

1. Business Highlights for the Three Months of 40th Business Period (Fiscal Year Ending March 31, 2024)

(1) Qualitative Information on Consolidated Results of Operations

During the three months ended June 30, 2023, the Japanese economy as a whole was widely believed to be turning toward improvement. This is because business sentiment in the non-manufacturing industry was steadily recovering due in part to the easing of movement restrictions that had been imposed to prevent the spread of COVID-19. Likewise, in the manufacturing industry, in which business sentiment had continued to deteriorate, there were growing signs of improvement. For example, business sentiment improved mainly in the automobile industry due to the easing of supply constraints of semiconductors, falling crude oil prices and other factors started to curb growth in costs, and cost pass-through was rolling out. However, the prolonged invasion of Ukraine by Russia has triggered a global rise in commodity prices, most notably in food and energy prices, and concerns remains over inflation due to rising raw material prices. As for exchange rates, the difference in interest rates between Japan and other countries is widening. The current exchange rates remains volatile, with a rapid depreciation of the yen followed immediately by a reversal to a stronger yen. Therefore, the yen is still trading sideways, and given the widening trade deficit and rising consumer prices in Japan, the outlook for the Japanese economy continues to remain uncertain.

Now that new work styles including remote working are taking root in the wake of the spread of COVID-19, ransomware and other types of cyber-attacks are becoming more intense. This has heightened awareness of security measures as a management issue, especially among large companies. As a result, the demand for cybersecurity products and services has continued to grow. Under these circumstances, in the Information Infrastructure Business, the Company's core business, we saw strong demand continuing for cloud-based security measure products. Integrated security monitoring services provided by the Company were also robust, proving that its value-added strategies are bearing fruits. Furthermore, to prepare for the full-blown arrival of the cloud era, we are shifting our approach to developing and operating infrastructure to be cloud-native and are providing solutions that take full advantage of cloud-native technologies.

In the Application Services Business, new inquiries are steady in the CRM field thanks to business collaborations with a major system integrator and telemarketing vendor, an expanding demand for cloud services, improved name recognition, and the expansion of business performance. Subscription-based on-premise products have steadily increased, which we started working on in a planned manner since two fiscal years ago. For overseas markets, we have continued to work to accelerate business development in the ASEAN market based on the capital and business alliances formed with the Thailand companies in the previous fiscal year and the establishment of our local subsidiary in Thailand in April 2023. In the Software Quality Assurance field, demand remained robust for testing tools used to ensure quality of enterprise systems and embedded software. With the further application of IT in automobiles, there was strong demand for improvement in the quality of embedded software in the manufacturing industry, etc., which develops in-vehicle software, and orders continued to be favorable. In the EdTech field, we have constantly received inquiries for our school communication platform, resulting in an increase in adoption especially among famous private schools. We will continue to work on further expansion of our business through a capital and business alliance with Educa & Quest Inc.

In the Medical Systems Business, which was newly spun out as a separate business segment in the previous fiscal year, the new PSP Corporation ("PSP") started several initiatives (PSP was established on April 1, 2022, with a merger between NOBORI Ltd., which spun out from the Company to become its consolidated subsidiary in 2018, and the former PSP Corporation, which became the Company's consolidated subsidiary in February 2022). PSP has been working to unify our customer base and integrate our products and services, as well as promoting cloud-based PACS (medical imaging management) with the aim of shifting to recurring revenue business models. PSP also collaborated with CANON MEDICAL SYSTEMS CORPORATION in the healthcare IT solution business field, and concluded a capital and business alliance with Medmain Inc. to promote the digital pathology-related business. In addition, PSP has endeavored to expand the number of users of Personal Health Record (PHR) services for individual customers, which were promoted by NOBORI Ltd. before. For the business of AI-based medical image diagnostic support services, M3 AI, Inc. (established as a joint venture between PSP and M3, Inc. on April 1, 2022)

has been taking the lead in accelerating the distribution of AI to medical practices.

