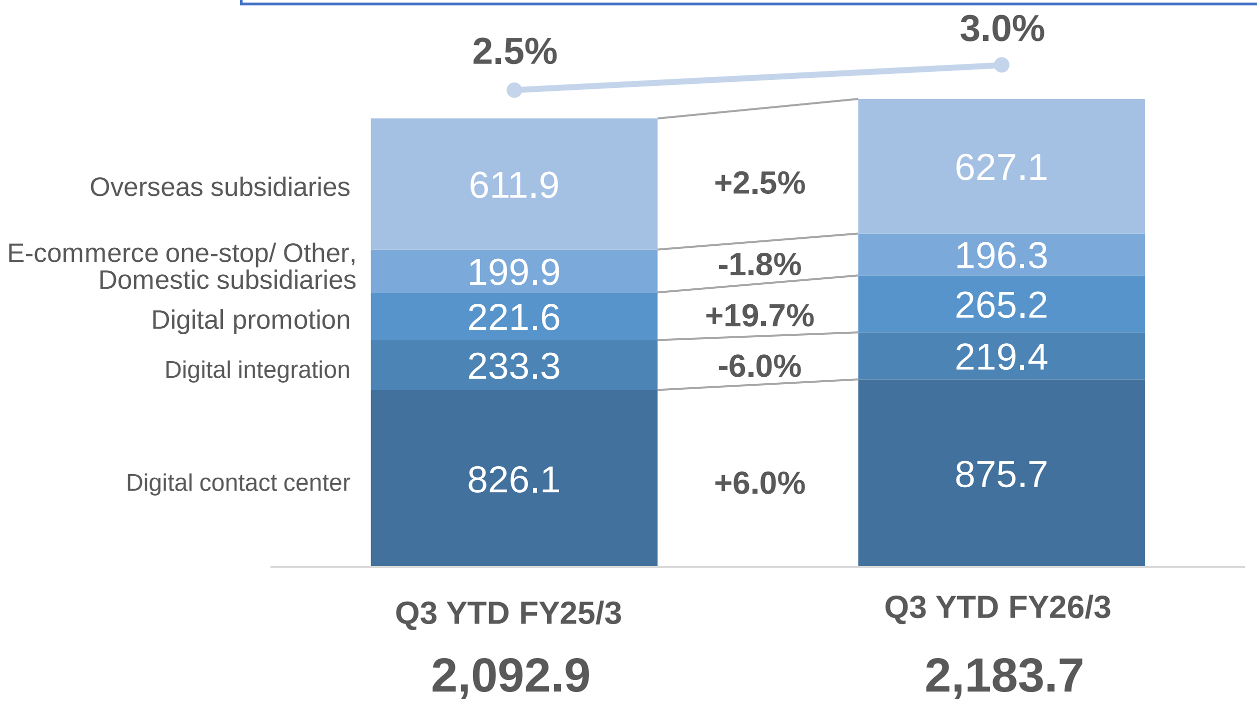
*Net sales for each service are calculated based on gross sales used for management accounting and are not adjusted for intersegment transactions.

- **CX services net sales up 4.3%, OP margin grew by 0.5 points. Deployment of our integrated CX platform, trans-DX for Support, increased to 122 companies.**
- **Digital contact center sales grew 6.0%, backed by increase in new projects and higher net sales per account.**
- **Digital integration sales declined 6.0% due to downsizing of an existing large-scale project; however, orders are on a recovery trend.**

In ¥100mn (rounded to the nearest ¥100mn)

