Q3 FY2026 (64thTerm)
Financial Results

Tokyo Stock Exchange / Code number : 9621

CTI Engineering Co., Ltd.

12 November 2026

Enriching life through engineering

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Q3 FY2026(64th Term)

- **Orders Received** were **at the same level** as the same period last year.
- **Sales** was **on track**, **increased by 8.5%** YoY.
- **Operating Income** is **on track** with the initial plan, **increased by 19.0%** YoY.
- **Net Income** Attributable to Owners of the Parent was **strong**, **increased by 28.0%** YoY, supported by gains on the sale of cross-shareholdings.

Full-year forecast

- Performance remains on track in line with the initial plan and the **full-year forecast remains unchanged**.
- The dividend is forecast to be JPY 110 per share, as announced on 30 July 2026 (previous year: JPY 75).

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Q3 FY2026 (64th Term)-Financial Highlight（Consolidated）

CTI Engineering Co., Ltd.

Orders Received

JPY **88,692** million

FY2025 (63rd) JPY 88,964 million
%YoY -0.3%

Sales

JPY **79,502** million

FY2025 (63rd) JPY 73,270 million
%YoY +8.5%

Operating Income

JPY **7,722** million

FY2025 (63rd) JPY 6,489 million
%YoY +19.0%

Net Income Attributable to Owners of the Parent

JPY **5,518** million

FY2025 (63rd) JPY 4,311 million
%YoY +28.0%

Orders Received	At the same level as the same period last year. CTI Engineering Co., Ltd. (non-consolidated) and Waterman Group Plc performed strongly. However, some subsidiaries recorded a YoY decline.
Sales	Increased by 8.5% YoY. Continued to exceed the same period last year due to the steady progress of Orders Received.
Operating Income	Increased by 19.0% YoY, progressing on track towards achieving the initial plan. Both the SG&A Expenses Ratio and Cost of Sales Ratio improved slightly YoY.

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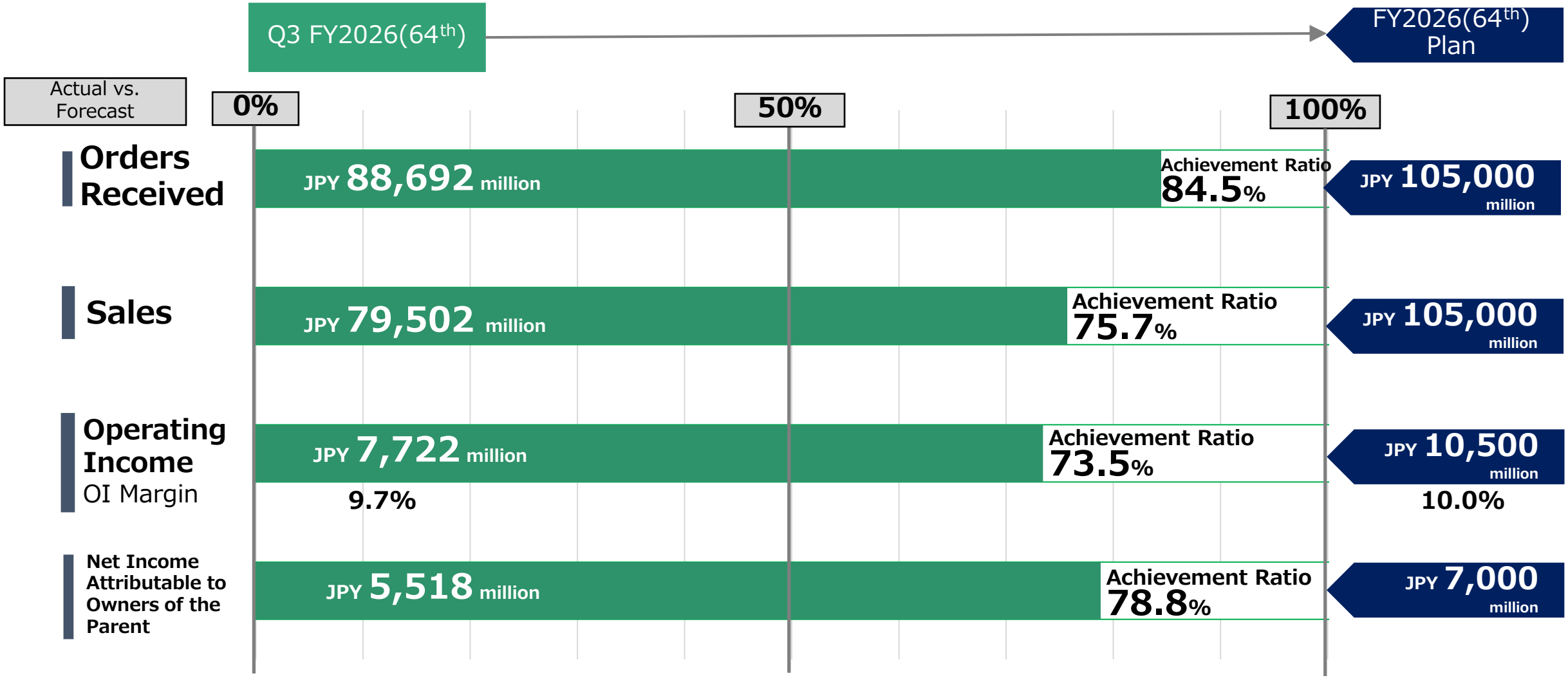
Q3 FY2026 (64th Term) -Financial Highlight （Actual vs. Plan）

