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**ZENRIN**  
Securities Code:9474

# Financial Results for the First 3 Quarters of Fiscal 2026 (Year Ending March 31, 2026)

Jun. 30, 2026

Maps to the Future

**ZENRIN Co., Ltd.**

- 1) Summary of Financial Results
- 2) Changes in Net sales, Income and Profit
- 3) Changes in Sales by Business
- 4) Causes for Change in EBITDA, Operating profit [Sales / Cost]
- 5) Capital Expenditure, Depreciation and R&D Cost

\* Note:

This document contains forward-looking statements based on assumptions, forecasts and plans in light of information available to ZENRIN Co., Ltd. as of the preparation date of this document. Actual performance may vary significantly from the forecast figures due to various risks and uncertainties owing to global economic trends, market demand, status of competition, exchange fluctuations and other factors.

The information that appears in this document rounds down fractions to the nearest specified unit and rounds off decimals in the percentage of change to the first decimal place.

In addition, cases where the percentage of change exceeds 1000% and cases where one or both of the items of comparison are negative are shown as “-.”

# 1) Summary of Financial Results

Q3 YTD (9M) FY2026  
Key Points

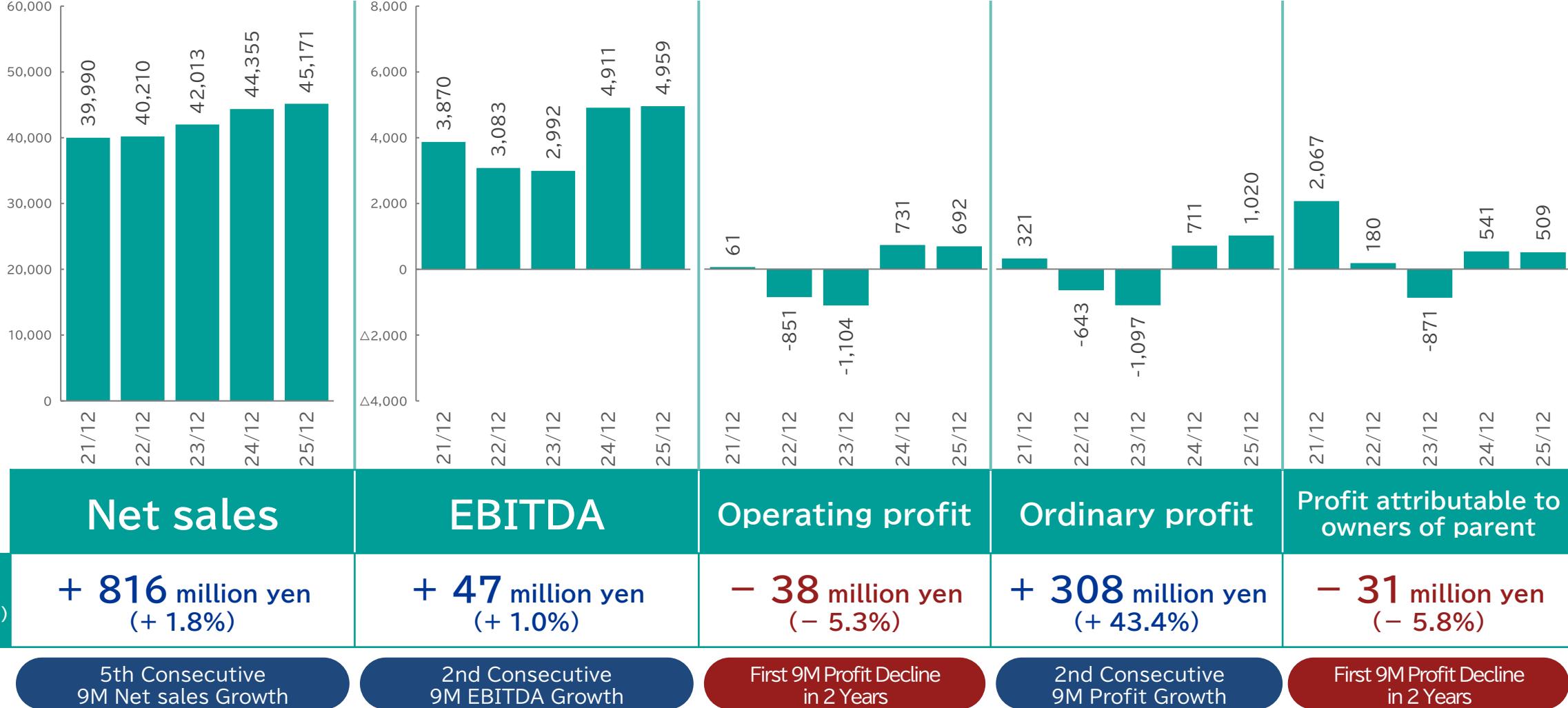
- Net sales: Achieved 5th consecutive year of growth
- EBITDA and Operating profit: Remained at the same level as the previous year

- While Net sales in the Mobility Solution Business declined—impacted by a reactionary drop from one-off sales in Q1 FY24 and sluggish car navigation data sales—overall revenue increased. This growth was primarily driven by the Public Solution Business, fueled by increased provision of residential map data, a rise in first-half contract projects, and resilient performance in stock-based services such as GIS Packages.
- In terms of profit and loss, while there was a positive impact from higher revenue, EBITDA saw a slight year-on-year increase and operating profit decreased slightly, due to factors such as changes in the sales mix and rising personnel costs. ; Ordinary profit increased year on year due to an increase in dividend income and the impact of foreign exchange, while Profit attributable to owners of parent decreased slightly due to the impact of income taxes.