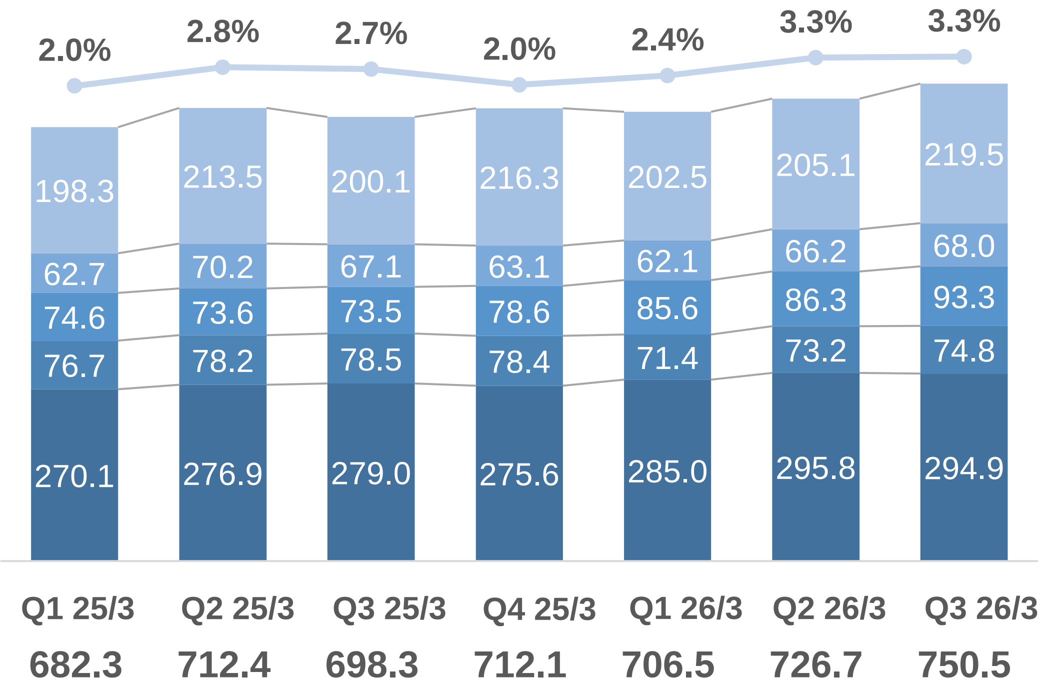
YoY (Q3 YTD)

Net sales +¥9,070mn/+4.3% OP margin +0.5pt



Quarterly Trend (Q3)

YoY: Net sales +¥5,220mn/+7.5% OP margin +0.6pt
QoQ: Net sales +¥2,380mn/+3.3% OP margin +0.0pt



7. Consolidated Net Sales Analysis (Overseas Affiliates)

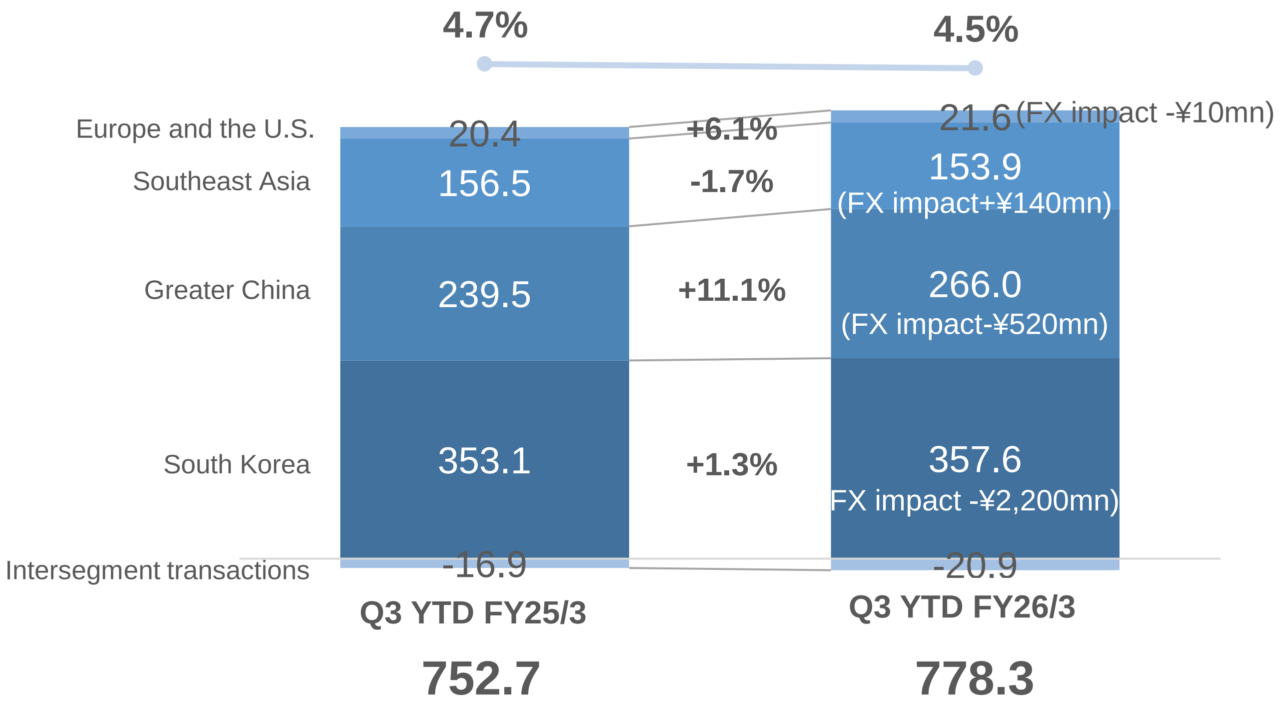
*For overseas net sales by country or region based on clients' location, refer to p19.