All indicators are on track against the plan. Net Income was supported by gains from the sale of cross-shareholdings.



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Q3 FY2026 (64th Term) - Profit and Loss Statement (Consolidated)

(JPY million)

	Q3 FY2025 (63rd Term)	Q3 FY2026 (64th Term)			FY2026 (64th Term) (FY Plan)	
			Change(¥) (YoY)	Change(%) (YoY)		Achievement vs. Plan(%)
Orders Received	88,964	**88,692**	-271	-0.3%	105,000	84.5%
Sales	73,270	**79,502**	+6,231	+8.5%	105,000	75.7%
Operating Income	6,489	**7,722**	+1,232	+19.0%	10,500	73.5%
OI Margin	8.9%	**9.7%**	-	+0.9pt	10.0%	-
Ordinary Profit	6,602	**7,717**	+1,115	+16.9%	10,500	73.5%
Net Income Attributable to Owners of the Parent	4,311	**5,518**	+1,207	+28.0%	7,000	78.8%

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Q3 FY2026 (64th Term) Results Outline by Segment：Domestic Business

Orders Received, Sales, and Operating Income were all on track in line with the initial plan

- Orders Received were on track with the initial plan, supported by business portfolio transformation.
- Sales were on track, driven by steady progress of order fulfilment.
- Operating Income was on track due to an increase in Sales and the gradual decline in Cost of Sales Ratio and SG&A Expenses Ratio.

(JPY million)

Item	Q3 FY2025 (63rd Term)	Q3 FY2026 (64th Term)			FY2026 (64th Term) (FY Plan)	
			Change(¥) (YoY)	Change(%) (YoY)		Achievement vs. Plan(%)
Orders Received	61,268	**63,618**	+2,350	+3.8%	72,000	88.4%
Sales	50,333	**53,416**	+3,082	+6.1%	72,000	74.2%
Operating Income	6,322	**7,129**	+806	+12.8%	9,800	72.7%
OI Margin	12.6%	**13.3%**	-	+0.8 pt	13.6%	-

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Q3 FY2026 (64th Term) Results Outline by Segment：Overseas Business

Orders Received decreased YoY. However, both Sales and Operating Income were on track against the initial plan.

- At Waterman Group Plc, Orders Received, Sales and Operating Income were all strong, supported by public sector expenditure and moderate economic growth in the UK. Performance was also strong in regions outside the UK.
- At CTI Engineering International Co., Ltd., Orders Received decreased YoY, partly due to a reaction to the large-scale orders received in the previous year. Sales and Operating Income also decreased YoY due to delays in project progress.

