This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

# Consolidated Financial Results for the Nine Months Ended December 31, 2023 (Under IFRS)



February 2, 2024

Company name: NS Solutions Corporation Listing: Tokyo Stock Exchange

Securities code: 2327

URL: https://www.nssol.nipponsteel.com

Representative: Kazuhiko Tamaoki, Representative Director & President Inquiries: Hideki Komatsu, Director, Accounting & Finance Department

Telephone: +81-3-6899-6000

Scheduled date of filing quarterly securities report: February 9, 2024

Scheduled date of commencing dividend payments:

Preparation of supplementary material on quarterly financial results: Yes

Holding of quarterly financial results briefing:

Yes (for analysts)

(Amounts of less than one million yen are rounded down.)

# 1. Consolidated Financial Results for the Nine Months Ended December 31, 2023 (April 1, 2023 to December 31, 2023)

(1) Consolidated Operating Results (cumulative) (% indicates changes from the previous corresponding period.)

|                   | Revenue     | Revenue Operating profit Profit before tax |             | Operating profit |             | e tax | Profit attributa<br>owners of pa |       |
|-------------------|-------------|--|-------------|------------------|-------------|-------|----------------------------------|-------|
| Nine months ended | Million yen | %  | Million yen | %                | Million yen | %     | Million yen                      | %     |
| December 31, 2023 | 220,119     | 6.5  | 23,295      | 4.4              | 23,706      | 4.9   | 15,483                           | 2.5   |
| December 31, 2022 | 206,780     | 5.7  | 22,323      | 0.7              | 22,588      | (0.2) | 15,099                           | (0.3) |

|                   | Total comprehensive income |        | Basic earnings per share | Diluted earnings<br>per share |
|-------------------|----------------------------|--------|--------------------------|-------------------------------|
| Nine months ended | Million yen                | %      | Yen                      | Yen                           |
| December 31, 2023 | 30,923                     | 341.8  | 169.24                   | _                             |
| December 31, 2022 | 6,998                      | (75.0) | 165.03                   | _                             |

## (2) Consolidated Financial Position

|                   | Total assets | Total equity | Equity attributable to owners of parent | Ratio of equity<br>attributable to<br>owners of parent to<br>total assets |
|-------------------|--------------|--------------|---|---|
| As of             | Million yen  | Million yen  | Million yen                             | %   |
| December 31, 2023 | 338,649      | 231,115      | 223,474                                 | 66.0  |
| March 31, 2023    | 319,908      | 207,800      | 200,523                                 | 62.7  |

#### 2. Cash Dividends

|   |                 | Annual dividends |                 |          |       |  |  |
|---|-----------------|------------------|-----------------|----------|-------|--|--|
|   | 1st quarter-end | 2nd quarter-end  | 3rd quarter-end | Year-end | Total |  |  |
|   | Yen             | Yen              | Yen             | Yen      | Yen   |  |  |
| Fiscal year ended<br>March 31, 2023             | _               | 35.00            | _               | 40.00    | 75.00 |  |  |
| Fiscal year ending<br>March 31, 2024            | _               | 40.00            | -               |          |       |  |  |
| Fiscal year ending<br>March 31, 2024 (Forecast) |                 |                  |                 | 40.00    | 80.00 |  |  |

(Note) Revision to the forecast for dividends announced most recently: None

# 3. Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2024 (April 1, 2023 to March 31, 2024)

(% indicates changes from the previous corresponding period.)

|           | Revenue             |          | Operating p        | rofit    | Profit before      | e tax    | Profit attribute to owners of |          | Basic earnings per share |
|-----------|---------------------|----------|--------------------|----------|--------------------|----------|-------------------------------|----------|--------------------------|
| Full year | Million yen 305,000 | %<br>4.6 | Million yen 33,500 | %<br>5.5 | Million yen 34,000 | %<br>5.9 | Million yen 22,800            | %<br>3.6 | Yen<br>249.21            |

(Note) Revision to the financial results forecast announced most recently: None

#### \* Notes:

- (1) Changes in significant subsidiaries during the period under review (changes in specified subsidiaries resulting in changes in scope of consolidation): None
- (2) Changes in accounting policies and changes in accounting estimates
  - 1) Changes in accounting policies required by IFRS: None
  - 2) Changes in accounting policies other than 1) above: None
  - 3) Changes in accounting estimates: None
- (3) Total number of issued shares (common stock)
  - 1) Total number of issued shares at the end of the period (including treasury shares):