- South Korea: Up 1.3% YoY. Digital contact centers saw strong sales. On a local currency basis, sales up 7.5%.
- Greater China: Up 11.1% YoY. Digital contact centers and e-commerce saw strong sales. On a local currency basis, sales up 13.3%.
- Southeast Asia: Down 1.7% YoY. Sales from a large-scale global project decreased. On a local currency basis, sales down 2.6%.
- Europe and the U.S.: Up 6.1% YoY. The subsidiary in Europe grew sales. On a local currency basis, sales up 6.6%.

In ¥100mn (rounded to the nearest ¥100mn)

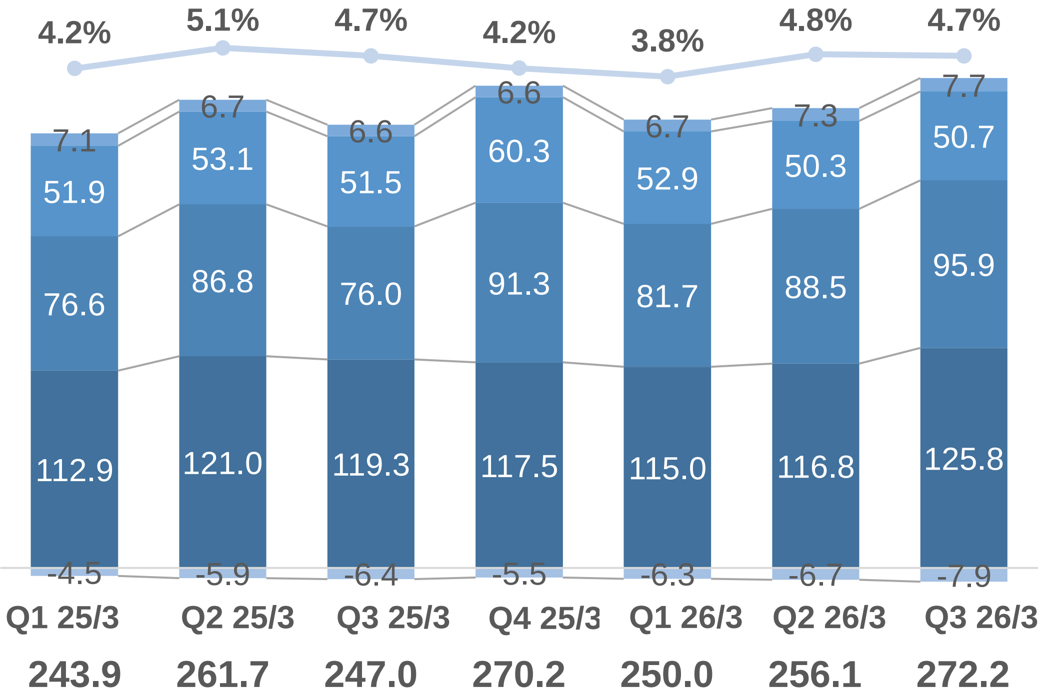
YoY (Q3 YTD)

Net sales +¥2,560mn/+3.4% OP margin -0.2pt



Quarterly Trend (Q3)

