

Nine months of FY 2025(Jan. 2025 – Sep. 2025) Business results data

October 31, 2025

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

(Millions of yen)

	2023 Jan.- Sep.	2024 Jan.- Sep.				2025 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	740,058	822,262	100.0%	+82,204	+11.1%	1,005,719	100.0%	+183,456	+22.3%	1.13
Gross profit	152,581	163,879	19.9%	+11,298	+7.4%	186,324	18.5%	+22,444	+13.7%	1.09
Operating profit	47,390	52,169	6.3%	+4,779	+10.1%	66,529	6.6%	+14,360	+27.5%	1.11
Ordinary profit	48,846	54,015	6.6%	+5,169	+10.6%	68,071	6.8%	+14,055	+26.0%	1.08
Profit*	33,135	36,631	4.5%	+3,495	+10.5%	46,531	4.6%	+9,900	+27.0%	1.05

*Profit attributable to owners of parent

Non-consolidated Net sales and Profits

(Millions of yen)

	2023 Jan.- Sep.	2024 Jan.- Sep.				2025 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	661,832	736,834	100.0%	+75,002	+11.3%	889,005	100.0%	+152,170	+20.7%
Gross profit	139,731	151,181	20.5%	+11,449	+8.2%	171,316	19.3%	+20,135	+13.3%
Operating profit	41,458	46,725	6.3%	+5,267	+12.7%	59,884	6.7%	+13,158	+28.2%
Ordinary profit	43,573	49,007	6.7%	+5,434	+12.5%	62,956	7.1%	+13,948	+28.5%
Profit	30,274	34,055	4.6%	+3,781	+12.5%	44,220	5.0%	+10,164	+29.8%

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%	310,586	+58,045	+23.0%
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%	17,971	+3,807	+26.9%
4Q (Oct. - Dec.)	15,671	21,915	+6,244	+39.8%	—	—	—

Consolidated Net sales by segments

(Millions of yen)

	2023 Jan.- Sep.	2024 Jan.- Sep.				2025 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	483,420	541,840	65.9%	+61,165	+12.7%	697,889	69.4%	+156,049	+28.8%
Service and Support business	256,637	280,422	34.1%	+21,039	+8.1%	307,829	30.6%	+27,407	+9.8%

*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. - Sep. 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)

	2023 Jan.- Sep.	2024 Jan.- Sep.				2025 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	407,831	462,394	62.8%	+54,563	+13.4%	587,511	66.1%	+125,116	+27.1%
Service and Support	254,000	274,440	37.2%	+20,439	+8.0%	301,494	33.9%	+27,054	+9.9%
Gross profit									
System Integration	74,779	80,456	53.2%	+5,676	+7.6%	91,499	53.4%	+11,043	+13.7%
Service and Support	64,951	70,724	46.8%	+5,773	+8.9%	79,817	46.6%	+9,092	+12.9%

Non-consolidated Net sales by 4 segments

(Millions of yen)

	2023 Jan.- Sep.	2024 Jan.- Sep.				2025 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	364,260	418,564	56.8%	+54,303	+14.9%	538,340	60.6%	+119,776	+28.6%
Custom-made software etc.	43,570	43,830	5.9%	+259	+0.6%	49,170	5.5%	+5,340	+12.2%
Service and Support business									
Supplies	136,945	145,060	19.7%	+8,114	+5.9%	153,574	17.3%	+8,514	+5.9%
Maintenance, etc.	117,054	129,379	17.6%	+12,324	+10.5%	147,919	16.6%	+18,539	+14.3%

Nine months of FY 2025(Jan. 2025 – Sep. 2025) Business results data**Consolidated Cash flows**

(Millions of yen)

	2023 Jan.- Sep.	2024 Jan.- Sep.	2025 Jan.- Sep.
C/F from operating	58,384	30,431	52,170
C/F from investing	-9,766	-7,797	-15,537
C/F from financing	-23,837	-25,887	-47,618
Cash and cash equivalents at end of period	228,062	226,361	218,503

Consolidated Equity and Interest-bearing debt

(Millions of yen)

	2023 Sep.30	2024 Sep.30	2025 Sep.30
Equity	329,152	352,848	372,357
Interest-bearing debt	8,334	7,644	7,978
Total assets	540,414	635,679	696,258
Equity ratio	60.9%	55.5%	53.5%
Interest-bearing debt ratio	1.5%	1.2%	1.1%

Non-consolidated Key strategic business

(Millions of yen)

	2023 Jan.- Sep.	2024 Jan.- Sep.			2025 Jan.- Sep.		
	Amount	Amount	Difference to Last year	Change to Last year	Amount	Difference to Last year	Change to Last year
"tanomail"	146,517	154,973	+8,455	+5.8%	165,959	+10,986	+7.1%
SMILE	12,373	11,508	-865	-7.0%	11,015	-493	-4.3%
ODS	43,202	43,936	+733	+1.7%	46,960	+3,024	+6.9%
OSM	81,076	97,359	+16,283	+20.1%	124,370	+27,010	+27.7%
<As reference: Number of Sales>							
					(Units)		
Copier	27,406	27,089	-317	-1.2%	28,634	+1,545	+5.7%
(of which color copier)	26,743	26,521	-222	-0.8%	28,147	+1,626	+6.1%
Server	16,446	14,075	-2,371	-14.4%	13,529	-546	-3.9%
PC	889,903	1,010,168	+120,265	+13.5%	1,529,388	+519,220	+51.4%
Client Total	928,701	1,054,515	+125,814	+13.5%	1,650,793	+596,278	+56.5%

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