(Amounts in million yen)	① Q3 YTD (9M) FY25 Actual	② Q3 YTD (9M) FY26 Actual	YoY(②-①)	rate of %
Net sales	44,355	<b>45,171</b>	+ 816	+ 1.8%
Operating expenses	43,624	<b>44,479</b>	+ 855	+ 2.0%
EBITDA (EBITDA Margin)	4,911 11.1%	<b>4,959</b> 11.0%	+ 47 - 0.1pt	+ 1.0% -
Operating profit (Operating Margin)	731 1.6%	<b>692</b> 1.5%	- 38 - 0.1pt	- 5.3% -
Ordinary profit	711	<b>1,020</b>	+ 308	+ 43.4%
Profit attributable to owners of parent	541	<b>509</b>	- 31	- 5.8%
ROE (Return On Equity)	1.1%	<b>1.0%</b>	- 0.1pt	-

## 2) Changes in Net sales, Income and Profit

(Amounts in million yen)



### 3) Changes in Sales by Business

(Amounts in billion yen)



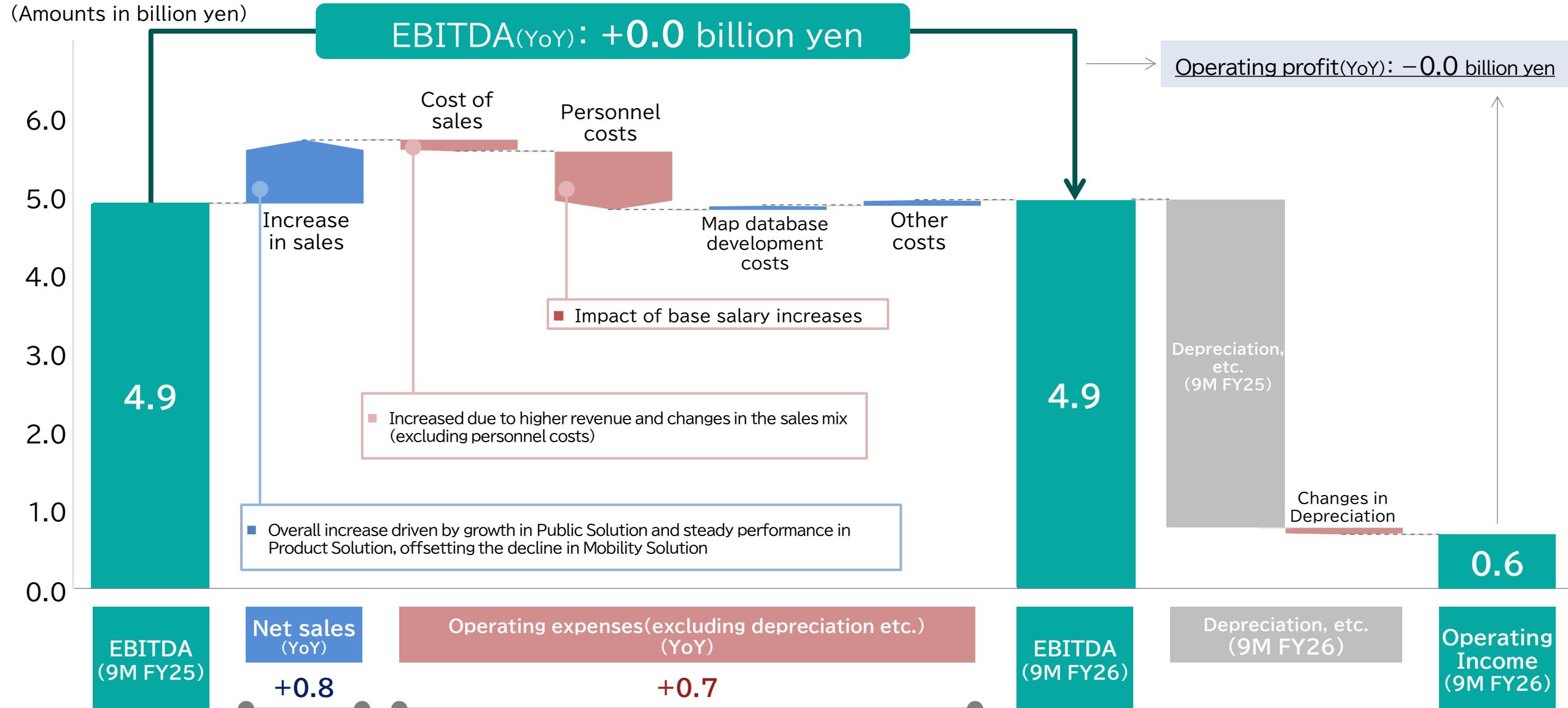
	YoY (rate of %)	Business overview of Q3 YTD (9M) FY26
<b>Total</b>	<b>+ 0.8 (+ 1.8%)</b>	—
<b>Product Solution</b>	<b>+ 0.5 (+ 6.0%)</b>	<ul style="list-style-type: none"> <li>Steady growth in stock-based services such as GIS packages</li> </ul>
<b>Marketing Solution</b>	<b>- 0.2 (- 4.6%)</b>	<ul style="list-style-type: none"> <li>Decrease in general commercial printing</li> </ul>
<b>Public Solution</b>	<b>+ 1.7 (+ 38.5%)</b>	<ul style="list-style-type: none"> <li>Increase provision of residential map data for fire department dispatch systems</li> <li>Increase in census-related contract projects in H1 (vs. occurring in 4Q last year)</li> </ul>
<b>Infrastructure Solution</b>	<b>+ 0.1 (+ 1.6%)</b>	<ul style="list-style-type: none"> <li>Steady growth in stock-based services such as ZENRIN Maps API</li> <li>Decrease in contract projects YoY</li> </ul>
<b>Mobility Solution</b>	<b>- 1.5 (- 12.2%)</b>	<ul style="list-style-type: none"> <li>Decrease in sales of car models adopting our data</li> <li>Reduction of contract business at overseas subsidiaries (due to strategic review of unprofitable business)</li> <li>Reactionary drop following the recognition of approx. 400 million yen in one-time revenue in 1Q FY24 (related to underreported sales volume in previous years)</li> </ul>