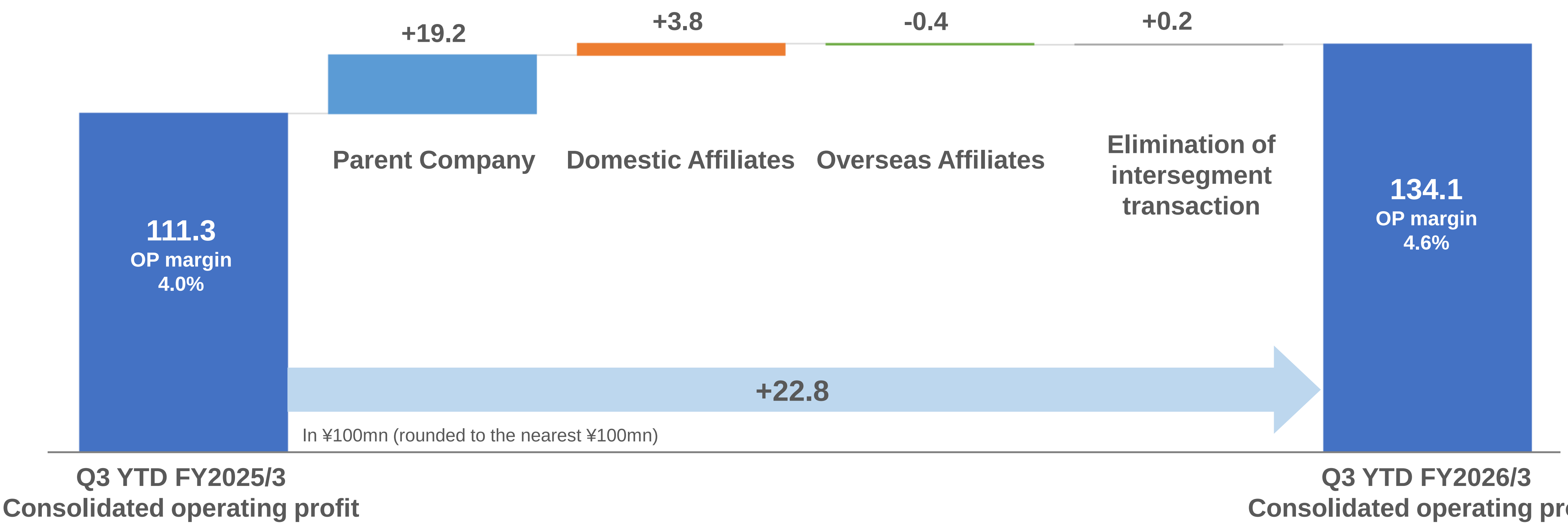
YoY: Net sales +¥2,510mn/ +10.2% OP margin +0.0pt
QoQ: Net sales +¥1,600mn/+6.3% OP margin -0.1pt



8. Consolidated Operating Profit Analysis

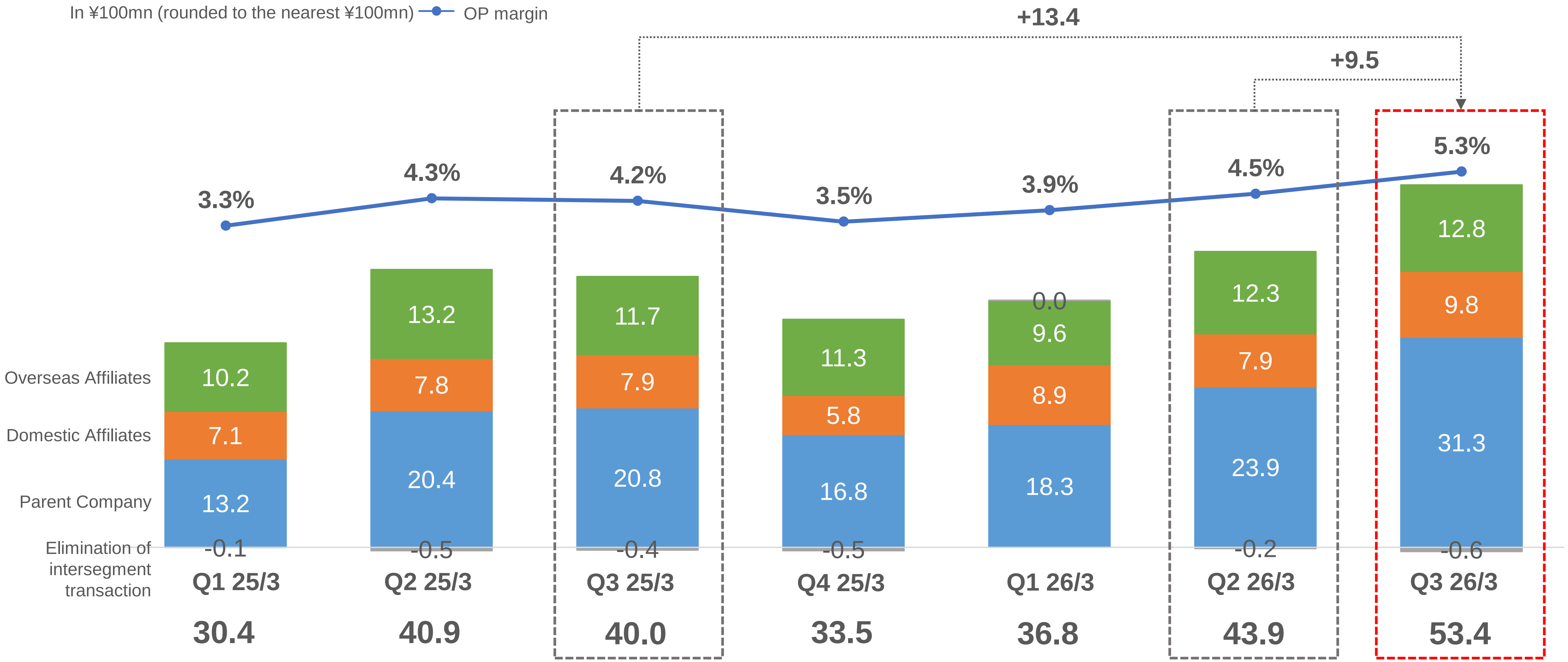
- Operating profit up ¥2,280mn (20.5%)