(JPY million)

Item	Q3 FY2025 (63rd Term)	Q3 FY2026 (64th Term)			FY2026 (64th Term) (FY Plan)	
			Change(¥) (YoY)	Change(%) (YoY)		Achievement vs. Plan(%)
Orders Received	27,695	**25,074**	-2,621	-9.5% (-15.4%)	33,000	76.0%
Sales	22,936	**26,085**	+3,149	+13.7% (+5.2%)	33,000	79.0%
Operating Income	170	**595**	+425	+250.0% (+218.2%)	700	85.0%
OI Margin	0.7%	**2.3%**	-	+1.5pt	2.1%	-

* The Orders Received include the amount of increase or decrease due to foreign exchange valuation of the year-end order backlog of overseas subsidiaries.
The percentage change in parentheses excludes the amount of increase or decrease due to foreign exchange valuation of overseas subsidiaries.

Appendix

FY2026 (64th Term) Plan (Consolidated/Non-Consolidated)

The full-year plan remains as initially planned.

(JPY million)

		FY2025 (63rd Term) (Results)	**FY2026 (64th Term) (FY Plan)**	Change %YoY	Mid-Term Management Plan 2027
Consolidated	Orders Received	109,701	**105,000**	-4.3%	-
	Sales	101,038	**105,000**	+3.9%	110,000
	Operating Income	9,136	**10,500**	+14.9%	12,000
	Operating Income Margin	9.0%	**10.0%**	+1.0pt	11%
	Ordinary Profit	9,350	**10,500**	+12.3%	-
	Net Income Attributable to Owners of the Parent	5,952	**7,000**	+17.6%	-
	Net Income per share	JPY 214.45	**JPY 257.41**	-	-
	Annual Dividends (Dividends Payout Ratio)	JPY 75(35.0%)	**JPY 110(42.7%)**	-	(Over 30%)
Non-Consolidated	Orders Received	62,760	**62,000**	-1.2%	-
	Sales	60,969	**62,000**	+1.7%	
	Ordinary Profit	8,947	**9,600**	+7.3%	-
	Net Income	5,908	**6,700**	+13.4%	-

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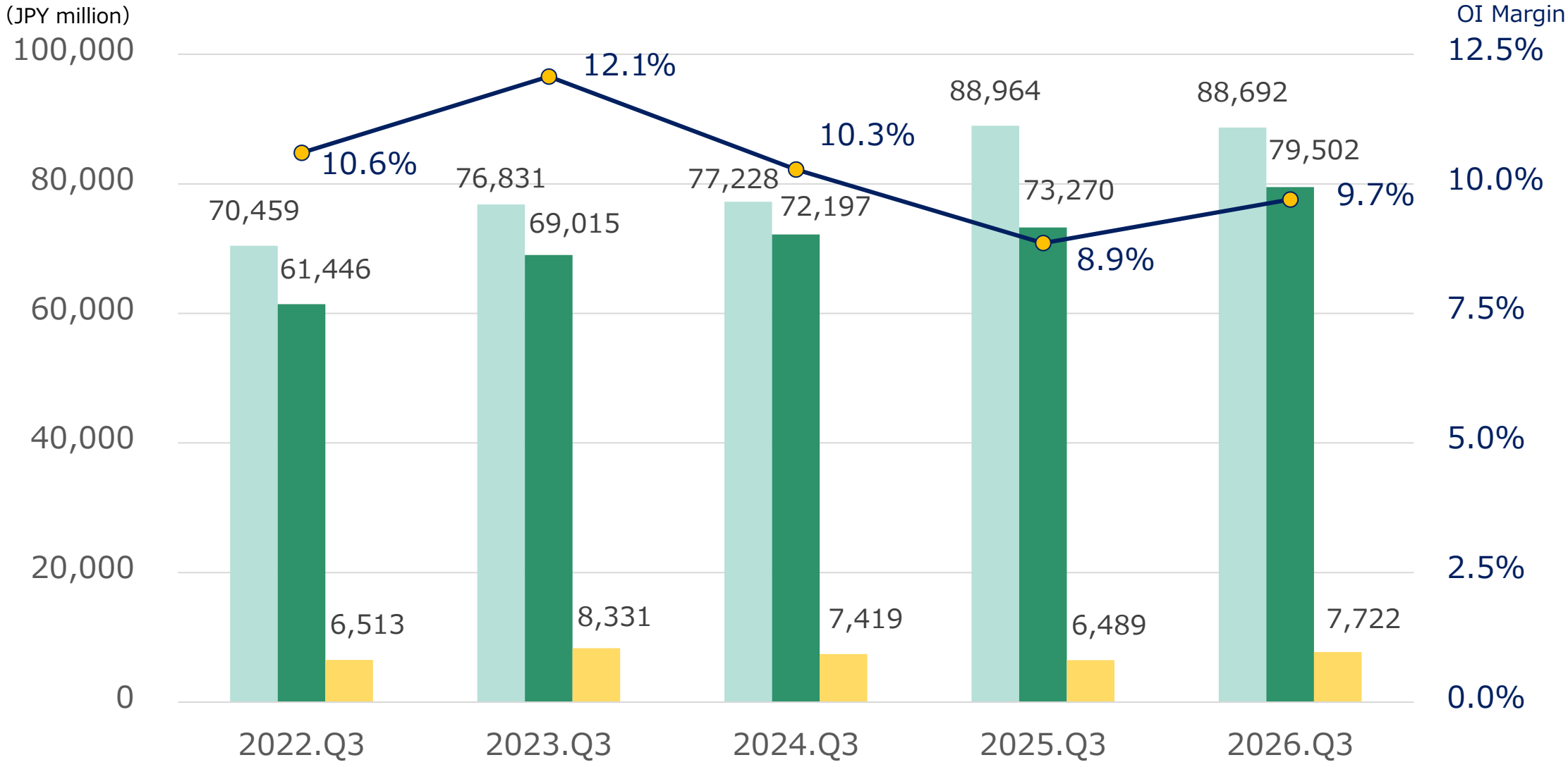
(Reference) Trend of Q3 Orders Received, Sales, Operating Income and OI Margin (Consolidated)