\* The figures of FY25 are reclassified into the business segments of the Medium- to Long-Term Management Plan (ZGP2030).

(Reference) Domestic automobile sales	previous year	current year	rate of change
Q3 Cumulative (April to December)	3.29 M units	3.28 M units	-0.3%
Q3 Period (October to December)	1.12 M units	1.10 M units	-1.9%

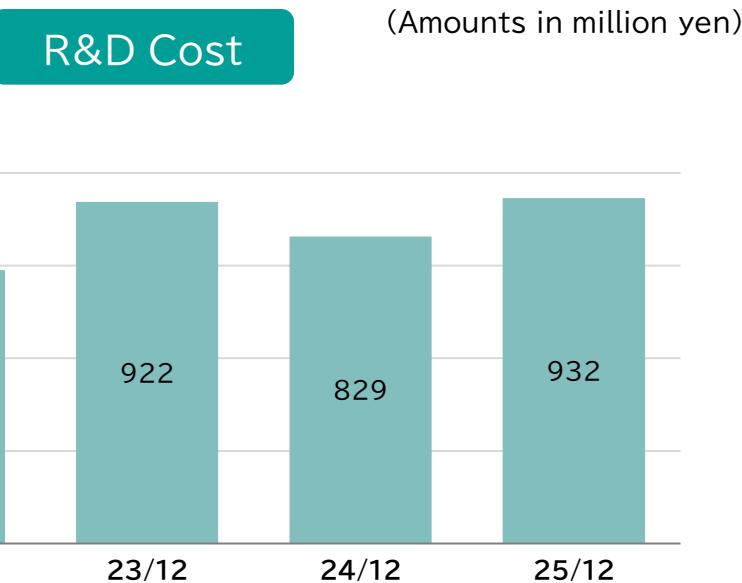
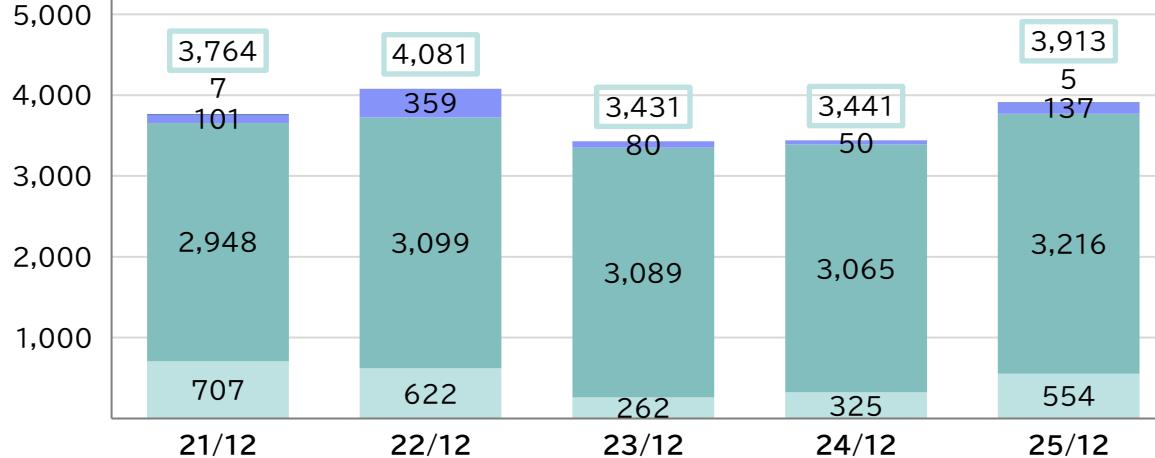
(Source: Totaled by our company based on the figures published by the Japan Automobile Dealers Association and the Japan Light Motor Vehicle and Motorcycle Association)

## 4) Causes for Change in EBITDA, Operating profit [Sales / Cost]



# 5) Capital Expenditure, Depreciation and R&D Cost

Total  
 Intangible leased assets  
 Tangible leased assets  
 Intangible assets  
 Property, plant and equipment



Total  
 Intangible leased assets  
 Tangible leased assets  
 Intangible assets  
 Property, plant and equipment