Parent Company	Up ¥1,920mn, reflecting increased profitability in both CX and BPO services.
Domestic Affiliates	Up ¥380mn, reflecting profit growth in a listed subsidiary.
Overseas Affiliates	Profits increased in subsidiaries in China and South Korea. Profitability increased in subsidiaries in Europe and the U.S. due to progress in business restructuring. However, overall profit declined ¥40mn due to lower profit at subsidiaries in Southeast Asia.



9. Consolidated Operating Profit Analysis (Quarterly Trend)

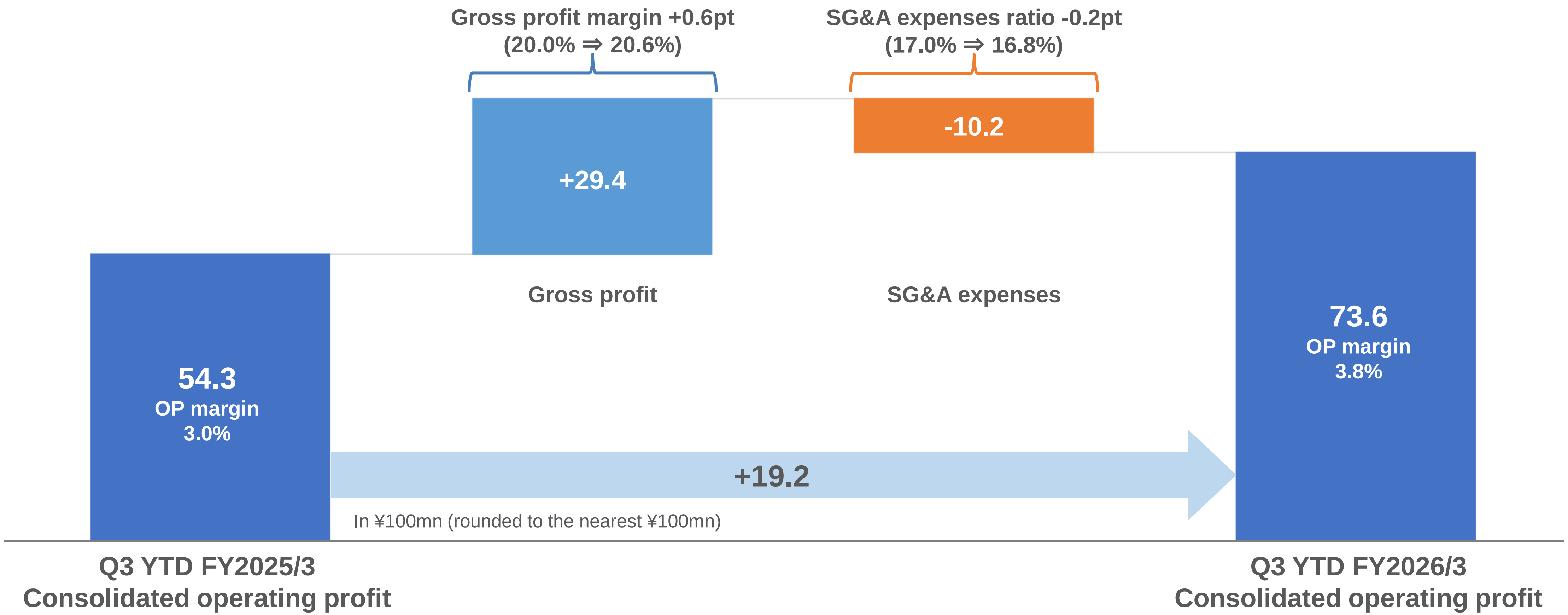
- **YoY: Up ¥1,340mn, reflecting profit growth in all segments. OP margin grew by 1.1 points.**
- **QoQ: Up ¥950mn, reflecting profit growth in all segments. OP margin grew by 0.8 points.**