With a mission statement of being “the IT professional group who create a better future,” the Company announced the new Medium-term Management Plan “BEYOND THE NEW NORMAL” on May 10, 2021. This fiscal year is the final fiscal year of the plan. In the future, as “digital” is built into every corner of society and digital transformation (DX), which reforms business models using digital technology, advances rapidly, the Company sees this rapid shift to digitization and the dramatic restructuring of industry as a new growth opportunity and aims to contribute to the creation of a sustainable society by providing services to solve social issues. The spread of COVID-19 has prompted us to shift to a new mode of life called the “New Normal.” In the new Medium-term Management Plan, we will accelerate businesses oriented toward domains that will be essential to society, incorporating an SDG perspective with an eye on the new society to come after the New Normal.

The new Medium-term Management Plan “BEYOND THE NEW NORMAL” states seven key strategies to be achieved while carrying on with the core business strategies of the previous Medium-term Management Plan “GO BEYOND 3.0.”

- The core business strategies (continued)
 - Strategic and accelerated promotion of cloud-related businesses
 - Pursuit of security and safety
- The seven key strategies
 - 1) Expanding portfolio of products and services
 - 2) Accelerated servicization (increasing service ratio)
 - 3) Utilization of data (including use of AI)
 - 4) Diverse alliances/M&A (expansion of existing business, creation of new business)
 - 5) Expanding business in the overseas market
 - 6) Creation of synergies by strengthening group collaboration
 - 7) Human resource development/organizational development (including promotion of diversity)

Our Group implemented the following initiatives in accordance with the above business strategies.

◇ Information Infrastructure Business

First quarter ended June 30, 2023

- Received the Most Dedicated Partner of the Year 2022 from TANIAM.
- Received the Partner of the year 2023 and Deal Registration of the year 2023 from Proofpoint Japan K.K.
- Received the APJ Marketing Partner of the Year 2022 from Cohesity.
- CROSS HEAD started to provide “CROSSPLugins Series,” plugins to extend the features of kintone.

◇ Application Services Business

First quarter ended June 30, 2023

- CRM field: Established our local subsidiary in Bangkok, Thailand.
- Software Quality Assurance field: Acquired an exclusive distribution right in Japan for “Secure Code Warrior,” a secure code learning platform and started to sell it.
- Software Quality Assurance field: Launched “Mayhem for Code,” a fuzzing solution that enables unit tests and integration tests.
- Software Quality Assurance field: Launched the Japanese version of Understand 6.3, a fast source code analysis tool.
- Business Solutions field: Announced that the Company made ARECCIA Fintech Corp. a wholly-owned subsidiary and that the Company transferred its Business Solutions division’s financial

systems-related business to ARECCIA Fintech Corp. (effective on July 1, 2023).

◇ Medical Systems Business

First quarter ended June 30, 2023

- PSP Corporation collaborated with St. Marianna University Hospital in order for the hospital to release its official app with PHR features for patients.
- PSP Corporation joined, as a panelist, a pre-event of Mynaportal Hackathon hosted by the Digital Agency.

As a result of the above, consolidated revenue for the three months ended June 30, 2023 was ¥11,473 million, a year-on-year increase of ¥1,590 million (16.1%), achieving a record high. Gross profit amounted to ¥3,937 million, a year-on-year increase of ¥465 million (13.4%). Selling, general and administrative expenses were ¥3,036 million, a year-on-year increase of ¥441 million (17.0%), due to increases in personnel expenses and other costs. As a result, operating profit came to ¥898 million, a year-on-year increase of ¥0 million (0.1%).

Consequently, profit before tax was ¥910 million, a year-on-year increase of ¥0 million (0.1%), and profit attributable to owners of parent was ¥560 million, a year-on-year increase of ¥58 million (11.6%).

Results by operating segment were as follows:

1) Information Infrastructure Business

Results of the Information Infrastructure Business for the three months ended June 30, 2023 were strong thanks to abundant order backlog accumulated in the previous fiscal year and orders for new projects. Orders are on the increase for cloud-based security measure products with subscription-based pricing models. Sales in western Japan have also remained strong from the previous fiscal year. Orders received for the three months ended June 30, 2023 slightly fell below those for the previous fiscal year on a consolidated basis. However, orders received remained in line with those in the previous fiscal year for cloud-based security measure products and other products, including those for large-scale projects, for which demand increased significantly amid the pandemic, despite delays in orders received at CROSS HEAD, our consolidated subsidiary. Revenue steadily increased thanks to growing recurring revenue business models. Operating profit increased compared to the previous fiscal year. This is mainly because the growth of the business covered the impact of the yen depreciation, increases in labor costs and selling, general and administrative expenses, investments in cloud-native solutions—a new business we started to work on. By product, a new generation of security measure products, including “SASE (Secure Access Service Edge),” “XDR (Extended Detection and Response),” “CASB (Cloud Access Security Broker),” “Cyber Hygiene,” and “SDP (Software Defined Perimeter),” are also attracting attention with an increase in adoption. Since Russia’s military invasion of Ukraine, infection with malware such as Emotet and ransomware attacks has been spreading. As such infections are primarily introduced via emails, demand for next-generation email security products also stayed strong. Orders for storage products were robust reflecting the exponential increase in digital content.

At CROSS HEAD, revenue increased compared to the previous fiscal year. However, orders received were sluggish due in part to a decrease following the concentration of orders received in the same period of the previous fiscal year, which was caused by time lags between periods, and some delays in orders received. Operating profit decreased compared to the previous fiscal year mainly because CROSS HEAD hired mid-career professionals to increase employees and took other measures ahead of schedule. However, such measures were upfront investments with a view to expanding business in the future. CROSS HEAD established its Chubu Office to explore business opportunities in the Tokai region.

At OCH Co., Ltd., revenue slightly fell short of the planned figure, but operating profit exceeded the planned level. Orders were strong for the services and products that were originally developed by OCH. In addition, a shift to recurring revenue business models has been underway as subscription-based services increase.

The product portfolio is being revised, as necessary, due to the intensified competition in the market for a portion of its major products.

As a result, revenue of the business amounted to ¥7,478 million, a year-on-year increase of ¥1,196 million (19.0%), achieving a record high. Operating profit amounted to ¥646 million, a year-on-year increase of ¥64 million (11.1%).

2) Application Services Business

Results of the Application Services Business for the three months ended June 30, 2023 exceeded those for the same period of the previous fiscal year thanks to strong orders received, revenue and operating profit. The increased revenue and operating profit were supported by accumulated sales of subscription-based on-premise products as on-premise product licenses were shifted to subscription-based ones two fiscal years ago.

In the CRM field, orders received exceeded the planned figure. In addition, both revenue and operating profit have increased steadily thanks to the accumulated sales of subscription-based services from the previous fiscal year.

In the Software Quality Assurance field, orders received exceeded the plan driven by strong demand for testing tools for in-vehicle software. In addition, both revenue and operating profit have increased steadily thanks to the accumulated sales of subscription-based services from two fiscal years ago.

In the Business Solutions field, orders received slightly decreased from the previous fiscal year, but revenue was on par with the previous fiscal year, and operating profit was improving.

At ARECCIA Fintech Corp. (former Information Design & Architecture Yamazaki Co., Ltd.), both orders received and revenue fell short of the planned figures because it struggled with winning new projects. Under such a situation, the Company made ARECCIA Fintech Corp. a wholly-owned subsidiary through a share exchange, effective on July 1, 2023, for the purpose of combining the collective strength of the financial systems-related businesses that had been dispersed throughout our Group and unifying our business strategies. At the same time, the Company carried out a business reorganization involving a transfer of its Business Solutions division's financial systems-related business to ARECCIA Fintech Corp. through an absorption-type demerger, whereby we are working to expand and rebuild our Group's financial systems-related business. At CASAREAL, Inc., orders received and revenue exceeded the planned figures, but operating profit fell short of the planned figure due to increases in selling, general and administrative expenses and outsourcing expenses incurred in the training business. The education business such as IT training was robust.

In the new EdTech field, our school communication platform has been adopted by famous private advanced schools as well as national and other public schools. For the three months ended June 30, 2023, we strengthened our sales activities toward local boards of education to increase the adoption of our cloud services at public schools. To start up the business swiftly, we continue active investments, increasing sales and marketing staff as well as engineers who are required to implement the platform.

As a result, revenue of the business amounted to ¥1,883 million, a year-on-year increase of ¥289 million (18.2%). Operating profit amounted to ¥34 million, a year-on-year change of ¥90 million (-%).