As of December 31, 2023: 91,501,000 shares As of March 31, 2023: 91,501,000 shares

2) Total number of treasury shares at the end of the period:

As of December 31, 2023: 8,504 shares
As of March 31, 2023: 4,845 shares

3) Average number of shares outstanding during the period:

Nine months ended December 31, 2023: 91,490,272 shares Nine months ended December 31, 2022: 91,494,149 shares

- \* This quarterly consolidated financial results report is exempt from the quarterly review conducted by certified public accountants or an audit corporation.
- \* Explanation of the proper use of financial results forecast and other notes
  - The forecasts stated above are based on information available as of the date of publication of this document. Actual results may differ from these forecasts due to a wide range of factors hereafter.

## Table of Contents - Attachments

| 1. Qualitative Information on Quarterly Financial Results                                      | 2         |
|--|-----------|
| (1) Operating Results  | 2         |
| (2) Financial Position   | 3         |
| (3) Consolidated Financial Results Forecast and Other Forward-looking Information              |           |
| 2. Condensed Quarterly Consolidated Financial Statements and Primary Notes                     | 6         |
| (1) Condensed Quarterly Consolidated Statements of Financial Position                          | 6         |
| (2) Condensed Quarterly Consolidated Statements of Profit or Loss and Condensed Quarterly Con- | solidated |
| Statements of Comprehensive Income   | 8         |
| (3) Condensed Quarterly Consolidated Statements of Changes in Equity                           | 12        |
| (4) Condensed Quarterly Consolidated Statements of Cash Flows                                  | 14        |
| (5) Notes to Condensed Quarterly Consolidated Financial Statements                             | 15        |
| Going concern assumption   | 15        |

### 1. Qualitative Information on Quarterly Financial Results

## (1) Operating Results

Analysis of operating results

Japan saw signs of a mild economic recovery during the nine months ended December 31, 2023, despite a stagnation seen in some parts. However, the outlook remains uncertain, as there is a risk of a slowdown in the Japanese economy as it faces downward pressure from slowing overseas economies, such as with the impact associated with global monetary tightening and concerns about the outlook for the Chinese economy. In addition, close attention should be paid to the impact of rising prices, the situation in the Middle East, and financial market fluctuations.

Corporate earnings have generally improved, and system investment by client companies has remained firm.

Based on the Medium-term Business Strategy 2021–2025 published in April 2021, NS Solutions Corporation (hereinafter, the "Company," and the Company and its subsidiaries are collectively referred to as the "Group") defined four focus areas for business growth: digital transformation (DX) in the manufacturing industry, digital platformer, digital workplace solutions, and IT outsourcing. We are endeavoring to expand our business by capturing customer needs for DX to the greatest extent possible.

As part of our efforts to promote customers' DX, the Company has commenced providing "ConSeek," an integrated business management platform service for financial institutions as well as a modernization project for an insurance company's backbone system. It has also introduced a supply and demand management system that leverages "PPPlan," the Company's supply chain management cloud service for the food industry. In addition, the Company teamed up with Nippon Steel Corporation to develop a production planning system with mathematical optimization technology, which is designed to realize business reform, with the system already starting full operations.

Moreover, in the AI domain, where the Company has accumulated knowledge, we have started to offer support services powered by generative AI and ChatGPT as well as total support services for "Oracle Cloud VMware Solution," which aids in lifting backbone systems to the cloud. In addition, we continued to work to expand sales of virtual desktop service "M³DaaS@absonne\*1" and electronic transaction and contract service "CONTRACTHUB\*2" in an effort to facilitate business growth in our focus areas.

As part of our growth-focused investments, the Company has also entered into business alliances with AI startup company ExaWizards Inc., and NIPPON STEEL TEXENG.CO., LTD. in the digital manufacturing field. In addition, we made TEXENG SOLUTIONS CORPORATION a Group company and have signed an agreement for a capital and business alliance with TOHO SYSTEM SCIENCE CO., LTD., in an effort to strengthen our abilities to respond to customers' DX needs.

