

Financial Results Presentation

for the Fiscal Year Ended March 31, 2024

OBIC Co.,Ltd.

April 24, 2024

Organization for **B**usiness **I**nnovation and **C**ommunication

Overview of Group Companies

(As of March 31, 2024)

Established Paid-in capital Number of employees

OBIC Co., Ltd.

Apr. 1968

¥19.17 billion

1,898

Consolidated subsidiaries

OBIC Office Automation Co., Ltd.

Nov. 1979

¥320 million

209

Number of employees (consolidated) : 2,107

Equity-method affiliates

OBIC Business Consultant Co., Ltd.

Dec. 1980

¥10.51 billion

941

Overview of the Group's Business Operations

【 System Integration Services 】	OBIC Co., Ltd.
【 System Support Services 】	
【 Office Automation Services 】	OBIC Office Automation Co., Ltd.
【 Business-use Package SoftwareServices 】	OBIC Business Consultant Co., Ltd.

OBIC Group

Consolidated Financial Results

Fiscal Year Ended March 31, 2024

Consolidated Balance Sheet

(¥ million)

Assets	2023/3	2024/3	Change
Current assets	171,746	187,132	15,386
Cash and deposits	156,321	170,244	13,922
Notes and accounts receivable - trade, and contract assets	13,855	15,316	1,461
Others	1,569	1,571	2
Fixed assets	194,962	275,032	80,070
Tangible fixed assets	55,279	56,809	1,530
Intangible fixed assets	144	122	△22
Investments and other assets	139,538	218,101	78,562
Investment securities	137,226	215,787	78,560
Deferred tax assets	464	463	△1
Others	1,847	1,850	2
Total assets	366,708	462,165	95,456

Consolidated Balance Sheet

(¥ million)

Liabilities	2023/3	2024/3	Change
Current liabilities	27,067	28,534	1,467
Fixed liabilities	11,776	34,938	23,161
Total liabilities	38,843	63,473	24,629
Net assets			
Shareholders' equity	306,671	325,077	18,405
Capital stock and capital surplus	38,745	38,835	89
Retained earnings	295,484	329,547	34,063
Treasury shares	△27,558	△43,305	△15,747
Accumulated other comprehensive income	21,192	73,614	52,421
Valuation differences on other securities	21,567	74,011	52,444
Revaluation reserve for land	△481	△481	-
Total net assets	327,864	398,692	70,827
Total liabilities and net assets	366,708	462,165	95,456