3) Medical Systems Business

For the three months ended June 30, 2023, the Medical Systems Business saw continued strong orders for "NOBORI," a cloud service for medical information offered by the new PSP Corporation, established on April 1, 2022, and the cumulative number of contracting facilities increased. We have also secured orders for the renewal of service agreements with existing users. Meanwhile, upfront investments are continuing in projects such as the development of PHR services targeted at consumers (patients) and the joint development with medical institutions, AI venture companies and external partners, and they have achieved strong results. The overall performance of PSP continued to show steady revenue and operating profit compared to the planned figures. Note that there was a reactionary decrease in operating profit for the three months ended June 30, 2023

following an increase in operating profit for the three months ended June 30, 2022 as a result of recording, at the end of the fiscal year ended March 31, 2022, a lack of provision for bonuses paid in the summer of the fiscal year ended March 31, 2023, but the decrease had already been factored into the plan drawn up at the beginning of the fiscal year ending March 31, 2024. In addition, as PSP unified its personnel systems in April 2023, it expensed paid leave and long service leave, which resulted in a ¥98 million IFRS adjustment. This adjustment also lowered operating profit for the three months ended June 30, 2023.

At Ichigo LLC, our medical-related consolidated subsidiary, results continued to show steady orders received, revenue and operating profit compared to the planned figures.

With respect to safety management systems for medical radiation, the Ministerial Order Partially Amending the Enforcement Regulations on the Medical Care Act was already enforced. However, supervisory bodies have made little progress on audits due to the pandemic, and medical institutions' investment appetite for installation of radiation dose management systems is not as high as anticipated. Despite all this, at A-Line Co., Ltd., orders were on the rise for MINCADI, a radiation dose management system, resulting in a steady increase in revenue and a significant reduction in operating loss.

As a result, revenue of the business amounted to ¥2,112 million, a year-on-year increase of ¥104 million (5.2%), while operating profit amounted to ¥216 million, a year-on-year decrease of ¥154 million (41.7%).

(2) Qualitative Information on Consolidated Financial Position

Current assets increased ¥3,127 million (6.0%) from March 31, 2023 to ¥54,898 million as of June 30, 2023. The principal factor in this change was an increase of ¥3,385 million in advance payments to suppliers. Non-current assets stood at ¥13,919 million, a decrease of ¥1 million (0.0%) from March 31, 2023. The principal factor in this change was a ¥225 million decrease in property, plant and equipment. As a result, total assets amounted to ¥68,817 million, an increase of ¥3,126 million (4.8%) from March 31, 2023.

Current liabilities stood at ¥39,182 million, an increase of ¥3,138 million (8.7%) from March 31, 2023. The principal factor in this change was an increase of ¥3,920 million in contract liabilities. Non-current liabilities stood at ¥5,602 million, a ¥126 million (2.2%) decrease from March 31, 2023. The principal factor in this change was a ¥194 million decrease in lease liabilities. As a result, total liabilities amounted to ¥44,785 million, an increase of ¥3,011 million (7.2%) from March 31, 2023.

Total equity was ¥24,032 million, an increase of ¥115 million (0.5%) from March 31, 2023. The principal factor in this change was an increase of ¥79 million in non-controlling interests. As a result, the ratio of equity attributable to owners of parent to total assets was 27.6%.

(3) Qualitative Information on Consolidated Financial Results Forecast and Other Forward-looking Statements

At this point, the financial results forecast is unchanged from the figures announced on May 9, 2023.

