

## First three months of FY 2024(Jan. 2024 – Mar. 2024) Business results data

April 30, 2024

**Outline of business results****Consolidated Net sales and Profits**

(Millions of yen)

	1Q 2022	1Q 2023				1Q 2024				
	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year	Change to Last year	Consolidated to non-consolidated ratio
Net sales	210,069	242,609	100.0%	+32,540	+15.5%	<b>266,664</b>	<b>100.0%</b>	<b>+24,054</b>	<b>+9.9%</b>	<b>1.12</b>
Gross profit	45,272	50,724	20.9%	+5,451	+12.0%	<b>53,583</b>	<b>20.1%</b>	<b>+2,858</b>	<b>+5.6%</b>	<b>1.09</b>
Operating profit	13,785	16,875	7.0%	+3,089	+22.4%	<b>17,242</b>	<b>6.5%</b>	<b>+367</b>	<b>+2.2%</b>	<b>1.13</b>
Ordinary profit	14,338	17,431	7.2%	+3,092	+21.6%	<b>17,641</b>	<b>6.6%</b>	<b>+210</b>	<b>+1.2%</b>	<b>1.05</b>
Profit*	10,519	11,591	4.8%	+1,072	+10.2%	<b>11,679</b>	<b>4.4%</b>	<b>+87</b>	<b>+0.8%</b>	<b>1.00</b>

\*Profit attributable to owners of parent

**Non-consolidated Net sales and Profits**

(Millions of yen)

	1Q 2022	1Q 2023				1Q 2024			
	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year	Change to Last year
Net sales	189,680	218,504	100.0%	+28,823	+15.2%	<b>238,855</b>	<b>100.0%</b>	<b>+20,351</b>	<b>+9.3%</b>
Gross profit	41,667	46,295	21.2%	+4,627	+11.1%	<b>49,214</b>	<b>20.6%</b>	<b>+2,918</b>	<b>+6.3%</b>
Operating profit	12,222	14,619	6.7%	+2,397	+19.6%	<b>15,199</b>	<b>6.4%</b>	<b>+579</b>	<b>+4.0%</b>
Ordinary profit	13,749	16,067	7.4%	+2,317	+16.9%	<b>16,754</b>	<b>7.0%</b>	<b>+687</b>	<b>+4.3%</b>
Profit	10,540	11,147	5.1%	+606	+5.8%	<b>11,650</b>	<b>4.9%</b>	<b>+503</b>	<b>+4.5%</b>

**Quarterly change of consolidated Net sales**

(Millions of yen)

	FY 2022	FY 2023			FY 2024		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. - Mar.)	210,069	242,609	+32,540	+15.5%	<b>266,664</b>	<b>+24,054</b>	<b>+9.9%</b>
2Q (Apr. - Jun.)	235,267	278,447	+43,179	+18.4%	—	—	—
3Q (Jul. - Sep.)	196,862	219,001	+22,138	+11.2%	—	—	—
4Q (Oct. - Dec.)	218,823	237,312	+18,488	+8.4%	—	—	—

**Quarterly change of consolidated Ordinary profit**

(Millions of yen)

	FY 2022	FY 2023			FY 2024		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. - Mar.)	14,338	17,431	+3,092	+21.6%	<b>17,641</b>	<b>+210</b>	<b>+1.2%</b>
2Q (Apr. - Jun.)	17,408	20,192	+2,784	+16.0%	—	—	—
3Q (Jul. - Sep.)	9,795	11,222	+1,427	+14.6%	—	—	—
4Q (Oct. - Dec.)	15,096	15,671	+574	+3.8%	—	—	—

**Consolidated Net sales by segments**

(Millions of yen)

	1Q 2022	1Q 2023				1Q 2024			
	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year	Change to Last year
System Integration business	130,382	158,299	65.2%	+27,917	+21.4%	<b>175,430</b>	<b>65.8%</b>	<b>+17,131</b>	<b>+10.8%</b>
Service and Support business	79,687	84,310	34.8%	+4,623	+5.8%	<b>91,233</b>	<b>34.2%</b>	<b>+6,923</b>	<b>+8.2%</b>

**Non-consolidated Net sales and Gross profit by segments**

(Millions of yen)

