

Six months of FY 2024(Jan. 2024 – Jun. 2024) Business results data

August 1, 2024

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

(Millions of yen)

	2022 Jan.- Jun.	2023 Jan.- Jun.				2024 Jan.- Jun.						
	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Plan	Ratio to Plan	Difference to Last year	Change to Last year	Consolidated to non-consolidated ratio
Net sales	445,336	521,056	100.0%	+75,720	+17.0%	569,722	100.0%	539,900	105.5%	+48,665	+9.3%	1.10
Gross profit	94,496	106,287	20.4%	+11,791	+12.5%	113,327	19.9%	-	-	+7,040	+6.6%	1.08
Operating profit	30,778	36,712	7.0%	+5,933	+19.3%	38,843	6.8%	37,400	103.9%	+2,130	+5.8%	1.10
Ordinary profit	31,747	37,623	7.2%	+5,876	+18.5%	39,852	7.0%	37,850	105.3%	+2,228	+5.9%	1.07
Profit*	22,848	25,417	4.9%	+2,568	+11.2%	26,930	4.7%	25,600	105.2%	+1,513	+6.0%	1.05

*Profit attributable to owners of parent

Non-consolidated Net sales and Profits

(Millions of yen)

	2022 Jan.- Jun.	2023 Jan.- Jun.				2024 Jan.- Jun.					
	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Plan	Ratio to Plan	Difference to Last year	Change to Last year
Net sales	405,122	469,566	100.0%	+64,444	+15.9%	515,947	100.0%	486,500	106.1%	+46,380	+9.9%
Gross profit	87,574	97,752	20.8%	+10,178	+11.6%	104,855	20.3%	-	-	+7,102	+7.3%
Operating profit	27,930	32,757	7.0%	+4,827	+17.3%	35,200	6.8%	33,600	104.8%	+2,442	+7.5%
Ordinary profit	29,699	34,480	7.3%	+4,781	+16.1%	37,085	7.2%	35,380	104.8%	+2,605	+7.6%
Profit	21,924	23,886	5.1%	+1,961	+8.9%	25,749	5.0%	24,740	104.1%	+1,863	+7.8%

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%	266,664	+24,054	+9.9%
2Q (Apr. - Jun.)	235,267	278,447	+43,179	+18.4%	303,058	+24,610	+8.8%
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%	17,641	+210	+1.2%
2Q (Apr. - Jun.)	17,408	20,192	+2,784	+16.0%	22,210	+2,018	+10.0%
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)

	2022 Jan.- Jun.	2023 Jan.- Jun.				2024 Jan.- Jun.			
	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	287,037	350,303	67.2%	+63,266	+22.0%	385,521	67.7%	+35,217	+10.1%
Service and Support business	158,299	170,753	32.8%	+12,453	+7.9%	184,201	32.3%	+13,447	+7.9%

Non-consolidated Net sales and Gross profit by segments

(Millions of yen)

		2022 Jan.- Jun.	2023 Jan.- Jun.				2024 Jan.- Jun.			
		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	248,408	300,611	64.0%	+52,203	+21.0%	333,603	64.7%	+32,992	+11.0%
	Service and Support	156,714	168,954	36.0%	+12,240	+7.8%	182,343	35.3%	+13,388	+7.9%
Gross profit	System Integration	47,140	54,394	55.6%	+7,253	+15.4%	57,529	54.9%	+3,135	+5.8%
	Service and Support	40,433	43,358	44.4%	+2,924	+7.2%	47,325	45.1%	+3,967	+9.2%

Non-consolidated Net sales by 4 segments

(Millions of yen)

		2022 Jan.- Jun.	2023 Jan.- Jun.				2024 Jan.- Jun.			
		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	221,587	270,584	57.6%	+48,996	+22.1%	303,161	58.8%	+32,577	+12.0%
	Custom-made software etc.	26,820	30,027	6.4%	+3,206	+12.0%	30,441	5.9%	+414	+1.4%
Service and Support business	Supplies	85,267	91,719	19.5%	+6,451	+7.6%	96,811	18.8%	+5,092	+5.6%
	Maintenance, etc.	71,446	77,235	16.4%	+5,789	+8.1%	85,532	16.6%	+8,296	+10.7%

Six months of FY 2024(Jan. 2024 – Jun. 2024) Business results data

Consolidated Cash flows (Millions of yen)

	2022	2023	2024
	Jan.- Jun.	Jan.- Jun.	Jan.- Jun.
C/F from operating	31,583	55,738	52,468
C/F from investing	-4,812	-8,024	-4,422
C/F from financing	-23,102	-23,830	-25,879
Cash and cash equivalents at end of period	209,419	227,165	251,785

Consolidated Equity and Interest-bearing debt

	2022	2023	2024
	Jun.30	Jun.30	Jun.30
Equity	296,753	321,271	344,314
Interest-bearing debt	8,975	8,359	7,824
Total assets	518,807	563,639	623,884
Equity ratio	57.2%	57.0%	55.2%
Interest-bearing debt ratio	1.7%	1.5%	1.3%

Non-consolidated Key strategic business

(Millions of yen)

	2022	2023 Jan.- Jun.			2024 Jan.- Jun.		
	Jan.- Jun.	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
"tanomail"	91,245	98,598	+7,352	+8.1%	103,848	+5,249	+5.3%
SMILE	6,527	8,683	+2,156	+33.0%	8,306	-377	-4.3%
ODS	30,355	32,201	+1,845	+6.1%	33,105	+903	+2.8%
OSM	46,836	53,385	+6,548	+14.0%	65,780	+12,394	+23.2%
<As reference: Number of Sales>							
							(Units)
Copier	20,853	21,109	+256	+1.2%	20,873	-236	-1.1%
(of which color copier)	20,466	20,555	+89	+0.4%	20,435	-120	-0.6%
Server	11,036	11,970	+934	+8.5%	10,209	-1,761	-14.7%
PC	579,984	642,107	+62,123	+10.7%	678,381	+36,274	+5.6%
Client Total	641,504	670,194	+28,690	+4.5%	717,412	+47,218	+7.0%

Future Plans

Plans of consolidated Net sales and profits

(Millions of yen)

	FY 2022	FY 2023		FY 2024	
	(Result)	(Result)	(Result)	(Plan)	(Plan)
	Amount	Amount	Change to Last year	Amount	Change to Last year
Net sales	861,022	977,370	+13.5%	1,055,000	+7.9%
Operating profit	54,768	62,959	+15.0%	69,500	+10.4%
Ordinary profit	56,639	64,517	+13.9%	70,500	+9.3%
Profit*	40,022	47,448	+18.6%	48,700	+2.6%

*Profit attributable to owners of parent

According to plan revised on August 1, 2024

Plans of consolidated Net sales by segments

(Millions of yen)

	FY 2022	FY 2023		FY 2024	
	(Result)	(Result)	(Result)	(Plan)	(Plan)
	Amount	Amount	Change to Last year	Amount	Change to Last year
System Integration	541,671	630,185	+16.3%	683,500	+8.5%
Service and Support	319,350	347,185	+8.7%	371,500	+7.0%

According to plan revised on August 1, 2024