- \*1. Ranked first in "DaaS market share" for the 10th consecutive year (Referencing from Fuji Chimera Research Institute, Inc., "2023 Current Trends and Future Prospects of Cloud Computing")
- \* 2. Cumulative number of documents registered exceeded 30 million at the end of April 2023

To promote sustainability management, we have organized our value creation process based on our goals to achieve the purpose of our existence in society, defined five material issues, and are working to address them. The Company has been committed to fostering a corporate culture in which everyone can work with vigor and enthusiasm, including the promotion of D&I. Continuing from last year, the Company was awarded the highest gold rating in the Pride Index 2023, which is an evaluation index for initiatives related to LGBTQ+ and other sexual minorities. Additionally, the Company is engaged in various business activities from an ESG

perspective to create a prosperous society, such as with the establishment of "GRID BOX," an incubator that promotes the training of top-level IT engineers and the creation of employment opportunities in regional areas jointly with Izumo City in Shimane Prefecture and companies in that prefecture. As a result of these efforts, the Company was selected again as an index component of the FTSE4Good Index Series, FTSE Blossom of Japan Index, and FTSE Blossom Japan Sector Relative Index, which are ESG investment benchmarks.

Revenue for the nine months ended December 31, 2023 amounted to 220,119 million yen, an increase of 13,338 million yen compared to 206,780 million yen for the same period of the previous fiscal year. This was due to favorable conditions in digital workplace solutions, the cloud services and Oracle solutions, in addition to higher sales to major banks and Nippon Steel Corporation. Operating profit amounted to 23,295 million yen, an increase of 971 million yen compared to 22,323 million yen for the same period of the previous fiscal year. This was due to increased gross profit including an improved gross profit margin, despite a rise in selling, general and administrative expenses as a result of the implementation of measures to strengthen human capital, including recruiting and training, and the promotion of internal infrastructure improvement in addition to enhancing sales capability.

An overview of the nine months ended December 31, 2023 by service field (Business Solutions and Consulting & Digital Service) is as follows.

#### **Business Solutions**

In Business Solutions, revenue for the nine months ended December 31, 2023 totaled 167,536 million yen, an increase of 9,807 million yen compared to 157,729 million yen in the same period of the previous fiscal year. This was mainly due to higher sales to major banks and Nippon Steel Corporation.

## Consulting & Digital Service

In Consulting & Digital Service, revenue for the nine months ended December 31, 2023 was 52,582 million yen, an increase of 3,531 million yen from 49,051 million yen in the same period of the previous fiscal year owing to favorable sales in digital workplace solutions, the cloud services and Oracle solutions.

#### (2) Financial Position

#### 1) Analysis of financial position

Total assets at the end of the nine months ended December 31, 2023 amounted to 338,649 million yen, an increase of 18,740 million yen compared to 319,908 million yen at the end of the previous fiscal year. This was mainly due to increases of 17,472 million yen in other financial assets, 10,528 million yen in contract assets, and 9,539 million yen in inventories, partly offset by a decrease of 19,743 million yen in trade and other receivables.

Total liabilities at the end of the nine months ended December 31, 2023 amounted to 107,534 million yen, a decrease of 4,574 million yen compared to 112,108 million yen at the end of the previous fiscal year. This was mainly due to decreases of 5,304 million yen in bonus payable included in other current liabilities, 4,845 million yen in lease liabilities, and 2,835 million yen in income taxes payable, partly offset by increases of 6,608 million yen in contract liabilities and 4,690 million yen in deferred tax liabilities.

Total equity at the end of the nine months ended December 31, 2023 amounted to 231,115 million yen, an increase of 23,314 million yen compared to 207,800 million yen at the end of the previous fiscal year. The breakdown mainly includes 16,103 million yen of profit, 14,820 million yen of other comprehensive income, and minus 7,319 million yen of dividends paid. As a result, the ratio of equity attributable to owners of parent to total assets was 66.0%.

#### 2) Cash flows

Statement of cash flows

The balance of cash and cash equivalents at the end of the nine months ended December 31, 2023 was 107,338 million yen. Net increase in cash and cash equivalents for the first three quarters of the current fiscal year was 6,015 million yen, compared to a net decrease of 5,842 million yen for the same period of the previous fiscal year. Cash flows by activity type are as follows.