10. Parent Company Operating Profit Analysis

- Operating profit up ¥1,920mn (35.4%)

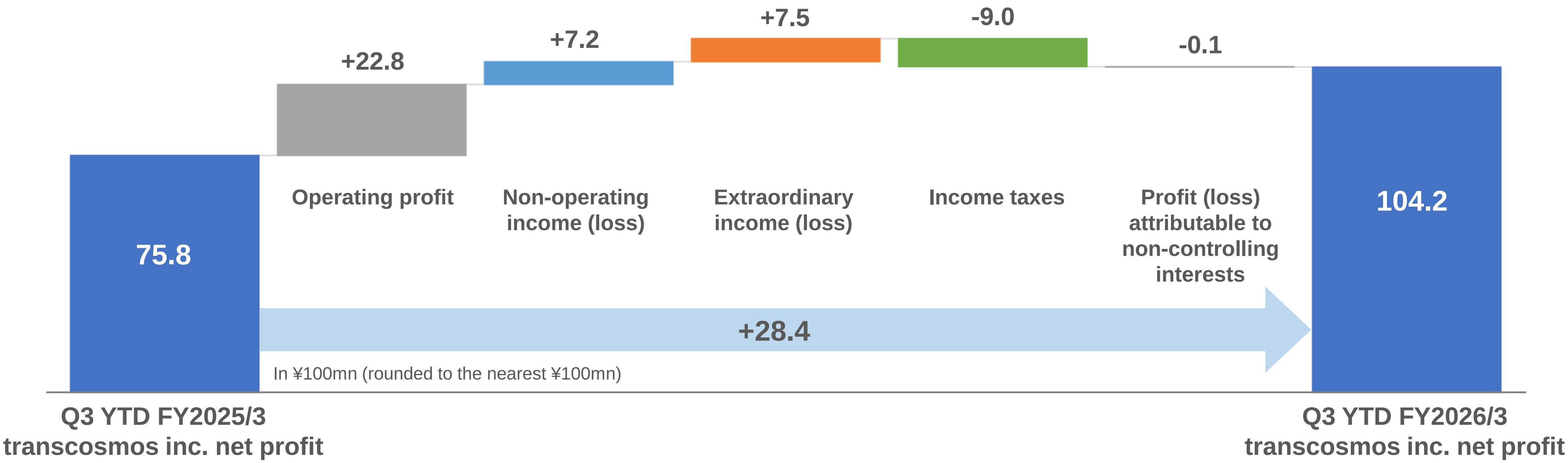
Gross profit	Up ¥2,940mn, driven by a 0.6-point margin increase from temporary cost reductions tied to next-fiscal-year personnel system revisions, in addition to sales growth, higher utilization rate, and progress in price negotiations.
SG&A expenses	SG&A expense ratio fell 0.2 points despite a ¥1,020mn increase, reflecting investments for medium-term business growth, such as enhancing information security, strengthening Group governance, and increasing AI utilization.



11. transcosmos inc. Net Profit Analysis

- **transcosmos inc. net profit up ¥2,840mn (37.4%)**

Non-operating income (loss)	**Up ¥720mn, mainly due to an increase in FX gains*.**
Extraordinary income (loss)	**Up ¥750mn, mainly due to a decrease in loss on valuation of investment securities.**
Income taxes	**Up ¥900mn, due to an increase in profit before income taxes.**



***Most of the foreign currency-denominated bonds held by the Company are translated into the reporting currency using the exchange rate at the end of this quarter (end of December 2025). As the Japanese yen declined in value primarily against the US dollar during the third quarter of FY2026/3 compared to the same period last year, foreign exchange gains increased.**

12. Consolidated Balance Sheet Summary

- Assets: Notes and account receivable-trade and contract assets, and Cash and deposits increased.
- Liabilities: Accrued expenses and Accounts payable – trade increased.
- Net assets: Retained earnings increased. Foreign currency translation adjustment decreased.