Orders Received and Sales are expanding year by year. Profitability has also recovered compared to the previous year.



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Q3 FY2026 (64thTerm)

Financial Results

〔Supplementary Data〕

CTI Engineering Co., Ltd.

1. Order Status (Non-consolidated)

(1) Orders received by month

(JPY million, rounded down to the nearest million, %)

Item / Month	Our company						Consulting Engineering (50 companies) (Note)					
	2024		2025		2026		2024		2025		2026	
	Amount	Change (YoY)	Amount	Change (YoY)	Amount	Change (YoY)	Amount	Change (YoY)	Amount	Change (YoY)	Amount	Change (YoY)
Jan.	2,725	10.4	2,281	-16.3	2,567	12.6	26,720	17.5	25,926	-3.0	26,616	2.7
Feb.	2,977	-6.0	2,645	-11.2	2,629	-0.6	38,410	-0.9	37,297	-2.9	38,911	4.3
Mar.	9,046	-18.5	10,156	12.3	11,311	11.4	94,586	16.1	90,119	-4.7	99,423	10.3
Apr.	9,230	-6.3	10,888	18.0	9,683	-11.1	95,812	7.4	108,100	12.8	114,746	6.1
May.	4,985	9.1	4,812	-3.5	5,409	12.4	56,577	3.2	58,288	3.0	51,879	-11.0
Jun.	5,010	-9.9	6,242	24.6	7,205	15.4	81,440	5.0	86,964	6.8	83,316	-4.2
Jul.	6,170	44.2	7,310	18.5	7,886	7.9	81,564	16.5	86,235	5.7	83,993	-2.6
Aug.	4,795	32.6	3,716	-22.5	4,658	25.3	59,303	-5.5	50,175	-15.4	54,454	8.5
Sept.	4,567	26.7	5,317	16.4	4,610	-13.3	60,394	10.3	62,378	3.3	63,064	1.1
Oct.	4,143	20.7	3,534	-14.7			48,248	3.5	46,760	-3.1		
Nov.	1,986	9.0	3,174	59.8			33,303	-1.9	37,855	13.7		
Dec.	2,310	59.2	2,680	16.0			34,013	-7.0	35,018	3.0		