#### i) Cash flows from operating activities

Cash flows from operating activities for the nine months ended December 31, 2022 resulted in a cash inflow of 9,371 million yen. This mainly consists of 22,588 million yen of profit before tax and 9,396 million yen of depreciation and amortization, a 10,573 million yen decrease in trade and other receivables, a 10,925 million yen increase in contract assets, a 6,633 million yen increase in inventories, a 2,795 million yen increase in trade and other payables, a 4,921 million yen decrease in bonus payable, and 10,915 million yen of income taxes paid. On the other hand, cash flows from operating activities for the nine months ended December 31, 2023 resulted in a cash inflow of 18,288 million yen. This mainly consists of 23,706 million yen of profit before tax and 9,013 million yen of depreciation and amortization, a 19,300 million yen decrease in trade and other receivables, a 10,514 million yen increase in contract assets, and a 9,463 million yen increase in inventories, a 6,264 million yen increase in trade and other payables, a 5,312 million yen decrease in bonus payable, and income taxes paid of 11,951 million yen.

#### ii) Cash flows from investing activities

Cash flows from investing activities for the nine months ended December 31, 2022 resulted in a cash outflow of 2,612 million yen. This mainly consists of 3,270 million yen of purchase of property, plant and equipment, and intangible assets, 4,745 million yen of purchase of other financial assets, and 5,504 million yen of proceeds from sale and redemption of other financial assets. On the other hand, cash flows from investing activities for the nine months ended December 31, 2023 resulted in a cash inflow of 739 million yen. This mainly consists of 2,626 million yen of purchase of property, plant and equipment, and intangible assets, 4,376 million yen of purchase of other financial assets, and 7,555 million yen of proceeds from sale and redemption of other financial assets.

#### iii) Cash flows from financing activities

Cash flows from financing activities for the nine months ended December 31, 2022 resulted in a cash outflow of 12,868 million yen. This mainly consists of 6,114 million yen of repayments of lease liabilities and 6,496 million yen of dividends paid. On the other hand, cash flows from financing activities for the nine months ended December 31, 2023 resulted in a cash outflow of 13,238 million yen. This mainly consists of 5,603 million yen of repayments of lease liabilities and 7,319 million yen of dividends paid.

Information on capital resources and liquidity of funds

## i) Basic policy

The Group believes that it is important to continuously maintain and strengthen its competitiveness and increase its corporate value into the future.

Therefore, we seek to maintain sufficient internal reserves to prepare for capital requirements for business growth and business risks such as wide-area disasters. The capital requirements include those for initiatives to steadily capture evolving DX needs, continuously enhance high-value-added businesses and overall corporate value, further strengthen acquisition and training of excellent human resources, and conduct

thorough internal controls and risk management. At the same time, regarding profit distribution, our basic policy is to implement appropriate and stable distribution of dividends to shareholders.

We aim for a consolidated dividend payout ratio of 30%, with a focus on returning profits to shareholders in line with consolidated performance.

#### ii) Capital requirements and financing

Major capital requirements of the Group include capital expenditures and operating expenses such as material costs, outsourcing costs, labor costs, overhead costs, and selling, general and administrative expenses. Those capital requirements are satisfied by own funds.

As for working capital on hand, the Company concentrates surplus funds from subsidiaries in the Company for centralized management by implementing the cash management system (CMS) and also having certain of its domestic subsidiaries implement the same system. Note that the Company's CMS is administered by Nippon Steel Corporation with 97,777 million yen deposited in the system as of December 31, 2023 being presented as part of cash and cash equivalents.

For unexpected capital requirements, the Company has overdraft arrangements with major banks and Nippon Steel Corporation, its parent company, to prepare for liquidity risks.

## (3) Consolidated Financial Results Forecast and Other Forward-looking Information

No revisions have been made to the consolidated financial results forecast announced on April 28, 2023.