Equity ratio

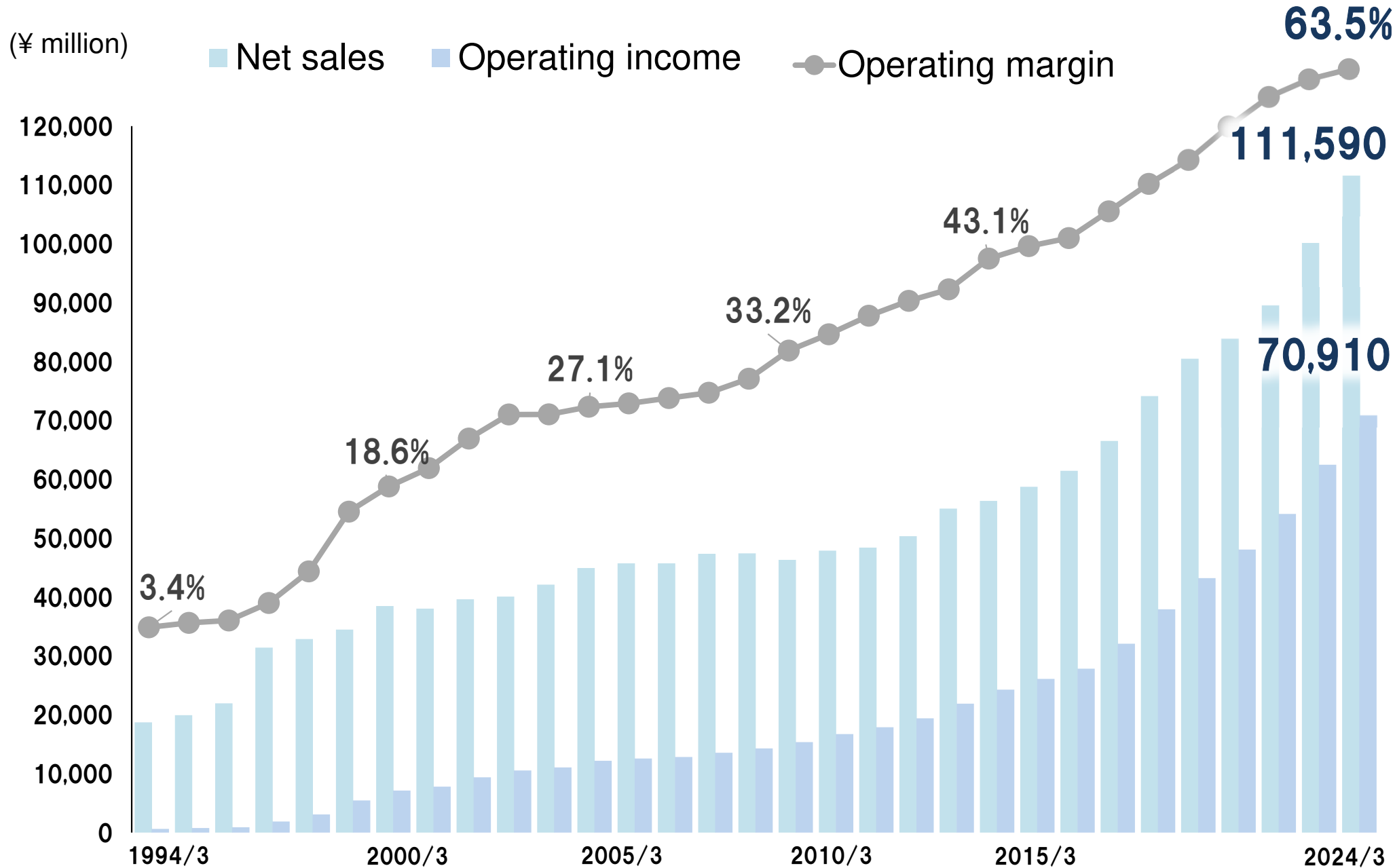
86.3%

Financial Results (consolidated)

(¥ million)

	2023/3	2024/3	YoY
Net sales	100,167	111,590	111.4%
Operating income	62,490	70,910	113.5%
Ordinary income	70,223	81,151	115.6%
Net income	50,116	58,007	115.7%
Earnings per share (EPS) (yen)	565.14	654.60	115.8%
Average number of total shares outstanding(thousands)	88,679	88,615	—

Operating income increases for 30th consecutive period



Financial Results (consolidated)

(¥ million)

	2023/3	2024/3	Change
Net sales	100,167	111,590	11,422
Cost of goods sold	22,942	25,161	2,219
Gross profit	77,224	86,428	9,203
SG&A expenses	14,734	15,518	783
Operating income	62,490	70,910	8,420
Non-operating profits	6,021	6,898	876
Equity-method gains	3,917	4,842	925
Non-operating expenses	2,205	1,499	△705
Ordinary income	70,223	81,151	10,927
Extraordinary income	1	-	△1
Extraordinary losses	0	72	72
Income taxes, etc.	20,108	23,070	2,962
Net income	50,116	58,007	7,890

Operating income YoY

113.5%

Ordinary income YoY

115.6%

Net income YoY

115.7%

Business Results by Segment

(¥ million)

		2023/3	2024/3	YoY
SI	Sales	44,467	47,296	106.4%
	Operating income	25,474	27,982	109.8%
	Operating margin	57.3%	59.2%	
SS	Sales	48,873	56,101	114.8%
	Operating income	35,209	40,428	114.8%
	Operating margin	72.0%	72.1%	
OA	Sales	6,826	8,191	120.0%
	Operating income	1,806	2,499	138.4%
	Operating margin	26.5%	30.5%	
Total	Sales	100,167	111,590	111.4%
	Operating income	62,490	70,910	113.5%
	Operating margin	62.4%	63.5%	

Sales

Segments	YoY
SI	106.4%
Software	107.0%
Hardware	84.9%
SS	114.8%
Software system operation support	115.7%
Hardware maintenance	72.4%
OA	120.0%
Total	111.4%

The core software-related sales And Cloud-related systems were strong

Profitability

	2023/3	2024/3	
Operating margin	62.4%	63.5%	1.1points ↑
Ordinary income margin	70.1%	72.7%	2.6points ↑
Net income margin	50.0%	52.0%	2.0points ↑