(Note) Source: "Dynamic Survey of Construction-Related Industries, etc. (50 consulting engineering companies)" published Ministry of Land, Infrastructure, Transport and Tourism, September 2026

(2) Cumulative Orders Received

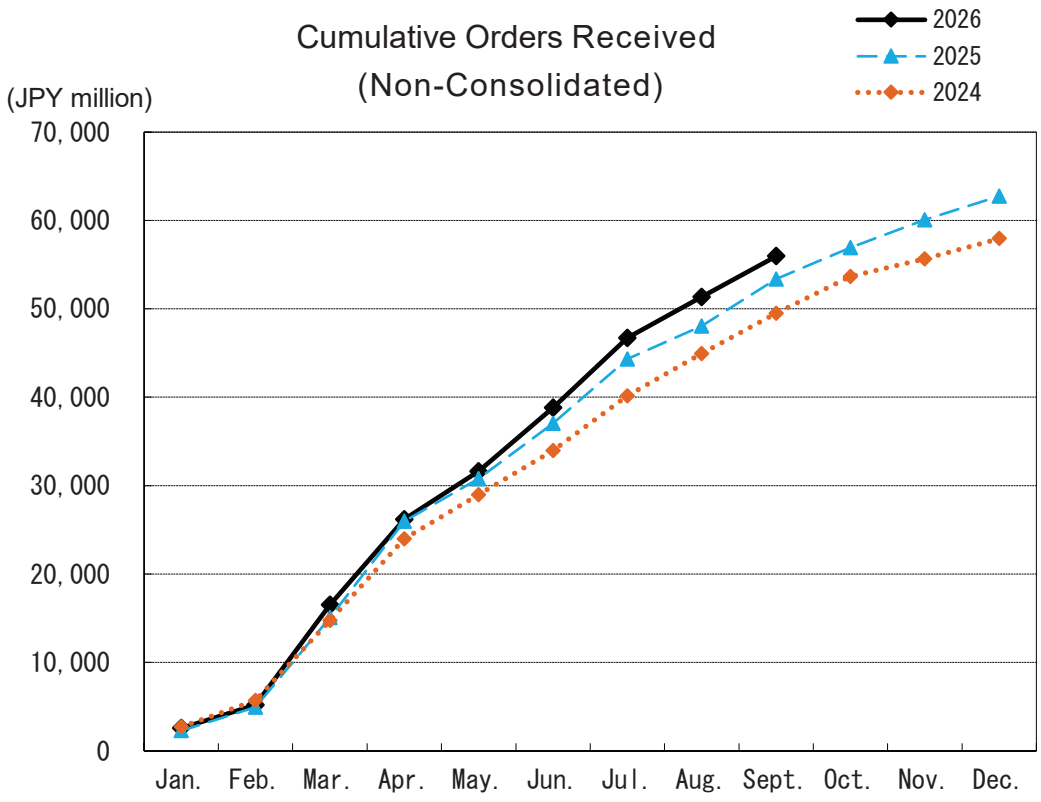
(JPY million, rounded down to the nearest million, %)