In ¥100mn (rounded to the nearest ¥100mn)	End of Mar. 2025	End of Dec. 2025	Change
Current assets	1,546.6	1,620.1	+73.5
Non-current assets	533.3	524.8	-8.5
Total assets	2,079.8	2,144.8	+65.0
Current liabilities	620.1	760.5	+140.4
Non-current liabilities	169.0	49.7	-119.3
Total liabilities	789.2	810.3	+21.1
Net assets	1,290.7	1,334.6	+43.9
Total liabilities & net assets	2,079.8	2,144.8	+65.0
Cash and deposits	735.0	761.0	+25.9
Interest-bearing liabilities	165.3	146.6	-18.7
Net cash*	569.7	614.4	+44.7
Net cash* to monthly sales ratio	1.8	1.9	+0.1

- Cash and deposits +25.9
- Notes and accounts receivable +29.1

- Deferred tax assets -10.9

- Accounts payable – trade +19.8
- Current portion of convertible bonds +100.2
- Accrued expenses +23.3

- Convertible bonds -100.3 (accrued interest -0.1; transfer to current portion -100.2)
- Long-term borrowings -20.1

- Retained earnings +64.5
- Foreign currency translation adjustment -23.8

*Net cash = Cash and deposits – interest-bearing liabilities

13. CAPEX, Amortization/Depreciation, Employees, Service Bases

trans cosmos people & technology

Capital expenditures/Depreciation expenses

In ¥100mn (rounded to the nearest ¥100mn)	Q3 YTD FY2025/3	Q3 YTD FY2026/3	%Change
Capital expenditures	27.0	31.4	+16.0%
Depreciation expenses	43.3	41.4	-4.2%

- **CAPEX**
  Capital expenditures increased in the Parent Company and in overseas subsidiaries.
- **Depreciation**
  Depreciation expenses decreased in both overseas and domestic subsidiaries.

Number of employees

	End of Mar. 2025	End of Dec. 2025	Change
Consolidated basis	41,682	43,850	+2,168
(Temporary employees)	28,971	28,163	-808
Parent Company	17,910	18,257	+347
(Temporary employees)	21,002	20,911	-91

- **Consolidated basis**
  Domestic Affiliates' employees increased due to project upsizing and newly consolidated entities. Overseas Affiliates' employees grew as new projects expanded and projects were upsized in China and South Korea. Temporary employees decreased in Southeast Asia as some projects were downsized.
- **Parent Company**
  Employees increased due to new graduate hires.

Service bases

	End of Mar. 2025	End of Dec. 2025	Change
Service bases	184	185	+1
(Japan)	72	72	-
(Overseas)	112	113	+1

- **Japan**
  Some centers were consolidated. Opened new BPO Center Fukuoka Daimyo.
- **Overseas**
  A new center was opened in Indonesia.

*Service bases included the Company's own bases, head offices, branches, sales offices and bases of subsidiaries, associates, and partners.

Appendix

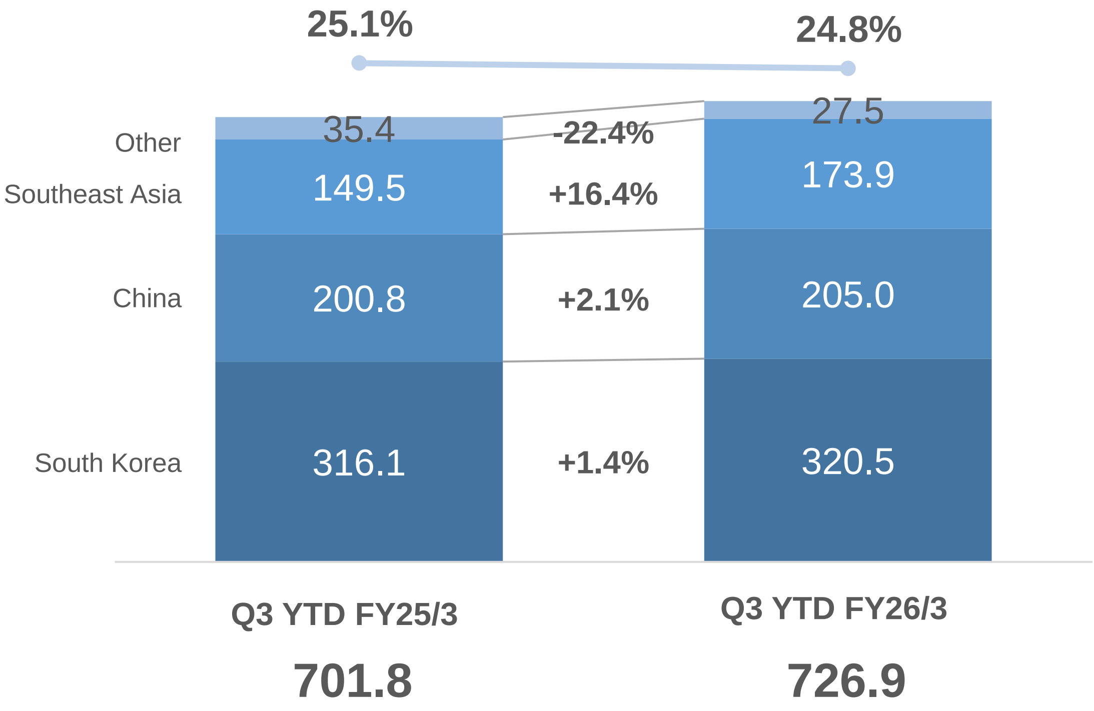
Overseas Net Sales by Country or Region based on Clients' Location

