

Full-Year of FY 2024(Jan. 2024 – Dec. 2024) Business results data

February 3, 2025

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

(Millions of yen)

Consolidated Net Sales and Profits													(millions of yen)
	FY 2022	FY 2023				FY 2024							
	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year	Amount	Composition Ratio	Plan (Note)	Ratio to Plan(Note)	Difference to Last year	Change to Last year	Consolidated to non-consolidated ratio	
Net sales	861,022	977,370	100.0%	+116,347	+13.5%	1,107,668	100.0%	1,055,000	105.0%	+130,297	+13.3%	1.12	
Gross profit	184,169	203,978	20.9%	+19,809	+10.8%	224,471	20.3%	-	-	+20,492	+10.0%	1.09	
Operating profit	54,768	62,959	6.4%	+8,190	+15.0%	74,360	6.7%	69,500	107.0%	+11,401	+18.1%	1.12	
Ordinary profit	56,639	64,517	6.6%	+7,878	+13.9%	75,931	6.9%	70,500	107.7%	+11,413	+17.7%	1.11	
Profit*	40,022	47,448	4.9%	+7,426	+18.6%	53,481	4.8%	48,700	109.8%	+6,033	+12.7%	1.09	

*Profit attributable to owners of parent

(Note)According to plan revised on August 1, 2024

Non-consolidated Net sales and Profits

(Millions of yen)

	FY 2022	FY 2023					FY 2024					
	Amount	Amount	Composition Ratio	Difference to Last year	Change to Last year		Amount	Composition Ratio	Plan (Note)	Ratio to Plan(Note)	Difference to Last year	Change to Last year
Net sales	767,649	869,573	100.0%	+101,923	+13.3%		985,134	100.0%	943,000	104.5%	+115,561	+13.3%
Gross profit	169,501	187,044	21.5%	+17,543	+10.4%		206,688	21.0%	-	-	+19,643	+10.5%
Operating profit	48,299	55,323	6.4%	+7,024	+14.5%		66,497	6.8%	61,800	107.6%	+11,173	+20.2%
Ordinary profit	50,692	57,253	6.6%	+6,561	+12.9%		68,304	6.9%	63,700	107.2%	+11,050	+19.3%
Profit	36,631	43,150	5.0%	+6,519	+17.8%		48,993	5.0%	45,110	108.6%	+5,843	+13.5%

(Note)According to plan revised on August 1, 2024

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%		285,405	+48,092	+20.3%

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%		21,915	+6,244	+39.8%

Consolidated Net sales by segments

(Millions of yen)

	FY 2022	FY 2023					FY 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	541,671	630,185	64.5%	+88,513	+16.3%		731,712	66.1%	+101,527	+16.1%
Service and Support business	319,350	347,185	35.5%	+27,834	+8.7%		375,955	33.9%	+28,770	+8.3%

Non-consolidated Net sales and Gross profit by segments

(Millions of yen)

		FY 2022	FY 2023				FY 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	451,649	525,875	60.5%	+74,226	+16.4%	613,251	62.3%	+87,376	+16.6%
	Service and Support	316,000	343,698	39.5%	+27,697	+8.8%	371,883	37.7%	+28,184	+8.2%
Gross profit	System Integration	88,628	99,350	53.1%	+10,721	+12.1%	110,810	53.6%	+11,460	+11.5%
	Service and Support	80,872	87,694	46.9%	+6,822	+8.4%	95,877	46.4%	+8,183	+9.3%

Non-consolidated Net sales by 4 segments

(Millions of yen)

		FY 2022	FY 2023				FY 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	401,001	467,764	53.8%	+66,763	+16.6%	552,819	56.1%	+85,054	+18.2%
	Custom-made software etc.	50,648	58,110	6.7%	+7,462	+14.7%	60,431	6.1%	+2,321	+4.0%
Service and Support business	Supplies	171,307	185,502	21.3%	+14,194	+8.3%	196,286	19.9%	+10,783	+5.8%
	Maintenance, etc.	144,692	158,195	18.2%	+13,502	+9.3%	175,597	17.8%	+17,401	+11.0%

Full-Year of FY 2024(Jan. 2024 – Dec. 2024) Business results data

Consolidated Cash flows

(Millions of yen)

	FY 2022	FY 2023	FY 2024
C/F from operating	29,196	71,649	37,711
C/F from investing	-8,355	-21,473	-11,949
C/F from financing	-23,307	-23,839	-25,891
Cash and cash equivalents at end of period	203,274	229,615	229,488

Consolidated Equity, Interest-bearing debt, ROE and ROA

(Millions of yen)

	FY 2022	FY 2023	FY 2024
Equity	319,388	343,112	370,799
Interest-bearing debt	8,441	8,188	7,528
Total assets	523,016	561,805	673,903
Equity ratio	61.1%	61.1%	55.0%
Interest-bearing debt ratio	1.6%	1.5%	1.1%
ROE	12.95%	14.32%	14.98%
ROA	11.02%	11.83%	12.25%

Non-consolidated Key strategic business

(Millions of yen)

Consolidated Key Strategic Business					(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
"tanomail"	183,172	198,134	+14,962	+8.2%	209,686	+11,552	+5.8%
SMILE	13,078	15,952	+2,873	+22.0%	16,029	+77	+0.5%
ODS	56,260	56,896	+635	+1.1%	57,560	+664	+1.2%
OSM	87,070	108,025	+20,955	+24.1%	127,331	+19,305	+17.9%
<As reference: Number of Sales>					(Units)		
Copier	36,697	36,356	-341	-0.9%	35,847	-509	-1.4%
(of which color copier)	36,035	35,543	-492	-1.4%	35,119	-424	-1.2%
Server	21,726	21,537	-189	-0.9%	18,637	-2,900	-13.5%
PC	1,068,321	1,161,417	+93,096	+8.7%	1,424,555	+263,138	+22.7%
Client Total	1,150,133	1,213,089	+62,956	+5.5%	1,480,883	+267,794	+22.1%

Future Plans

Plans of consolidated Net sales and profits

(Millions of yen)

	FY 2023 (Result)	FY 2024 (Result)		FY 2025 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year
Net sales	977,370	1,107,668	+13.3%	1,213,000	+9.5%
Operating profit	62,959	74,360	+18.1%	82,300	+10.7%
Ordinary profit	64,517	75,931	+17.7%	82,200	+8.3%
Profit*	47,448	53,481	+12.7%	55,000	+2.8%

*Profit attributable to owners of parent

Plans of consolidated Net sales by segments

(Millions of yen)

	FY 2023 (Result)	FY 2024 (Result)		FY 2025 (Plan)	
	Amount	Amount	Change to Last year	Amount	Change to Last year*
System Integration	630,185	731,712	+16.1%	807,900	+11.0%
Service and Support	347,185	375,955	+8.3%	405,100	+6.6%

*From fiscal 2025, we have revised some of the business results management classifications for consolidated subsidiaries and changed the classification method for business segments.

Percentage increases and decreases have been calculated retroactively to reflect these changes (the impact is minor).