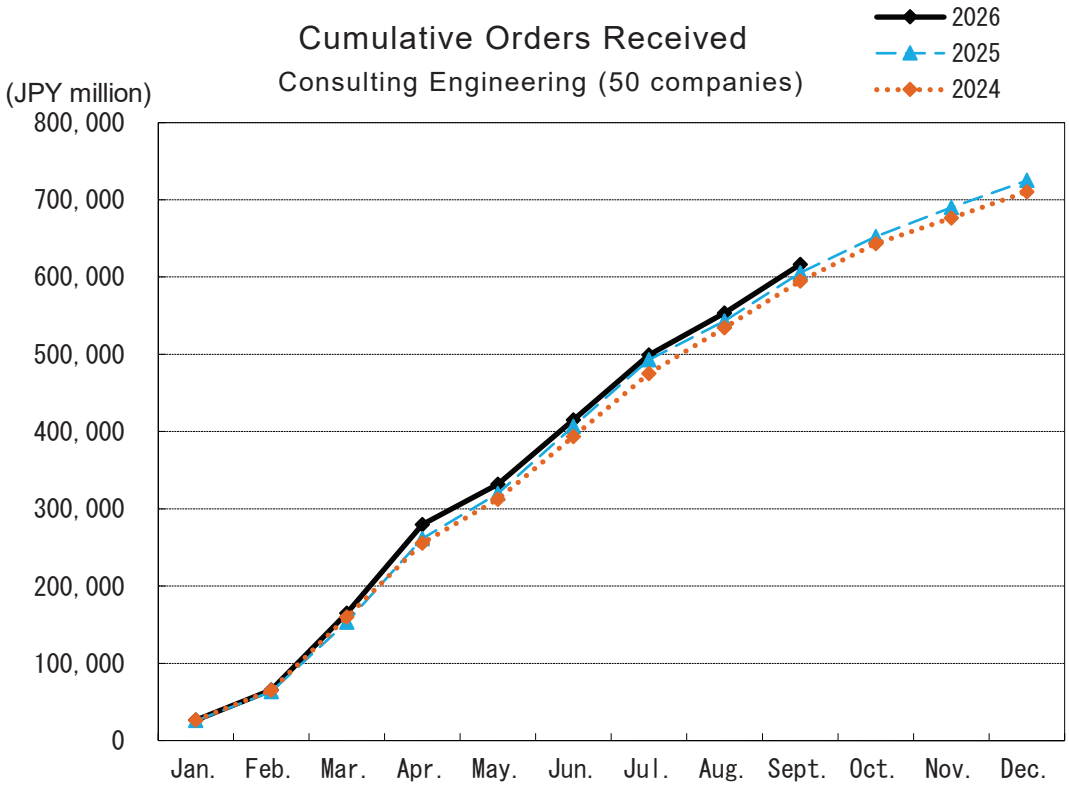
Item / Month	Our company						Consulting Engineering (50 companies) (Note)					
	2024		2025		2026		2024		2025		2026	
	Amount	Change (YoY)	Amount	Change (YoY)	Amount	Change (YoY)	Amount	Change (YoY)	Amount	Change (YoY)	Amount	Change (YoY)
Jan.	2,725	10.4	2,281	-16.3	2,567	12.6	26,720	17.5	25,926	-3.0	26,616	2.7
Feb.	5,702	1.2	4,926	-13.6	5,197	5.5	65,130	5.9	63,223	-2.9	65,527	3.6
Mar.	14,749	-11.9	15,083	2.3	16,509	9.5	159,716	11.7	153,342	-4.0	164,950	7.6
Apr.	23,980	-9.8	25,971	8.3	26,192	0.9	255,528	10.1	261,442	2.3	279,696	7.0
May.	28,965	-7.1	30,783	6.3	31,601	2.7	312,105	8.7	319,730	2.4	331,575	3.7
Jun.	33,975	-7.5	37,026	9.0	38,807	4.8	393,545	8.0	406,694	3.3	414,891	2.0
Jul.	40,146	-2.1	44,336	10.4	46,694	5.3	475,109	9.3	492,929	3.8	498,884	1.2
Aug.	44,942	0.7	48,052	6.9	51,352	6.9	534,412	7.5	543,104	1.6	553,338	1.9
Sept.	49,509	2.7	53,370	7.8	55,963	4.9	594,806	7.7	605,482	1.8	616,402	1.8
Oct.	53,652	3.9	56,905	6.1			643,054	7.4	652,242	1.4		
Nov.	55,639	4.0	60,079	8.0			676,357	6.9	690,097	2.0		
Dec.	57,949	5.5	62,760	8.3			710,370	6.1	725,115	2.1		

* Reference data: Consolidated Orders Received

(JPY million, rounded down to the nearest million, %)

	2024		2025		2026	
	Amount	Change (YoY)	Amount	Change (YoY)	Amount	Change (YoY)
Nine Months (January to September)	77,228	0.5	88,964	15.2	88,692	-0.3
Full Year (January to December)	94,400	2.1	109,701	16.2		





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