- **Overseas net sales by country or region based on clients' location up 3.6% YoY to ¥72,690mn. Overseas sales ratio down 0.3 points YoY to 24.8%.**

In ¥100mn (rounded to the nearest ¥100mn)

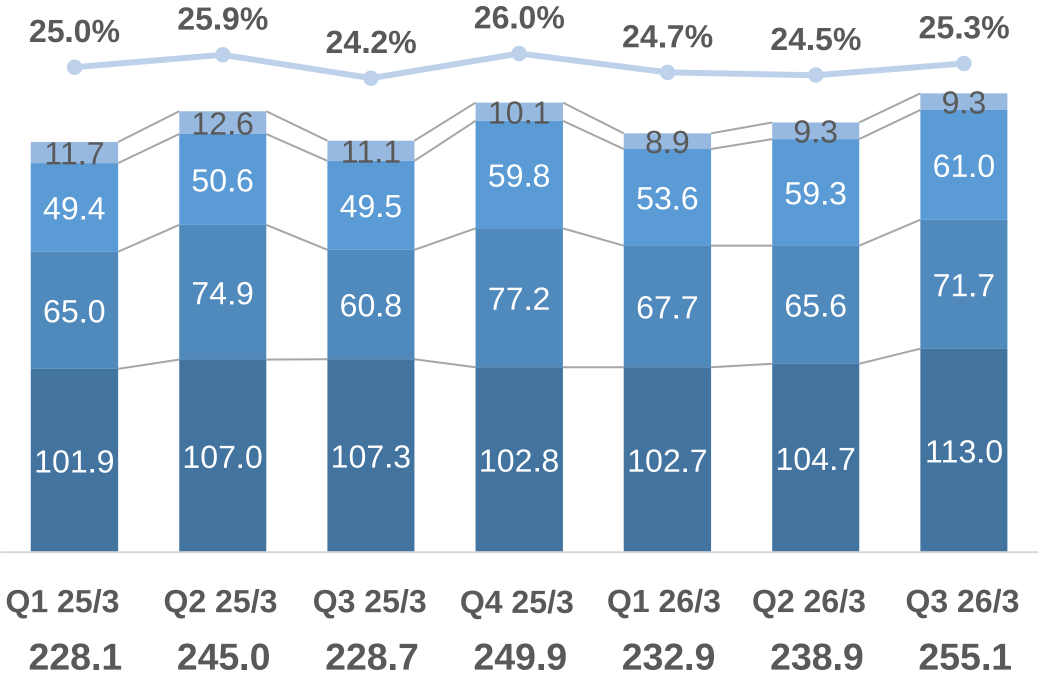
YoY (Q3 YTD)

Net sales +¥2,510mn/+3.6% Overseas sales ratio -0.3pt



Quarterly Trend (Q3)

YoY: Net sales +¥2,640mn/+11.6% Overseas sales ratio +1.1pt
QoQ: Net sales +¥1,620mn/+6.8% Overseas sales ratio +0.8pt



Notes

- Forward-looking statements included in this document are based on information available on the date of the announcement and estimates based on reasonable assumptions. Actual future results may differ materially from these forecasts depending on Japanese economic conditions, trends in the stock market and information services industry, evolution of new services or technologies, and other diverse other factors. The Company assumes no obligation to update or revise any forward-looking statements.
- In this document, yen is rounded to the nearest hundred million and the percentage is rounded to one decimal place.

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