Absorbed R&D expenses of about ¥2.0billion

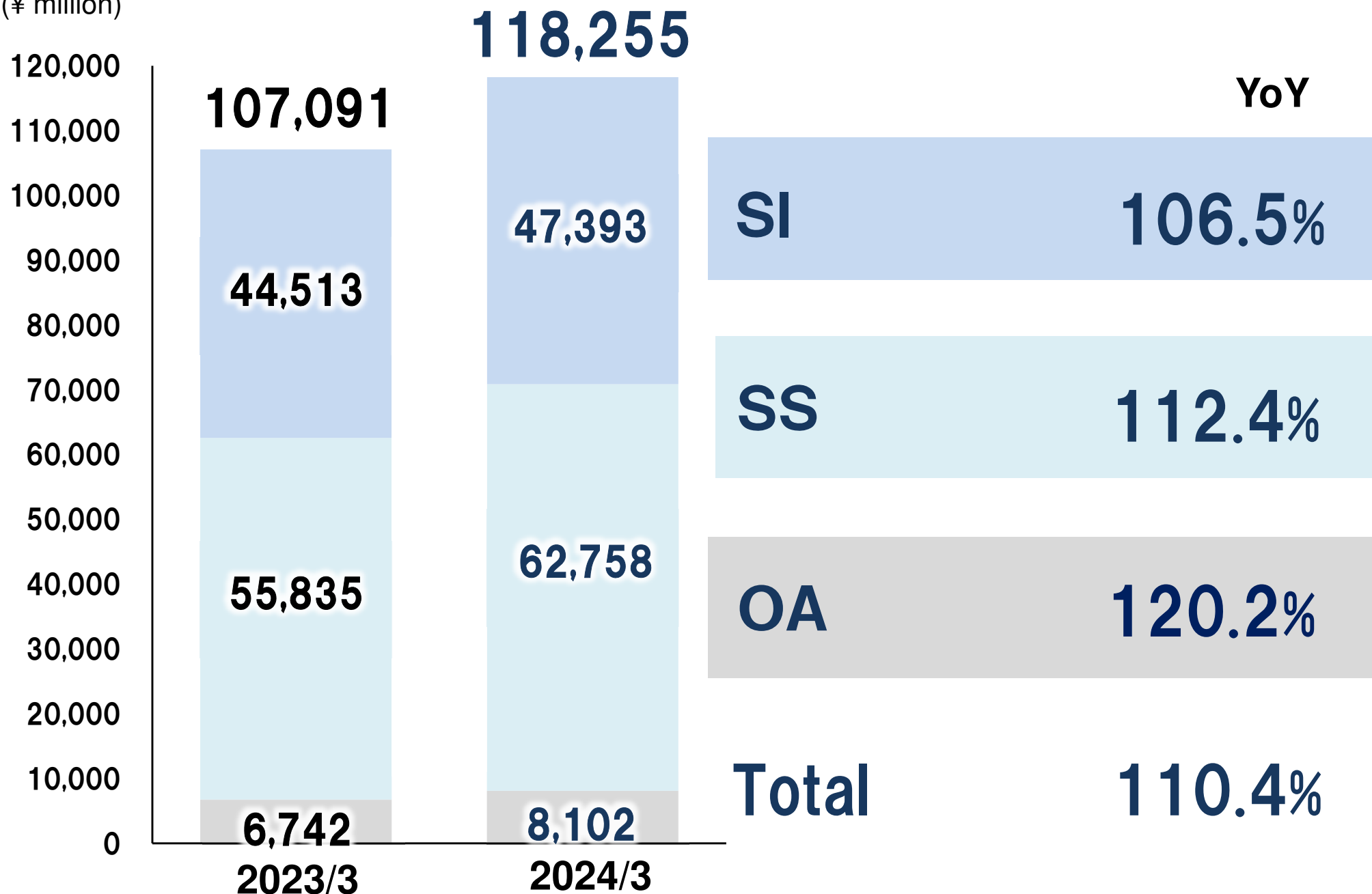
Consolidated Cash Flow

(¥ million)

	2024/3
Cash flows from operating activities	55,831
Cash flows from investing activities	△2,206
Cash flows from financing activities	△39,702
Change in cash and cash equivalents	13,922
Balance at the beginning of the year	156,321
Balance at the end of the year	170,244

Orders Received

(¥ million)



These materials were prepared for the sole purpose of providing information to use as reference in making investment decisions, and are not intended as a solicitation for investment.