# Appendix : Earnings Forecast for Fiscal 2026

- 1) Earnings Forecast for Fiscal 2026
- 2) Changes in Net sales, Income and Profit
- 3) Changes in Quarterly Sales by Business
- 4) Causes for Change in EBITDA, Operating profit 【Sales / Cost】
- 5) Changes in Composition of Net sales by Quarter
- 6) Quarterly Performance Trends
- 7) Capital Expenditure, Depreciation and R&D Cost
- 8) Shareholder Returns

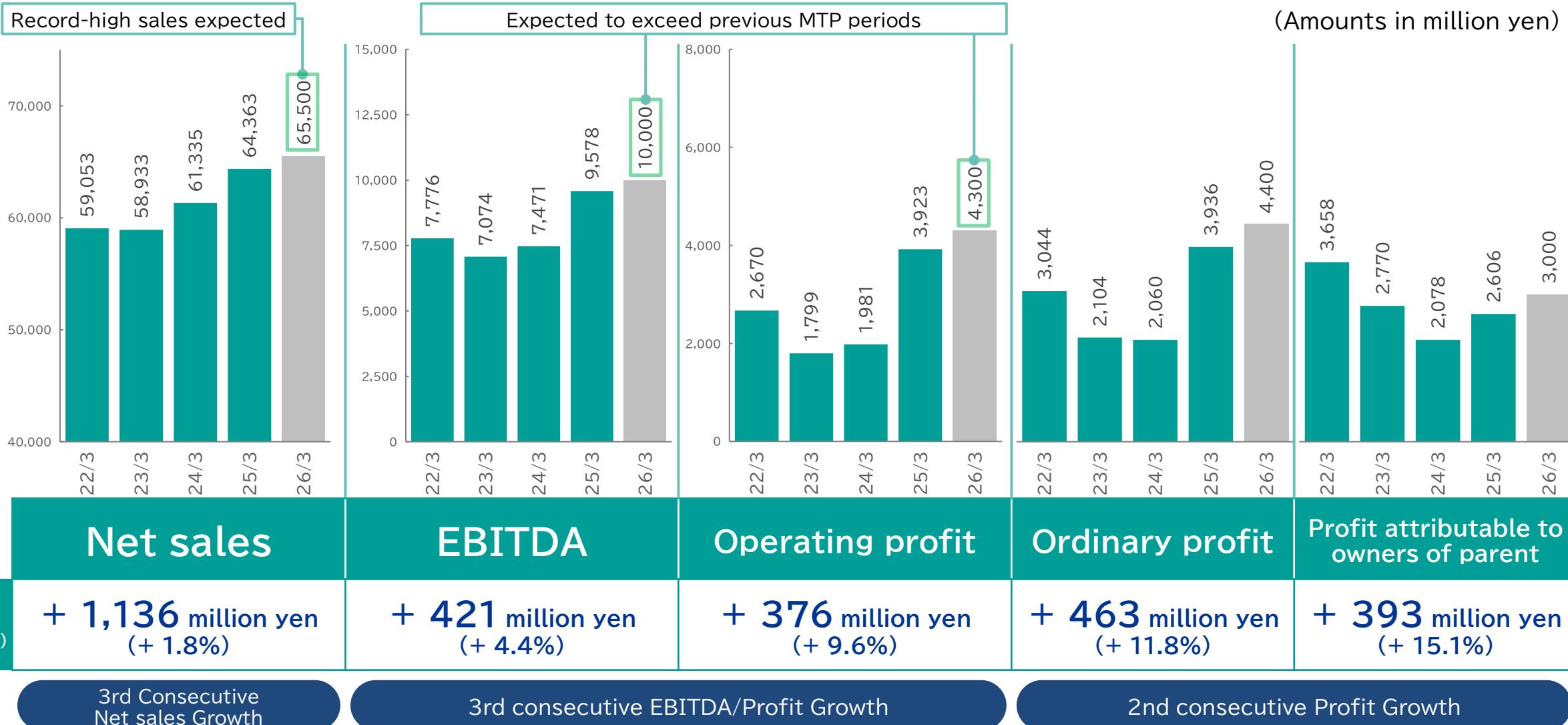
# 1) Earnings Forecast for Fiscal 2026

(The initial earnings forecast remains unchanged.)

Due to various uncertainties in our Group's operating environment—including the seasonal concentration of sales at the fiscal year-end, solid performance in the Public Solutions Business, and a sluggish trend in the Mobility Solutions Business up to Q3—we have decided to maintain our initial earnings forecast.

(Amounts million yen)	① FY25 Actual	② FY26 Forecast	YoY (②-①)	
				rate of %
Net sales	64,363	65,500	+ 1,136	+ 1.8%
Operating expenses	60,440	61,200	+ 759	+ 1.3%
EBITDA (EBITDA Margin)	9,578 14.9%	10,000 15.3%	+ 421 + 0.4pt	+ 4.4% -
Operating profit (Operating Margin)	3,923 6.1%	4,300 6.6%	+ 376 + 0.5pt	+ 9.6% -
Ordinary profit	3,936	4,400	+ 463	+ 11.8%
Profit attributable to owners of parent	2,606	3,000	+ 393	+ 15.1%
ROE (Return On Equity)	5.3%	6.0%	+ 0.7pt	-