		1Q 2022	1Q 2023				1Q 2024			
		Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year	Change to Last year
Net sales	System Integration	110,810	135,169	61.9%	+24,359	+22.0%	<b>148,555</b>	<b>62.2%</b>	<b>+13,385</b>	<b>+9.9%</b>
	Service and Support	78,870	83,334	38.1%	+4,463	+5.7%	<b>90,300</b>	<b>37.8%</b>	<b>+6,966</b>	<b>+8.4%</b>
Gross profit	System Integration	21,885	25,337	54.7%	+3,452	+15.8%	<b>26,060</b>	<b>53.0%</b>	<b>+723</b>	<b>+2.9%</b>
	Service and Support	19,782	20,957	45.3%	+1,175	+5.9%	<b>23,153</b>	<b>47.0%</b>	<b>+2,195</b>	<b>+10.5%</b>

**Non-consolidated Net sales by 4 segments**

(Millions of yen)

		1Q 2022	1Q 2023				1Q 2024			
		Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Difference to Last year	Change to Last year
System Integration business	SI related products	97,113	119,872	54.9%	+22,758	+23.4%	<b>133,404</b>	<b>55.9%</b>	<b>+13,532</b>	<b>+11.3%</b>
	Custom-made software etc.	13,696	15,297	7.0%	+1,601	+11.7%	<b>15,150</b>	<b>6.3%</b>	<b>-146</b>	<b>-1.0%</b>
Service and Support business	Supplies	43,425	45,166	20.7%	+1,741	+4.0%	<b>48,040</b>	<b>20.1%</b>	<b>+2,873</b>	<b>+6.4%</b>
	Maintenance, etc.	35,445	38,167	17.5%	+2,721	+7.7%	<b>42,260</b>	<b>17.7%</b>	<b>+4,093</b>	<b>+10.7%</b>

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**Consolidated Cash flows** (Millions of yen)

	1Q 2022	1Q 2023	1Q 2024
C/F from operating	18,198	29,832	<b>26,279</b>
C/F from investing	-640	-3,103	<b>-2,400</b>
C/F from financing	-22,908	-23,847	<b>-25,793</b>
Cash and cash equivalents at end of period	200,399	206,156	<b>227,701</b>

**Consolidated Equity and Interest-bearing debt**

	2022 Mar.31	2023 Mar.31	2024 Mar.31
Equity	285,149	307,113	<b>329,384</b>
Interest-bearing debt	9,383	8,576	<b>8,081</b>
Total assets	498,007	539,485	<b>590,358</b>
Equity ratio	57.3%	56.9%	<b>55.8%</b>
Interest-bearing debt ratio	1.9%	1.6%	<b>1.4%</b>

**Non-consolidated Key strategic business**

	1Q 2022	1Q 2023		1Q 2024			
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
"tanomail"	46,240	48,693	+2,453	+5.3%	<b>51,654</b>	<b>+2,960</b>	<b>+6.1%</b>
SMILE	2,514	3,771	+1,256	+50.0%	<b>3,283</b>	<b>-487</b>	<b>-12.9%</b>
ODS	13,002	15,122	+2,119	+16.3%	<b>15,362</b>	<b>+239</b>	<b>+1.6%</b>
OSM	22,257	24,869	+2,612	+11.7%	<b>31,366</b>	<b>+6,496</b>	<b>+26.1%</b>
<As reference: Number of Sales>							
Copier	9,185	9,552	+367	+4.0%	<b>9,745</b>	<b>+193</b>	<b>+2.0%</b>
(of which color copier)	9,016	9,347	+331	+3.7%	<b>9,553</b>	<b>+206</b>	<b>+2.2%</b>
Server	5,376	5,743	+367	+6.8%	<b>4,804</b>	<b>-939</b>	<b>-16.4%</b>
PC	334,276	353,809	+19,533	+5.8%	<b>361,130</b>	<b>+7,321</b>	<b>+2.1%</b>
Client Total	357,127	364,876	+7,749	+2.2%	<b>379,265</b>	<b>+14,389</b>	<b>+3.9%</b>

**Future Plans**

**Plans of consolidated Net sales and profits**

	1Q 2024 (Result)	1H 2024 (Plan)	FY 2024 (Plan)
Net sales	266,664	<b>539,900</b>	<b>1,026,000</b>
Operating profit	17,242	<b>37,400</b>	<b>68,500</b>
Ordinary profit	17,641	<b>37,850</b>	<b>69,000</b>
Profit*	11,679	<b>25,600</b>	<b>47,670</b>

\*Profit attributable to owners of parent

**Plans of consolidated Net sales by segments**

	FY 2022 (Result)	FY 2023 (Result)		FY 2024 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
System Integration	541,671	630,185	+16.3%	<b>657,800</b>	<b>+4.4%</b>
Service and Support	319,350	347,185	+8.7%	<b>368,200</b>	<b>+6.1%</b>