

Six months of FY 2025(Jan. 2025 – Jun. 2025) Business results data

August 1, 2025

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

(Millions of yen)

	2023 Jan.- Jun.	2024 Jan.- Jun.				2025 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	521,056	569,722	100.0%	+48,665	+9.3%	695,132	100.0%	647,100	107.4%	+125,410	+22.0%	1.13
Gross profit	106,287	113,327	19.9%	+7,040	+6.6%	128,768	18.5%	-	-	+15,440	+13.6%	1.09
Operating profit	36,712	38,843	6.8%	+2,130	+5.8%	49,173	7.1%	45,300	108.6%	+10,330	+26.6%	1.10
Ordinary profit	37,623	39,852	7.0%	+2,228	+5.9%	50,099	7.2%	45,730	109.6%	+10,247	+25.7%	1.06
Profit*	25,417	26,930	4.7%	+1,513	+6.0%	34,127	4.9%	30,420	112.2%	+7,197	+26.7%	1.03

*Profit attributable to owners of parent

Non-consolidated Net sales and Profits

(Millions of yen)

	2023 Jan.- Jun.	2024 Jan.- Jun.				2025 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	469,566	515,947	100.0%	+46,380	+9.9%	617,089	100.0%	586,750	105.2%	+101,142	+19.6%	
Gross profit	97,752	104,855	20.3%	+7,102	+7.3%	118,620	19.2%	-	-	+13,765	+13.1%	
Operating profit	32,757	35,200	6.8%	+2,442	+7.5%	44,522	7.2%	41,500	107.3%	+9,321	+26.5%	
Ordinary profit	34,480	37,085	7.2%	+2,605	+7.6%	47,068	7.6%	43,860	107.3%	+9,982	+26.9%	
Profit	23,886	25,749	5.0%	+1,863	+7.8%	33,048	5.4%	30,260	109.2%	+7,298	+28.3%	

Quarterly change of consolidated Net sales

(Millions of yen)

	FY 2023	FY 2024			FY 2025		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. - Mar.)	242,609	266,664	+24,054	+9.9%	315,541	+48,877	+18.3%
2Q (Apr. - Jun.)	278,447	303,058	+24,610	+8.8%	379,590	+76,532	+25.3%
3Q (Jul. - Sep.)	219,001	252,540	+33,539	+15.3%	—	—	—
4Q (Oct. - Dec.)	237,312	285,405	+48,092	+20.3%	—	—	—

Quarterly change of consolidated Ordinary profit

(Millions of yen)

	FY 2023	FY 2024			FY 2025		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
1Q (Jan. - Mar.)	17,431	17,641	+210	+1.2%	21,852	+4,211	+23.9%
2Q (Apr. - Jun.)	20,192	22,210	+2,018	+10.0%	28,247	+6,036	+27.2%
3Q (Jul. - Sep.)	11,222	14,163	+2,941	+26.2%	—	—	—
4Q (Oct. - Dec.)	15,671	21,915	+6,244	+39.8%	—	—	—

Consolidated Net sales by segments

(Millions of yen)

	2023 Jan.- Jun.	2024 Jan.- Jun.				2025 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	350,303	383,467	67.3%	+34,895	+10.0%	490,101	70.5%	+106,634	+27.8%
Service and Support business	170,753	186,254	32.7%	+13,769	+8.0%	205,030	29.5%	+18,776	+10.1%

*From fiscal 2025, we have revised some of the business results management classifications

for consolidated subsidiaries and changed the classification method for business segments.

Amount, composition ratio, amount increases/decreases, and percentage increases/decreases for Jan. - Jun. of FY2024 have been calculated retroactively to reflect these changes (the impact is minor).

Non-consolidated Net sales and Gross profit by segments

(Millions of yen)

		(thousands of yen)								
		2023	2024 Jan.- Jun.				2025 Jan.- Jun.			
		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	300,611	333,603	64.7%	+32,992	+11.0%	416,246	67.5%	+82,642	+24.8%
	Service and Support	168,954	182,343	35.3%	+13,388	+7.9%	200,843	32.5%	+18,499	+10.1%
Gross profit	System Integration	54,394	57,529	54.9%	+3,135	+5.8%	65,112	54.9%	+7,582	+13.2%
	Service and Support	43,358	47,325	45.1%	+3,967	+9.2%	53,508	45.1%	+6,182	+13.1%

Non-consolidated Net sales by 4 segments

(Millions of yen)

		2023	2024 Jan.- Jun.				2025 Jan.- Jun.			
		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	270,584	303,161	58.8%	+32,577	+12.0%	382,336	62.0%	+79,174	+26.1%
	Custom-made software etc.	30,027	30,441	5.9%	+414	+1.4%	33,910	5.5%	+3,468	+11.4%
Service and Support business	Supplies	91,719	96,811	18.8%	+5,092	+5.6%	102,831	16.7%	+6,020	+6.2%
	Maintenance, etc.	77,235	85,532	16.6%	+8,296	+10.7%	98,011	15.9%	+12,478	+14.6%

Six months of FY 2025(Jan. 2025 – Jun. 2025) Business results data

Consolidated Cash flows

(Millions of yen)

	2023 Jan.- Jun.	2024 Jan.- Jun.	2025 Jan.- Jun.
C/F from operating	55,738	52,468	45,190
C/F from investing	-8,024	-4,422	-9,126
C/F from financing	-23,830	-25,879	-30,546
Cash and cash equivalents at end of period	227,165	251,785	235,003

Consolidated Equity and Interest-bearing debt

(Millions of yen)

	2023 Jun.30	2024 Jun.30	2025 Jun.30
Equity	321,271	344,314	377,104
Interest-bearing debt	8,359	7,824	7,622
Total assets	563,639	623,884	729,857
Equity ratio	57.0%	55.2%	51.7%
Interest-bearing debt ratio	1.5%	1.3%	1.0%

Non-consolidated Key strategic business

(Millions of yen)

	2023 Jan.- Jun.	2024 Jan.- Jun.			2025 Jan.- Jun.		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
"tanomail"	98,598	103,848	+5,249	+5.3%	111,731	+7,882	+7.6%
SMILE	8,683	8,306	-377	-4.3%	8,297	-8	-0.1%
ODS	32,201	33,105	+903	+2.8%	35,390	+2,284	+6.9%
OSM	53,385	65,780	+12,394	+23.2%	81,327	+15,547	+23.6%
<As reference: Number of Sales>					(Units)		
Copier	21,109	20,873	-236	-1.1%	22,124	+1,251	+6.0%
(of which color copier)	20,555	20,435	-120	-0.6%	21,743	+1,308	+6.4%
Server	11,970	10,209	-1,761	-14.7%	9,848	-361	-3.5%
PC	642,107	678,381	+36,274	+5.6%	987,043	+308,662	+45.5%
Client Total	670,194	717,412	+47,218	+7.0%	1,032,093	+314,681	+43.9%

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%	1,261,000	+13.8%
Operating profit	62,959	74,360	+18.1%	86,200	+15.9%
Ordinary profit	64,517	75,931	+17.7%	86,600	+14.1%
Profit*	47,448	53,481	+12.7%	58,700	+9.8%

*Profit attributable to owners of parent

According to plan revised on August 1, 2025

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%	850,900	+16.9%
Service and Support	347,185	375,955	+8.3%	410,100	+8.0%

*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).