## 2. Condensed Quarterly Consolidated Financial Statements and Primary Notes

## (1) Condensed Quarterly Consolidated Statements of Financial Position

|   |                      | (Millions of yen        |
|---|----------------------|-------------------------|
|   | As of March 31, 2023 | As of December 31, 2023 |
| Assets  |                      |                         |
| Current assets                                |                      |                         |
| Cash and cash equivalents                     | 101,322              | 107,338                 |
| Trade and other receivables                   | 65,822               | 46,078                  |
| Contract assets                               | 14,059               | 24,587                  |
| Inventories                                   | 21,526               | 31,066                  |
| Other financial assets                        | 2,472                | 1,244                   |
| Other current assets                          | 2,180                | 3,010                   |
| Total current assets                          | 207,383              | 213,320                 |
| Non-current assets                            |                      |                         |
| Property, plant and equipment                 | 18,661               | 17,302                  |
| Right-of-use assets                           | 24,939               | 20,160                  |
| Goodwill                                      | 2,923                | 2,923                   |
| Intangible assets                             | 3,731                | 3,950                   |
| Investments accounted for using equity method | 181                  | 189                     |
| Other financial assets                        | 58,132               | 76,832                  |
| Deferred tax assets                           | 3,814                | 3,82                    |
| Other non-current assets                      | 141                  | 13                      |
| Total non-current assets                      | 112,525              | 125,323                 |
| Total assets                                  | 319,908              | 338,649                 |

|   | As of March 31, 2023 | As of December 31, 2023 |
|---|----------------------|-------------------------|
| Liabilities                                   |                      |                         |
| Current liabilities                           |                      |                         |
| Trade and other payables                      | 24,656               | 22,703                  |
| Contract liabilities                          | 16,282               | 22,890                  |
| Lease liabilities                             | 7,242                | 7,030                   |
| Other financial liabilities                   | 1,145                | 2,825                   |
| Income taxes payable                          | 6,445                | 3,609                   |
| Provisions                                    | 526                  | 565                     |
| Other current liabilities                     | 16,320               | 7,804                   |
| Total current liabilities                     | 72,619               | 67,428                  |
| Non-current liabilities                       |                      |                         |
| Lease liabilities                             | 17,786               | 13,153                  |
| Other financial liabilities                   | 216                  | 104                     |
| Retirement benefit liability                  | 10,944               | 11,369                  |
| Provisions                                    | 3,111                | 3,339                   |
| Deferred tax liabilities                      | 3,352                | 8,042                   |
| Other non-current liabilities                 | 4,077                | 4,095                   |
| Total non-current liabilities                 | 39,489               | 40,105                  |
| Total liabilities                             | 112,108              | 107,534                 |
| Equity  |                      |                         |
| Share capital                                 | 12,952               | 12,952                  |
| Capital surplus                               | 9,951                | 9,940                   |
| Retained earnings                             | 153,016              | 164,787                 |
| Treasury shares                               | (17)                 | (32)                    |
| Other components of equity                    | 24,620               | 35,825                  |
| Total equity attributable to owners of parent | 200,523              | 223,474                 |
| Non-controlling interests                     | 7,277                | 7,641                   |
| Total equity                                  | 207,800              | 231,115                 |
| Total liabilities and equity                  | 319,908              | 338,649                 |

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

Condensed Quarterly Consolidated Statements of Profit or Loss

Nine months ended December 31, 2022 and 2023

|   | Nine months ended<br>December 31, 2022 | Nine months ended<br>December 31, 2023 |
|---|--|--|
| Revenue   | 206,780                                | 220,119                                |
| Cost of sales   | (160,155)                              | (169,214)                              |
| Gross profit  | 46,625                                 | 50,904                                 |
| Selling, general and administrative expenses                            | (24,387)                               | (27,459)                               |
| Share of profit (loss) of investments accounted for using equity method | (2)                                    | 8                                      |
| Other income  | 179                                    | 164                                    |
| Other expenses  | (90)                                   | (322)                                  |
| Operating profit  | 22,323                                 | 23,295                                 |
| Finance income  | 493                                    | 538                                    |
| Finance costs   | (228)                                  | (127)                                  |
| Profit before tax   | 22,588                                 | 23,706                                 |
| Income tax expense  | (6,975)                                | (7,602)                                |
| Profit  | 15,612                                 | 16,103                                 |
| Profit attributable to  |  |  |
| Owners of parent  | 15,099                                 | 15,483                                 |
| Non-controlling interests   | 513                                    | 620                                    |
| Earnings per share  |  |  |
| Basic earnings per share (yen)  | 165.03                                 | 169.24                                 |