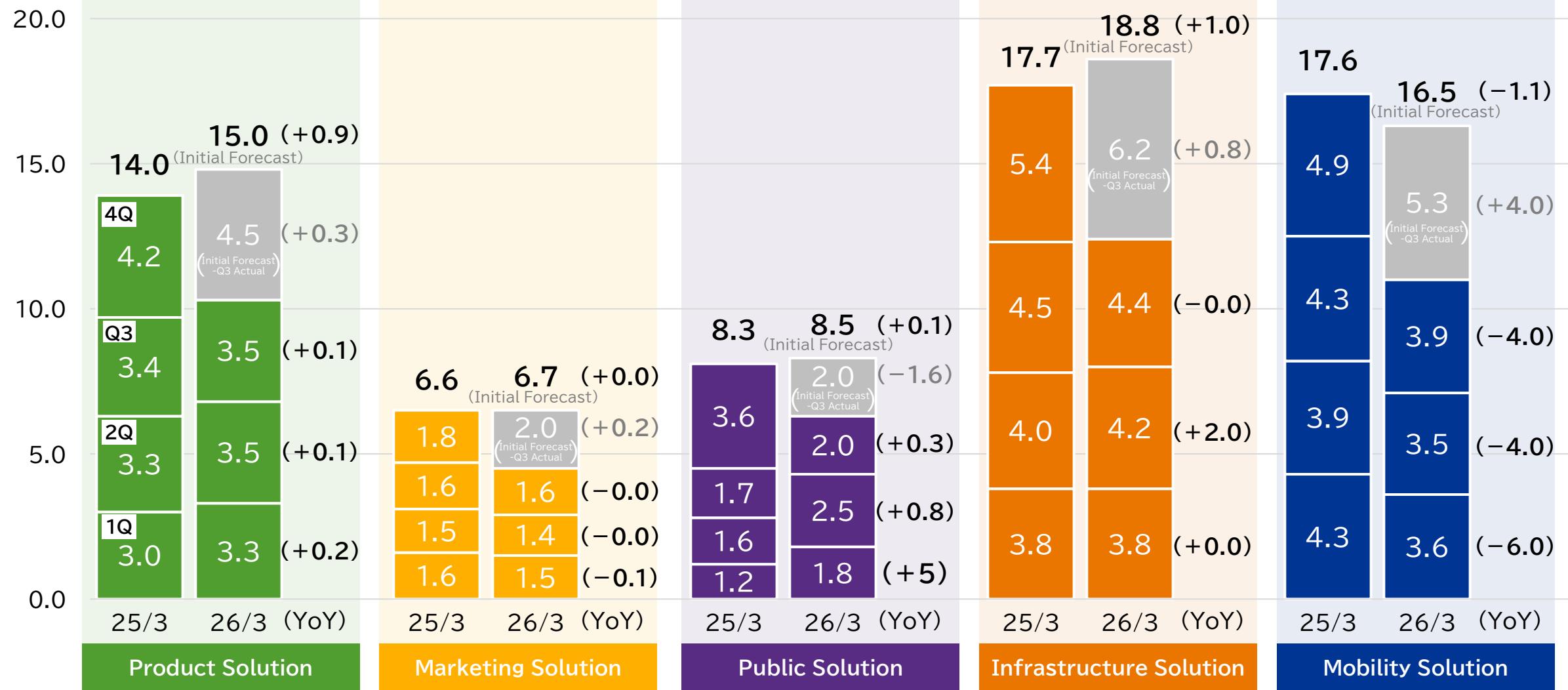
## 2) Changes in Net sales, Income and Profit



### 3) Changes in Quarterly Sales by Business

(Amounts in billion yen)

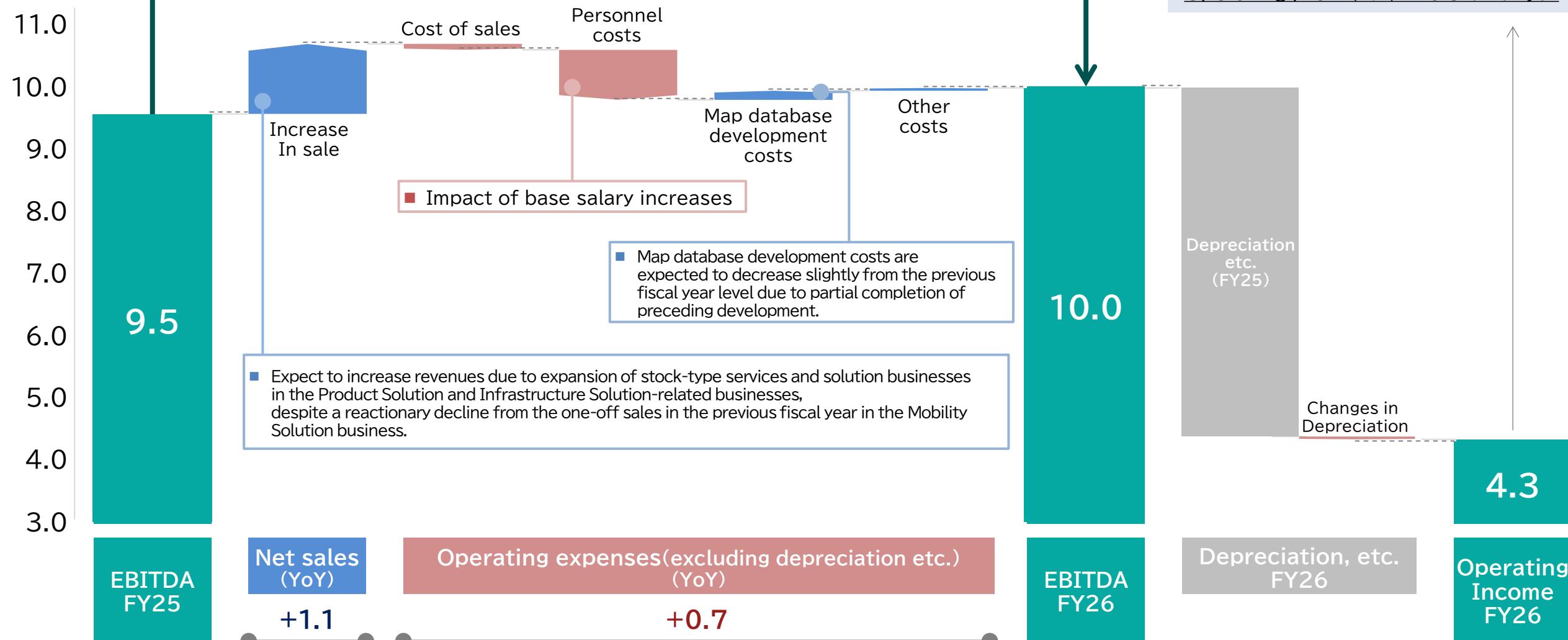
\*The 4Q forecast for FY ending March 2026 is calculated by subtracting cumulative results through Q3 from the initial forecast.