Earnings Forecasts

Fiscal Year Ending March 31,2025

Fiscal Year Ending March 31, 2025(Full-year)

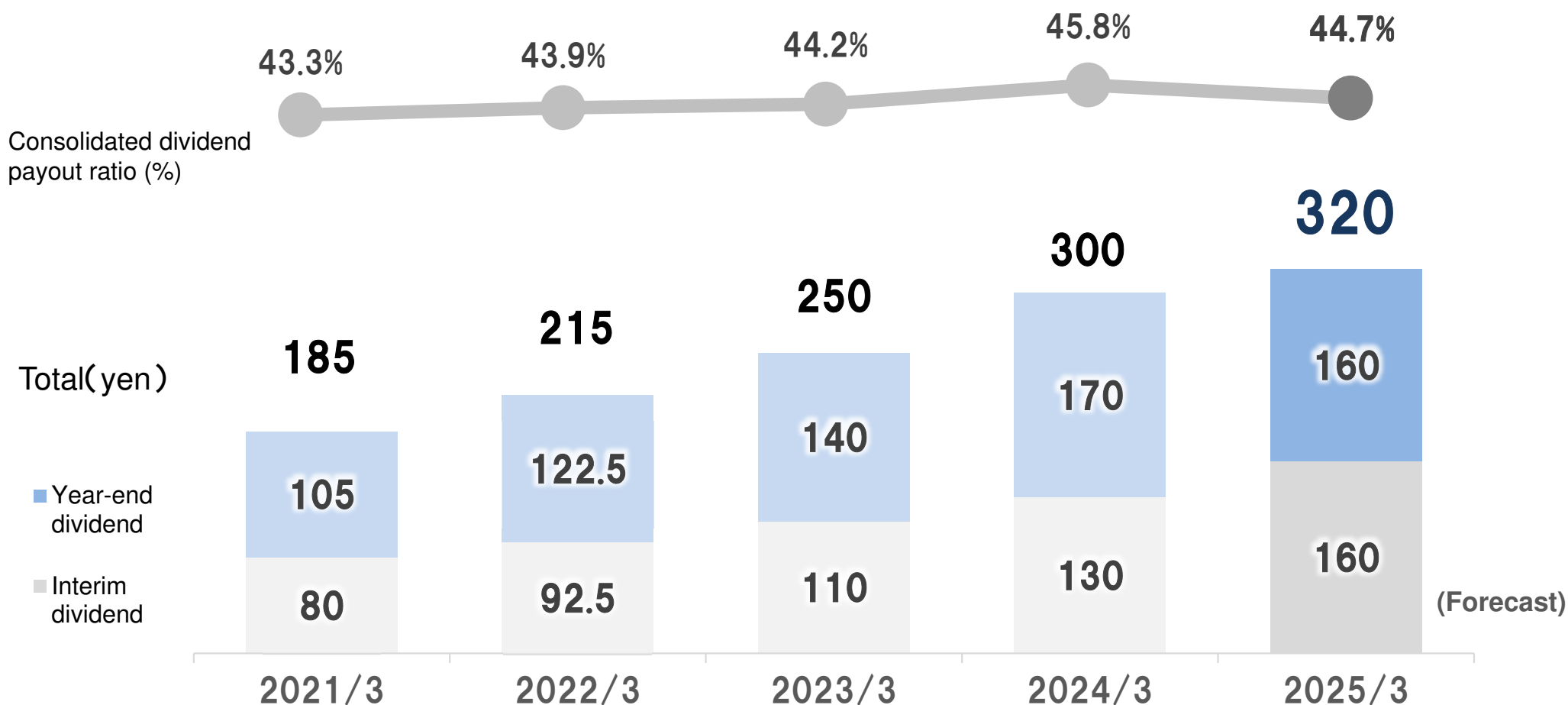
(¥ million)

	Earnings forecasts	YoY
Net sales	122,800	10.0%
Operating income	78,000	10.0%
Ordinary income	88,000	8.4%
Net income	63,000	8.6%

Profit-sharing With Shareholders

Fiscal Year Ended March 31, 2025

Year-end dividend : Will be **320**yen



Basic Management Policies

Management focus on both quantity and quality

Emphasis on compliance

Efficient management

Promotion of innovation management

Selection and concentration

Persistence is the key to achieve corporate growth

OBIC Co.,Ltd.

www.obic.co.jp

This document contains forward-looking statements.

Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties.

Actual results may differ from those in the forward-looking statements as a result of various factors.

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