|   |                                      | (Willions of yell)                   |
|---|--------------------------------------|--------------------------------------|
|   | Three months ended December 31, 2022 | Three months ended December 31, 2023 |
| Revenue   | 72,094                               | 75,345                               |
| Cost of sales   | (55,916)                             | (57,846)                             |
| Gross profit  | 16,178                               | 17,498                               |
| Selling, general and administrative expenses                            | (7,923)                              | (8,798)                              |
| Share of profit (loss) of investments accounted for using equity method | (15)                                 | (6)                                  |
| Other income  | 123                                  | 52                                   |
| Other expenses  | (43)                                 | (92)                                 |
| Operating profit  | 8,319                                | 8,652                                |
| Finance income  | 96                                   | 104                                  |
| Finance costs   | (63)                                 | (62)                                 |
| Profit before tax   | 8,352                                | 8,694                                |
| Income tax expense  | (2,418)                              | (2,510)                              |
| Profit  | 5,933                                | 6,183                                |
| Profit attributable to  |                                      |                                      |
| Owners of parent  | 5,701                                | 5,983                                |
| Non-controlling interests   | 232                                  | 199                                  |
| Earnings per share  |                                      |                                      |
| Basic earnings per share (yen)  | 62.31                                | 65.40                                |

## Condensed Quarterly Consolidated Statements of Comprehensive Income

## Nine months ended December 31, 2022 and 2023

|  | Nine months ended<br>December 31, 2022 | Nine months ended<br>December 31, 2023 |
|--|--|--|
| Profit   | 15,612                                 | 16,103                                 |
| Other comprehensive income, net of tax effect  |  |  |
| Items that will not be reclassified to profit or loss  |  |  |
| Remeasurement of net defined benefit liability (asset)   | (39)                                   | 0                                      |
| Net change in fair value of equity instruments<br>designated as measured at fair value through other<br>comprehensive income | (8,979)                                | 14,497                                 |
| Total of items that will not be reclassified to profit or loss   | (9,019)                                | 14,497                                 |
| Items that may be reclassified to profit or loss   |  |  |
| Exchange differences on translation of foreign operations  | 405                                    | 323                                    |
| Total of items that may be reclassified to profit or loss  | 405                                    | 323                                    |
| Total other comprehensive income, net of tax effect  | (8,613)                                | 14,820                                 |
| Comprehensive income   | 6,998                                  | 30,923                                 |
| Comprehensive income attributable to   |  |  |
| Owners of parent   | 6,473                                  | 30,295                                 |
| Non-controlling interests  | 525                                    | 627                                    |

|  |                                      | (                                    |
|--|--------------------------------------|--------------------------------------|
|  | Three months ended December 31, 2022 | Three months ended December 31, 2023 |
| Profit   | 5,933                                | 6,183                                |
| Other comprehensive income, net of tax effect  |                                      |                                      |
| Items that will not be reclassified to profit or loss Remeasurement of net defined benefit liability (asset)                 | 0                                    | -                                    |
| Net change in fair value of equity instruments<br>designated as measured at fair value through other<br>comprehensive income | (41)                                 | 8,323                                |
| Total of items that will not be reclassified to profit or loss   | (41)                                 | 8,323                                |
| Items that may be reclassified to profit or loss  Exchange differences on translation of foreign operations                  | 38                                   | 77                                   |
| Total of items that may be reclassified to profit or loss  | 38                                   | 77                                   |
| Total other comprehensive income, net of tax effect  | (2)                                  | 8,400                                |
| Comprehensive income   | 5,931                                | 14,583                               |
| Comprehensive income attributable to   |                                      |                                      |
| Owners of parent   | 5,697                                | 14,380                               |
| Non-controlling interests  | 234                                  | 202                                  |

# (3) Condensed Quarterly Consolidated Statements of Changes in Equity

Nine months ended December 31, 2022 (April 1, 2022 to December 31, 2022)

|   | Equity attributable to owners of parent |                    |                   |                    |  |  |  |  |
|---|---|--------------------|-------------------|--------------------|--|--|--|--|
|   |   |                    | Equit             | y attiioutaoi      | Other components of equity   |  |  |  |
|   | Share<br>capital                        | Capital<br>surplus | Retained earnings | Treasury<br>shares | Net change in fair value of equity instruments designated as measured at fair value through other comprehensive income | Remeasurement of net defined benefit liability (asset) |  |  |
| Balance at beginning of period                                | 12,952                                  | 9,950              | 134,844           | (2)                | 39,892   | -  |  |  |
| Profit  | _                                       | _                  | 15,099            | _                  | -  | -  |  |  |
| Other comprehensive income                                    | _                                       | _                  | -                 | _                  | (8,979)  | (39)   |  |  |
| Comprehensive income  | 1                                       | -                  | 15,099            | 1                  | (8,979)  | (39)   |  |  |
| Dividends of surplus  | 1                                       | -                  | (6,496)           | _                  | _  | _  |  |  |
| Purchase of treasury shares                                   | _                                       | _                  | _                 | (50)               | -  | -  |  |  |
| Disposal of treasury shares                                   | _                                       | 0                  | _                 | 0                  | -  | -  |  |  |
| Share-based payment transactions                              | _                                       | (11)               | -                 | 34                 | _  | _  |  |  |
| Transfer from other components of equity to retained earnings | _                                       | -                  | 2,191             | _                  | (2,230)  | 39   |  |  |
| Total transactions with owners                                | _                                       | (10)               | (4,304)           | (14)               | (2,230)  | 39   |  |  |
| Balance at end of period                                      | 12,952                                  | 9,939              | 145,638           | (17)               | 28,681   | -  |  |  |

