

# **Financial Results Presentation**

## **for the Fiscal Year Ended March 31,2025**

### **OBIC Co.,Ltd.**

**April 23, 2025**

**Organization for Business Innovation and Communication**

# Overview of Group Companies

(As of March 31, 2025)

Established      Paid-in capital      Number of employees

## OBIC Co., Ltd.

Apr. 1968

¥19.17 billion

1,969

Consolidated subsidiaries

## OBIC Office Automation Co., Ltd.

Nov. 1979

¥320 million

220

**Number of employees (consolidated) : 2,189**

Equity-method affiliates

## OBIC Business Consultant Co., Ltd.

Dec. 1980

¥10.51 billion

995

# 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, 2025**

# Consolidated Balance Sheet

(¥ million)

Assets	2024/3	2025/3	Change
<b>Current assets</b>	<b>187,132</b>	<b>219,589</b>	<b>32,456</b>
Cash and deposits	170,244	200,065	29,821
Notes and accounts receivable - trade, and contract assets	15,316	17,863	2,546
Others	1,571	1,661	89
<b>Fixed assets</b>	<b>275,032</b>	<b>280,786</b>	<b>5,753</b>
Tangible fixed assets	56,809	56,117	△692
Intangible fixed assets	122	85	△36
Investments and other assets	218,101	224,583	6,482
Investment securities	215,787	221,988	6,201
Deferred tax assets	463	481	17
Others	1,850	2,112	262
<b>Total assets</b>	<b>462,165</b>	<b>500,375</b>	<b>38,210</b>

# Consolidated Balance Sheet

(¥ million)

Liabilities	2024/3	2025/3	Change
Current liabilities	28,534	30,795	2,261
Fixed liabilities	34,938	35,729	790
Total liabilities	63,473	66,525	3,051
<b>Net assets</b>			
Shareholders' equity	325,077	360,752	35,674
Capital stock and capital surplus	38,835	38,911	75
Retained earnings	329,547	365,137	35,589
Treasury shares	△43,305	△43,295	9
Accumulated other comprehensive income	73,614	73,098	△515
Valuation differences on other securities	74,011	73,276	△734
Revaluation reserve for land	△481	△474	6
Total net assets	398,692	433,850	35,158
Total liabilities and net assets	462,165	500,375	38,210

Equity ratio

**86.7%**

# Financial Results (consolidated)

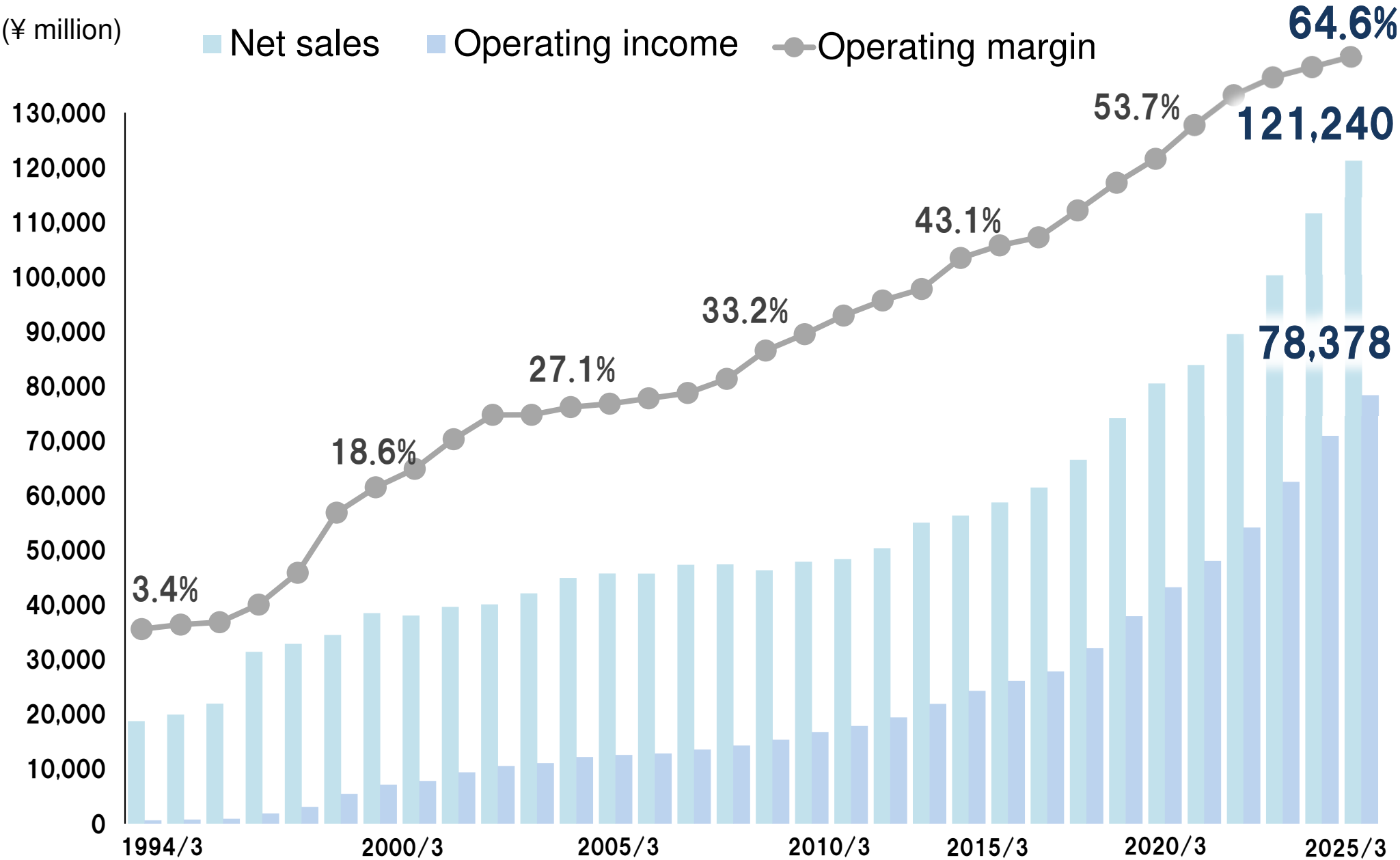
(¥ million)

