

## Nine months of FY 2024(Jan. 2024 – Sep. 2024) Business results data

October 31, 2024

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

(Millions of yen)

	2022 Jan.- Sep.	2023 Jan.- Sep.				2024 Jan.- Sep.				
	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	642,199	740,058	100.0%	+97,858	+15.2%	822,262	100.0%	+82,204	+11.1%	1.12
Gross profit	136,149	152,581	20.6%	+16,432	+12.1%	163,879	19.9%	+11,298	+7.4%	1.08
Operating profit	40,090	47,390	6.4%	+7,300	+18.2%	52,169	6.3%	+4,779	+10.1%	1.12
Ordinary profit	41,542	48,846	6.6%	+7,303	+17.6%	54,015	6.6%	+5,169	+10.6%	1.10
Profit*	29,739	33,135	4.5%	+3,396	+11.4%	36,631	4.5%	+3,495	+10.5%	1.08

\*Profit attributable to owners of parent

**Non-consolidated Net sales and Profits**

(Millions of yen)

	2022 Jan.- Sep.	2023 Jan.- Sep.				2024 Jan.- Sep.			
	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	576,531	661,832	100.0%	+85,300	+14.8%	736,834	100.0%	+75,002	+11.3%
Gross profit	125,439	139,731	21.1%	+14,291	+11.4%	151,181	20.5%	+11,449	+8.2%
Operating profit	35,475	41,458	6.3%	+5,982	+16.9%	46,725	6.3%	+5,267	+12.7%
Ordinary profit	37,620	43,573	6.6%	+5,952	+15.8%	49,007	6.7%	+5,434	+12.5%
Profit	27,633	30,274	4.6%	+2,640	+9.6%	34,055	4.6%	+3,781	+12.5%

**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%	252,540	+33,539	+15.3%
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%	14,163	+2,941	+26.2%
4Q (Oct. - Dec.)	15,096	15,671	+574	+3.8%	—	—	—

**Consolidated Net sales by segments**

(Millions of yen)

	2022 Jan.- Sep.	2023 Jan.- Sep.				2024 Jan.- Sep.			
	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	404,811	483,420	65.3%	+78,609	+19.4%	544,897	66.3%	+61,476	+12.7%
Service and Support business	237,387	256,637	34.7%	+19,249	+8.1%	277,365	33.7%	+20,728	+8.1%

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

(Millions of yen)

		2022 Jan.- Sep.	2023 Jan.- Sep.				2024 Jan.- Sep.			
		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	341,556	407,831	61.6%	+66,275	+19.4%	462,394	62.8%	+54,563	+13.4%
	Service and Support	234,975	254,000	38.4%	+19,025	+8.1%	274,440	37.2%	+20,439	+8.0%
Gross profit	System Integration	64,793	74,779	53.5%	+9,985	+15.4%	80,456	53.2%	+5,676	+7.6%
	Service and Support	60,645	64,951	46.5%	+4,305	+7.1%	70,724	46.8%	+5,773	+8.9%

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

(Millions of yen)

		2022 Jan.- Sep.	2023 Jan.- Sep.				2024 Jan.- Sep.			
		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	303,830	364,260	55.0%	+60,430	+19.9%	418,564	56.8%	+54,303	+14.9%
	Custom-made software etc.	37,725	43,570	6.6%	+5,844	+15.5%	43,830	5.9%	+259	+0.6%
Service and Support business	Supplies	127,620	136,945	20.7%	+9,325	+7.3%	145,060	19.7%	+8,114	+5.9%
	Maintenance, etc.	107,355	117,054	17.7%	+9,699	+9.0%	129,379	17.6%	+12,324	+10.5%

Nine months of FY 2024(Jan. 2024 – Sep. 2024) Business results data

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

	2022	2023	2024
	Jan.- Sep.	Jan.- Sep.	Jan.- Sep.
C/F from operating	24,969	58,384	<b>30,431</b>
C/F from investing	-6,966	-9,766	<b>-7,797</b>
C/F from financing	-23,105	-23,837	<b>-25,887</b>
Cash and cash equivalents at end of period	200,659	228,062	<b>226,361</b>

**Consolidated Equity and Interest-bearing debt**

	2022	2023	2024
	Sep.30	Sep.30	Sep.30
Equity	304,171	329,152	<b>352,848</b>
Interest-bearing debt	8,752	8,334	<b>7,644</b>
Total assets	498,328	540,414	<b>635,679</b>
Equity ratio	61.0%	60.9%	<b>55.5%</b>
Interest-bearing debt ratio	1.8%	1.5%	<b>1.2%</b>

**Non-consolidated Key strategic business**

(Millions of yen)

	2022	2023 Jan.- Sep.			2024 Jan.- Sep.		
	Jan.- Sep.	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
	Amount						
"tanomail"	136,147	146,517	+10,370	+7.6%	<b>154,973</b>	<b>+8,455</b>	<b>+5.8%</b>
SMILE	9,285	12,373	+3,088	+33.3%	<b>11,508</b>	<b>-865</b>	<b>-7.0%</b>
ODS	41,232	43,202	+1,970	+4.8%	<b>43,936</b>	<b>+733</b>	<b>+1.7%</b>
OSM	66,428	81,076	+14,647	+22.0%	<b>97,359</b>	<b>+16,283</b>	<b>+20.1%</b>
<As reference: Number of Sales>				(Units)			
Copier	27,074	27,406	+332	+1.2%	<b>27,089</b>	<b>-317</b>	<b>-1.2%</b>
(of which color copier)	26,570	26,743	+173	+0.7%	<b>26,521</b>	<b>-222</b>	<b>-0.8%</b>
Server	15,280	16,446	+1,166	+7.6%	<b>14,075</b>	<b>-2,371</b>	<b>-14.4%</b>
PC	820,910	889,903	+68,993	+8.4%	<b>1,010,168</b>	<b>+120,265</b>	<b>+13.5%</b>
Client Total	891,845	928,701	+36,856	+4.1%	<b>1,054,515</b>	<b>+125,814</b>	<b>+13.5%</b>

## Future Plans

**Plans of consolidated Net sales and profits**

(Millions of yen)

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

\*Profit attributable to owners of parent

According to plan revised on August 1, 2024