2. Condensed Quarterly Consolidated Financial Statements and Primary Notes

(1) Condensed Quarterly Consolidated Statement of Financial Position

(Thousand yen)

	As of March 31, 2023	As of June 30, 2023
Assets		
Current assets		
Cash and cash equivalents	20,071,540	20,476,708
Trade and other receivables	6,274,018	3,639,675
Inventories	559,016	907,593
Advance payments to suppliers	16,230,848	19,616,338
Advance payment - cost of maintenance service	7,665,807	8,944,669
Other financial assets	—	5,121
Other current assets	969,585	1,308,425
Total current assets	51,770,817	54,898,532
Non-current assets		
Property, plant and equipment	6,121,593	5,896,302
Goodwill	171,978	171,978
Intangible assets	2,141,912	2,228,532
Investments accounted for using equity method	128,995	126,786
Other financial assets	3,693,551	3,799,551
Deferred tax assets	1,277,041	1,268,680
Other non-current assets	385,471	427,551
Total non-current assets	13,920,545	13,919,383
Total assets	65,691,363	68,817,915

(Thousand yen)

	As of March 31, 2023	As of June 30, 2023
Liabilities		
Current liabilities		
Trade and other payables	2,145,253	1,443,454
Borrowings	570,000	570,000
Lease liabilities	782,071	749,316
Income taxes payable	657,354	356,581
Contract liabilities	29,035,461	32,956,359
Other financial liabilities	45,257	16,691
Other current liabilities	2,809,108	3,090,220
Total current liabilities	36,044,508	39,182,624
Non-current liabilities		
Borrowings	300,000	250,000
Lease liabilities	2,995,542	2,801,184
Retirement benefit liability	1,912,880	2,009,525
Provisions	165,219	165,549
Other non-current liabilities	355,680	376,138
Total non-current liabilities	5,729,323	5,602,396
Total liabilities	41,773,831	44,785,021
Equity		
Share capital	1,298,120	1,298,120
Capital surplus	4,594,827	4,605,126
Treasury shares	(974,569)	(974,642)
Retained earnings	13,380,739	13,302,933
Other components of equity	671,876	775,381
Total equity attributable to owners of parent	18,970,993	19,006,919
Non-controlling interests	4,946,537	5,025,974
Total equity	23,917,531	24,032,894
Total liabilities and equity	65,691,363	68,817,915

(2) Condensed Quarterly Consolidated Statement of Profit or Loss and Condensed Quarterly Consolidated Statement of Comprehensive Income

Condensed Quarterly Consolidated Statement of Profit or Loss

For the three months ended June 30

(Thousand yen)

	For the three months ended June 30, 2022	For the three months ended June 30, 2023
Revenue	9,883,710	11,473,999
Cost of sales	(6,411,798)	(7,536,656)
Gross profit	3,471,912	3,937,343
Selling, general and administrative expenses	(2,594,990)	(3,036,285)
Other income	43,302	3,162
Other expenses	(23,014)	(6,034)
Operating profit	897,209	898,186
Finance income	29,816	16,769
Finance costs	(13,544)	(2,288)
Share of profit (loss) of investments accounted for using equity method	(3,939)	(2,209)
Profit before tax	909,541	910,457
Income tax expense	(281,262)	(273,279)
Profit	628,278	637,177
Profit attributable to:		
Owners of parent	502,401	560,900
Non-controlling interests	125,877	76,277
Earnings per share		
Basic earnings per share (Yen)	12.59	14.05
Diluted earnings per share (Yen)	12.55	14.00

Condensed Quarterly Consolidated Statement of Comprehensive Income
For the three months ended June 30

(Thousand yen)

	For the three months ended June 30, 2022	For the three months ended June 30, 2023
Profit	628,278	637,177
Other comprehensive income		
Items that will not be reclassified to profit or loss		
Equity financial assets measured at fair value through other comprehensive income	50,100	71,611
Total of items that will not be reclassified to profit or loss	50,100	71,611
Items that may be reclassified to profit or loss		
Cash flow hedges	50,658	22,334
Exchange differences on translation of foreign operations	–	1,561
Total of items that may be reclassified to profit or loss	50,658	23,895
Other comprehensive income, net of tax	100,759	95,507
Comprehensive income	729,037	732,685
Comprehensive income attributable to:		
Owners of parent	595,466	650,091
Non-controlling interests	133,571	82,593

(3) Condensed Quarterly Consolidated Statement of Changes in Equity

For the three months ended June 30, 2022

(Thousand yen)