\* The figures for FY25 are reclassified into the business segments of the Medium- to Long-Term Management Plan (ZGP2030).

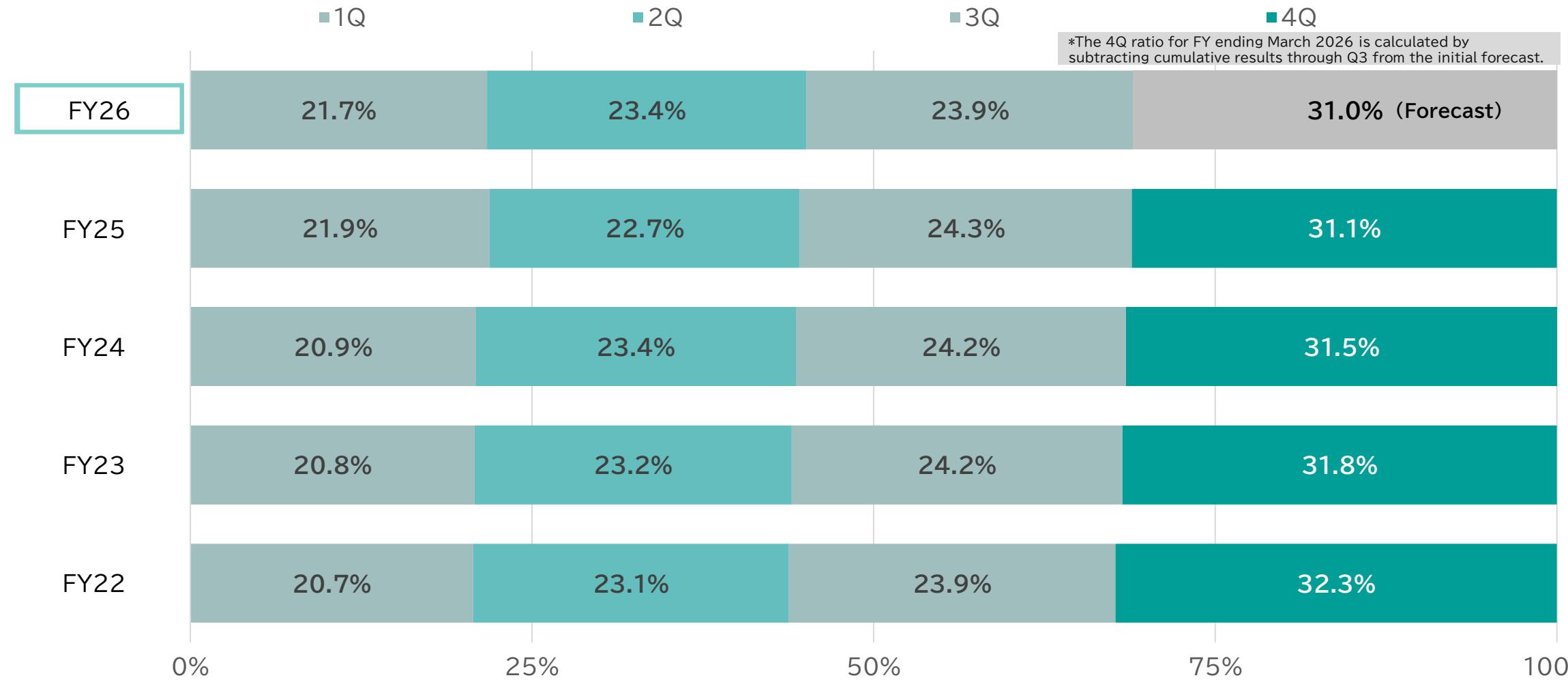
## 4) Causes for Change in EBITDA, Operating profit [Sales / Cost]

(Amounts in billion yen)