|   | Equity attr   | ributable to owner | rs of parent |                              |              |  |
|---|---|--------------------|--------------|------------------------------|--------------|--|
|   | Other components of equity  |                    |              |                              |              |  |
|   | Exchange<br>differences on<br>translation of<br>foreign<br>operations | Total              | Total        | Non-controlling<br>interests | Total equity |  |
| Balance at beginning of period                                | 193   | 40,086             | 197,831      | 6,738                        | 204,569      |  |
| Profit  | _   | _                  | 15,099       | 513                          | 15,612       |  |
| Other comprehensive income                                    | 394   | (8,625)            | (8,625)      | 11                           | (8,613)      |  |
| Comprehensive income  | 394   | (8,625)            | 6,473        | 525                          | 6,998        |  |
| Dividends of surplus  | _   | _                  | (6,496)      | (207)                        | (6,703)      |  |
| Purchase of treasury shares                                   | _   | _                  | (50)         | _                            | (50)         |  |
| Disposal of treasury shares                                   | _   | _                  | 0            | _                            | 0            |  |
| Share-based payment transactions                              | _   | _                  | 23           | _                            | 23           |  |
| Transfer from other components of equity to retained earnings | _   | (2,191)            | _            | _                            | _            |  |
| Total transactions with owners                                | _   | (2,191)            | (6,522)      | (207)                        | (6,729)      |  |
| Balance at end of period                                      | 587   | 29,269             | 197,782      | 7,056                        | 204,839      |  |

## Nine months ended December 31, 2023 (April 1, 2023 to December 31, 2023)

|   | Equity attributable to owners of parent |                    |                   |                    |   |  |  |
|---|---|--------------------|-------------------|--------------------|---|--|--|
|   |   |                    |                   |                    | Other compo   | nents of equity  |  |
|   | Share<br>capital                        | Capital<br>surplus | Retained earnings | Treasury<br>shares | Net change in fair<br>value of equity<br>instruments designated<br>as measured at fair<br>value through other<br>comprehensive income | Remeasurement of net<br>defined benefit liability<br>(asset) |  |
| Balance at beginning of period                                | 12,952                                  | 9,951              | 153,016           | (17)               | 24,159  | _  |  |
| Profit  | -                                       | -                  | 15,483            | -                  | _   | _  |  |
| Other comprehensive income                                    | _                                       | _                  | _                 |                    | 14,497  | 0  |  |
| Comprehensive income  | 1                                       | -                  | 15,483            | -                  | 14,497  | 0  |  |
| Dividends of surplus  | -                                       | _                  | (7,319)           | _                  | _   | -  |  |
| Purchase of treasury shares                                   | _                                       | _                  | _                 | (51)               | -   | _  |  |
| Share-based payment transactions                              | _                                       | (10)               | -                 | 36                 | _   | _  |  |
| Transfer from other components of equity to retained earnings | _                                       | _                  | 3,607             | _                  | (3,607)   | (0)  |  |
| Total transactions with owners                                | _                                       | (10)               | (3,712)           | (14)               | (3,607)   | (0)  |  |
| Balance at end of period                                      | 12,952                                  | 9,940              | 164,787           | (32)               | 35,049  | _  |  |