	Equity attributable to owners of parent					
	Share capital	Capital surplus	Treasury shares	Retained earnings	Other components of equity	
					Share acquisition rights	Remeasurements of defined benefit plans
Balance at April 1, 2022	1,298,120	4,861,825	(975,804)	11,149,198	116,116	–
Profit	–	–	–	502,401	–	–
Other comprehensive income	–	–	–	–	–	–
Comprehensive income	–	–	–	502,401	–	–
Dividends of surplus	–	–	–	(518,866)	–	–
Purchase of treasury shares	–	–	(42)	–	–	–
Disposal of treasury shares	–	3,679	1,356	–	–	–
Share-based payment transactions	–	2,446	–	–	4,726	–
Exercise of stock acquisition rights	–	–	–	–	(5,030)	–
Changes in ownership interest in subsidiaries	–	(281,362)	–	–	–	–
Total transactions with owners, etc.	–	(275,236)	1,314	(518,866)	(303)	–
Balance at June 30, 2022	1,298,120	4,586,588	(974,490)	11,132,733	115,813	–

	Equity attributable to owners of parent				Non-controlling interests	Total equity
	Other components of equity			Total equity attributable to owners of parent		
	Equity financial assets measured at fair value through other comprehensive income	Cash flow hedges	Total			
Balance at April 1, 2022	569,315	–	685,431	17,018,771	3,183,504	20,202,276
Profit	–	–	–	502,401	125,877	628,278
Other comprehensive income	42,406	50,658	93,065	93,065	7,693	100,759
Comprehensive income	42,406	50,658	93,065	595,466	133,571	729,037
Dividends of surplus	–	–	–	(518,866)	(6,946)	(525,813)
Purchase of treasury shares	–	–	–	(42)	–	(42)
Disposal of treasury shares	–	–	–	5,036	–	5,036
Share-based payment transactions	–	–	4,726	7,173	–	7,173
Exercise of stock acquisition rights	–	–	(5,030)	(5,030)	–	(5,030)
Changes in ownership interest in subsidiaries	(9,046)	–	(9,046)	(290,409)	1,033,292	742,883
Total transactions with owners, etc.	(9,046)	–	(9,350)	(802,139)	1,026,345	224,206
Balance at June 30, 2022	602,675	50,658	769,147	16,812,098	4,343,421	21,155,520

For the three months ended June 30, 2023

(Thousand yen)

	Equity attributable to owners of parent					
	Share capital	Capital surplus	Treasury shares	Retained earnings	Other components of equity	
					Share acquisition rights	Remeasurements of defined benefit plans
Balance at April 1, 2023	1,298,120	4,594,827	(974,569)	13,380,739	136,261	–
Profit	–	–	–	560,900	–	–
Other comprehensive income	–	–	–	–	–	–
Comprehensive income	–	–	–	560,900	–	–
Dividends of surplus	–	–	–	(638,706)	–	–
Purchase of treasury shares	–	–	(73)	–	–	–
Share-based payment transactions	–	10,299	–	–	14,313	–
Changes resulting from additions to consolidation	–	–	–	–	–	–
Total transactions with owners, etc.	–	10,299	(73)	(638,706)	14,313	–
Balance at June 30, 2023	1,298,120	4,605,126	(974,642)	13,302,933	150,574	–

	Equity attributable to owners of parent					Non-controlling interests	Total equity
	Other components of equity				Total equity attributable to owners of parent		
	Equity financial assets measured at fair value through other comprehensive income	Exchange differences on translation of foreign operations	Cash flow hedges	Total			
Balance at April 1, 2023	565,976	–	(30,361)	671,876	18,970,993	4,946,537	23,917,531
Profit	–	–	–	–	560,900	76,277	637,177
Other comprehensive income	65,441	1,415	22,334	89,191	89,191	6,316	95,507
Comprehensive income	65,441	1,415	22,334	89,191	650,091	82,593	732,685
Dividends of surplus	–	–	–	–	(638,706)	(7,155)	(645,861)
Purchase of treasury shares	–	–	–	–	(73)	–	(73)
Share-based payment transactions	–	–	–	14,313	24,613	–	24,613
Changes resulting from additions to consolidation	–	–	–	–	–	3,998	3,998
Total transactions with owners, etc.	–	–	–	14,313	(614,166)	(3,156)	(617,323)
Balance at June 30, 2023	631,418	1,415	(8,026)	775,381	19,006,919	5,025,974	24,032,894