EBITDA<sub>(YoY)</sub>: +0.4 billion yen

## 5) Changes in Composition of Net sales by Quarter

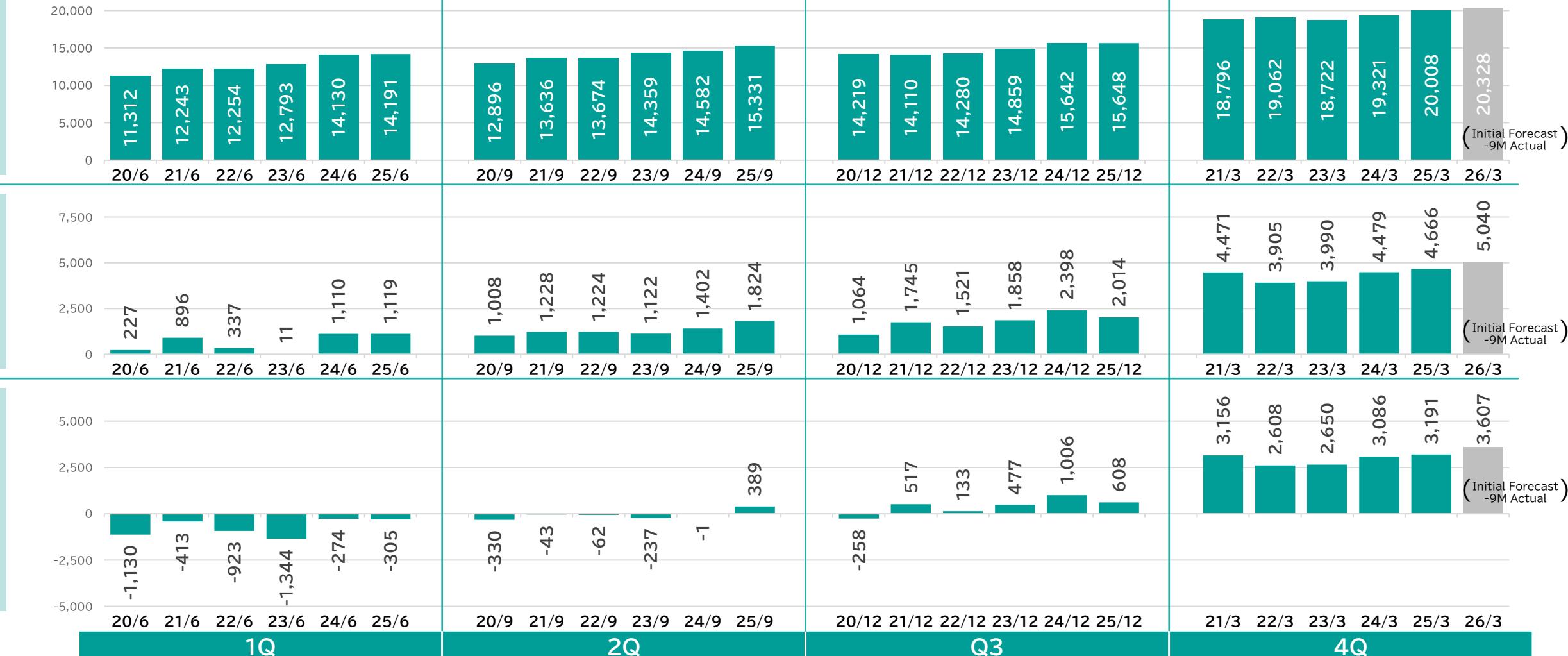
ZENRIN Group's Net sales are subject to significant seasonal fluctuations and are weighted toward the fiscal year-end.



# 6) Quarterly Performance Trends

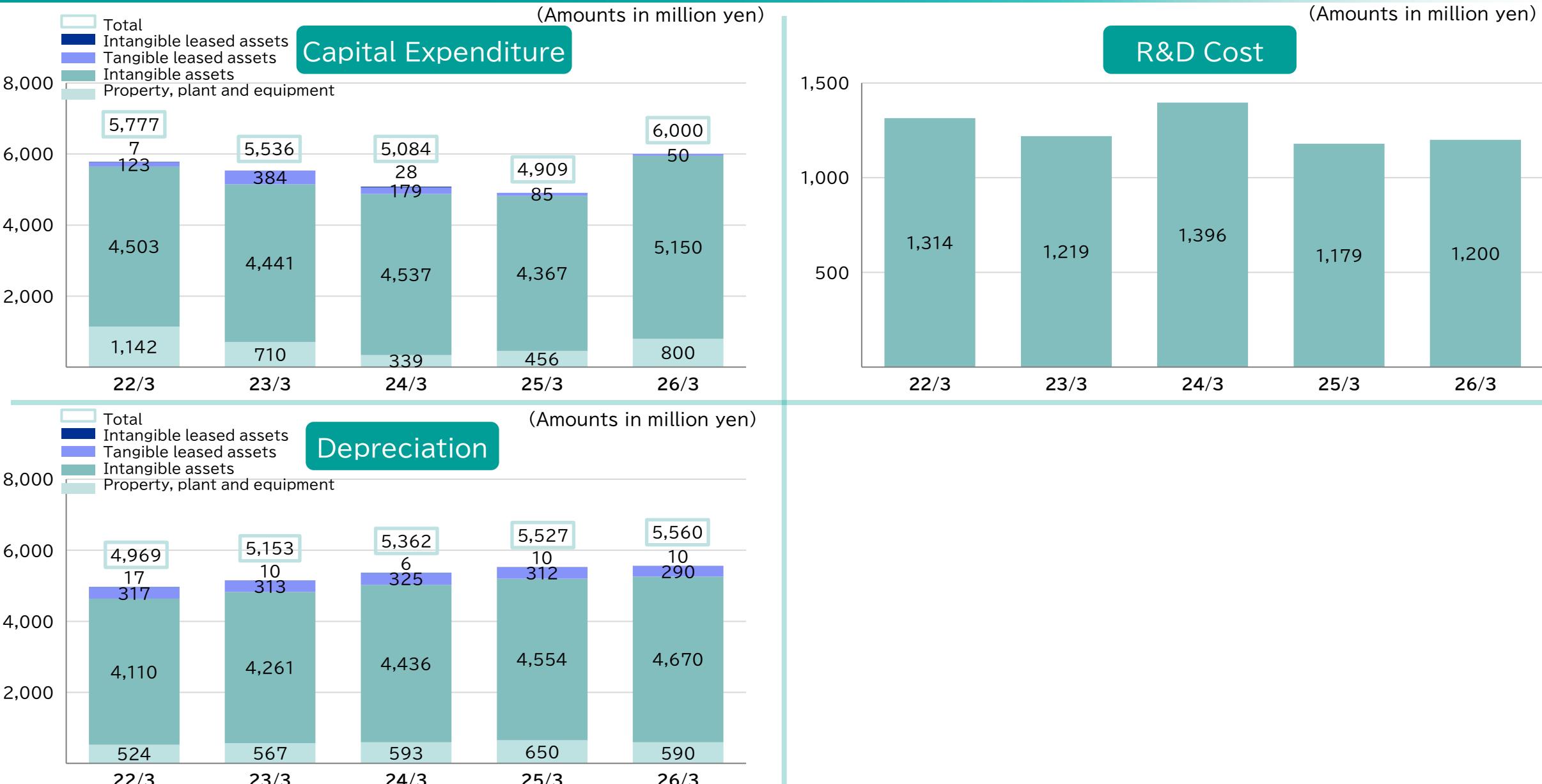
Trends in Net sales, EBITDA, and Operating profit by Quarter