|   | Equity att  | ributable to owner | s of parent |                              |              |
|---|---|--------------------|-------------|------------------------------|--------------|
|   | Other components of equity  |                    |             |                              |              |
|   | Exchange<br>differences on<br>translation of<br>foreign<br>operations | Total              | Total       | Non-controlling<br>interests | Total equity |
| Balance at beginning of period                                | 460   | 24,620             | 200,523     | 7,277                        | 207,800      |
| Profit  | _   | _                  | 15,483      | 620                          | 16,103       |
| Other comprehensive income                                    | 315   | 14,812             | 14,812      | 7                            | 14,820       |
| Comprehensive income  | 315   | 14,812             | 30,295      | 627                          | 30,923       |
| Dividends of surplus  | _   | _                  | (7,319)     | (263)                        | (7,583)      |
| Purchase of treasury shares                                   | _   | _                  | (51)        | _                            | (51)         |
| Share-based payment transactions                              | _   | _                  | 25          | _                            | 25           |
| Transfer from other components of equity to retained earnings | -   | (3,607)            | _           | _                            | _            |
| Total transactions with owners                                |   | (3,607)            | (7,345)     | (263)                        | (7,608)      |
| Balance at end of period                                      | 776   | 35,825             | 223,474     | 7,641                        | 231,115      |

# (4) Condensed Quarterly Consolidated Statements of Cash Flows

|   |  | (Millions of yen)                      |
|---|--|--|
|   | Nine months ended<br>December 31, 2022 | Nine months ended<br>December 31, 2023 |
| Cash flows from operating activities                                    |  |  |
| Profit before tax   | 22,588                                 | 23,706                                 |
| Depreciation and amortization   | 9,396                                  | 9,013                                  |
| Impairment losses   | _                                      | 166                                    |
| Interest income   | (177)                                  | (198)                                  |
| Dividend income   | (297)                                  | (276)                                  |
| Interest expenses   | 78                                     | 60                                     |
| Share of loss (profit) of investments accounted for using equity method | 2                                      | (8)                                    |
| Decrease (increase) in trade and other receivables                      | 10,573                                 | 19,300                                 |
| Decrease (increase) in contract assets                                  | (10,925)                               | (10,514)                               |
| Decrease (increase) in inventories                                      | (6,633)                                | (9,463)                                |
| Increase (decrease) in trade and other payables                         | 2,795                                  | 6,264                                  |
| Increase (decrease) in bonus payable                                    | (4,921)                                | (5,312)                                |
| Increase (decrease) in consumption tax payable etc.                     | (2,160)                                | (3,191)                                |
| Other   | (434)                                  | 274                                    |
| Subtotal  | 19,884                                 | 29,821                                 |
| Interest received   | 182                                    | 203                                    |
| Dividends received  | 297                                    | 276                                    |
| Interest paid   | (78)                                   | (60)                                   |
| Income taxes paid   | (10,915)                               | (11,951)                               |
| Net cash provided by (used in) operating activities                     | 9,371                                  | 18,288                                 |
| Cash flows from investing activities                                    |  |  |
| Payments into time deposits   | (48)                                   | (297)                                  |
| Proceeds from withdrawal of time deposits                               | _                                      | 559                                    |
| Purchase of property, plant and equipment, and intangible assets        | (3,270)                                | (2,626)                                |
| Purchase of other financial assets                                      | (4,745)                                | (4,376)                                |
| Proceeds from sale and redemption of other financial assets             | 5,504                                  | 7,555                                  |
| Other   | (52)                                   | (75)                                   |
| Net cash provided by (used in) investing activities                     | (2,612)                                | 739                                    |
| Cash flows from financing activities                                    |  |  |
| Repayments of lease liabilities   | (6,114)                                | (5,603)                                |
| Dividends paid  | (6,496)                                | (7,319)                                |
| Dividends paid to non-controlling interests                             | (207)                                  | (263)                                  |
| Purchase of treasury shares   | (50)                                   | (51)                                   |
| Other   | 0                                      |  |
| Net cash provided by (used in) financing activities                     | (12,868)                               | (13,238)                               |
| Effect of exchange rate changes on cash and cash equivalents            | 267                                    | 225                                    |
| Net increase (decrease) in cash and cash equivalents                    | (5,842)                                | 6,015                                  |
| Cash and cash equivalents at beginning of period                        | 95,706                                 | 101,322                                |
| Cash and cash equivalents at end of period                              | 89,864                                 | 107,338                                |
| cash and cash equivalents at one of period                              | 02,004                                 | 107,550                                |

## (5) Notes to Condensed Quarterly Consolidated Financial Statements

Going concern assumption Not applicable.