(Amounts in million yen)



\*The 4Q forecast for FY ending March 2026 is calculated by subtracting cumulative results through Q3 from the initial forecast.

# 7) Capital Expenditure, Depreciation and R&D Cost



## 8) Shareholder Returns

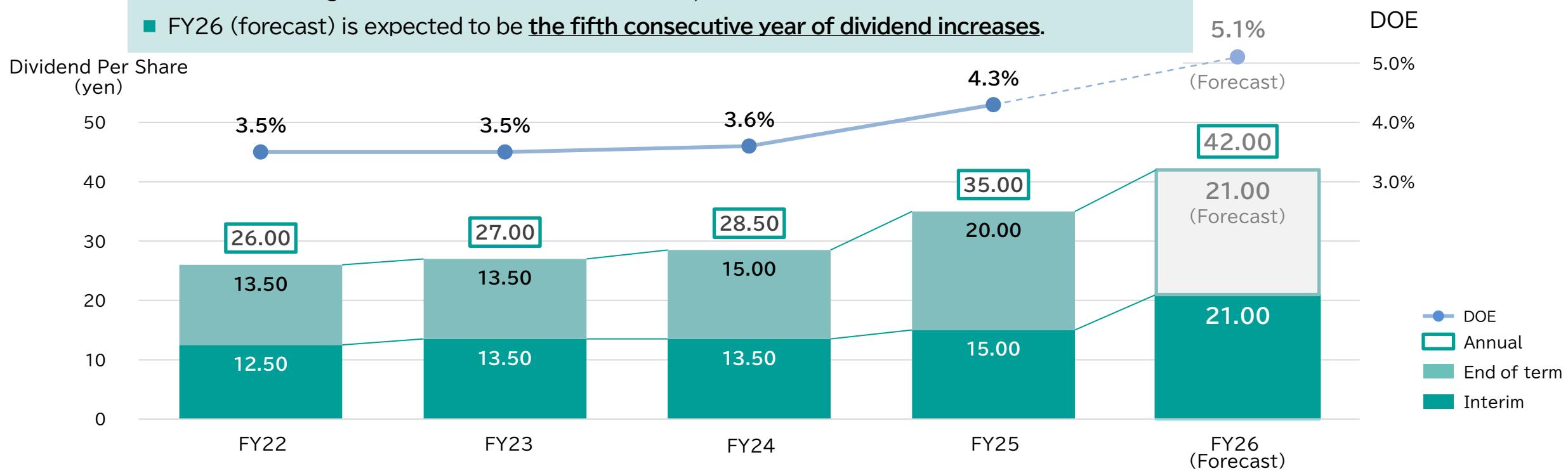
### Basic Policy on Shareholder Return

Implementation of stable and continuous dividends and flexible share buybacks, based on the profit growth outlined in the Medium- to Long-Term Management Plan.

#### Dividend

**<FY26> Interim 21yen、Year-end 21yen(Forecast)、Annual 42yen(Forecast) / DOE 5.1%(Forecast)**  
 (YoY +7yen) (YoY +0.8pt)

- No reduction in ordinary dividends since listing on the FSE in September 1994.
- Raised DOE target from 3% or more to 5% or more, effective from the FY2026 onward.
- FY26 (forecast) is expected to be the fifth consecutive year of dividend increases.



# ZENRIN

## Maps to the Future

**ZENRIN Co., Ltd.**

<https://www.zenrin.co.jp/english/>

**Corporate Profile Material**

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