	2024/3	2025/3	YoY
<b>Net sales</b>	<b>111,590</b>	<b>121,240</b>	<b>108.6%</b>
<b>Operating income</b>	<b>70,910</b>	<b>78,378</b>	<b>110.5%</b>
<b>Ordinary income</b>	<b>81,151</b>	<b>89,770</b>	<b>110.6%</b>
<b>Net income</b>	<b>58,007</b>	<b>64,621</b>	<b>111.4%</b>
<b>Earnings per share (EPS) (yen)</b>	<b>130.92</b>	<b>146.90</b>	<b>112.2%</b>
<b>Average number of total shares outstanding(thousands)</b>	<b>443,075</b>	<b>439,887</b>	<b>—</b>

Note: On October 1, 2024, the Company conducted a 5-for-1 share split of its common shares.

“Basic earnings per share” and “total shares outstanding” are calculated assuming that the share split was conducted at the beginning of the previous fiscal year.

# Operating income increases for 31<sup>st</sup> consecutive period





# Financial Results (consolidated)

(¥ million)

	2024/3	2025/3	Change
<b>Net sales</b>	111,590	121,240	9,650
Cost of goods sold	25,161	26,855	1,693
<b>Gross profit</b>	86,428	94,385	7,956
SG&A expenses	15,518	16,007	488
<b>Operating income</b>	70,910	78,378	7,467
Non-operating profits	6,898	7,172	274
Equity-method gains	4,842	5,780	937
Non-operating expenses	1,499	1,560	61
<b>Ordinary income</b>	81,151	89,770	8,619
Extraordinary income	-	321	321
Extraordinary losses	72	9	△63
Income taxes, etc.	23,070	25,461	2,390
<b>Net income</b>	58,007	64,621	6,614

Operating income YoY

**110.5%**

Ordinary income YoY

**110.6%**

Net income YoY

**111.4%**

# Business Results by Segment

(¥ million)

		2024/3	2025/3	YoY
SI	Sales	47,296	50,329	106.4%
	Operating income	27,982	29,895	106.8%
	Operating margin	59.2%	59.4%	
SS	Sales	56,101	63,028	112.3%
	Operating income	40,428	45,912	113.6%
	Operating margin	72.1%	72.8%	
OA	Sales	8,191	7,882	96.2%
	Operating income	2,499	2,571	102.9%
	Operating margin	30.5%	32.6%	
Total	Sales	111,590	121,240	108.6%
	Operating income	70,910	78,378	110.5%
	Operating margin	63.5%	64.6%	

# Sales

## Segments

YoY

**SI**

**106.4%**

Software

106.7%

Hardware

95.5%

**SS**

**112.3%**

Software system operation support

112.9%

Hardware maintenance

72.6%

**OA**

**96.2%**

**Total**

**108.6%**

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

# Profitability

	2024/3	2025/3	
Operating margin	63.5%	64.6%	1.1points ↑
Ordinary income margin	72.7%	74.0%	1.3points ↑
Net income margin	52.0%	53.3%	1.3points ↑

**Absorbed R&D expenses of about ¥2.4billion**

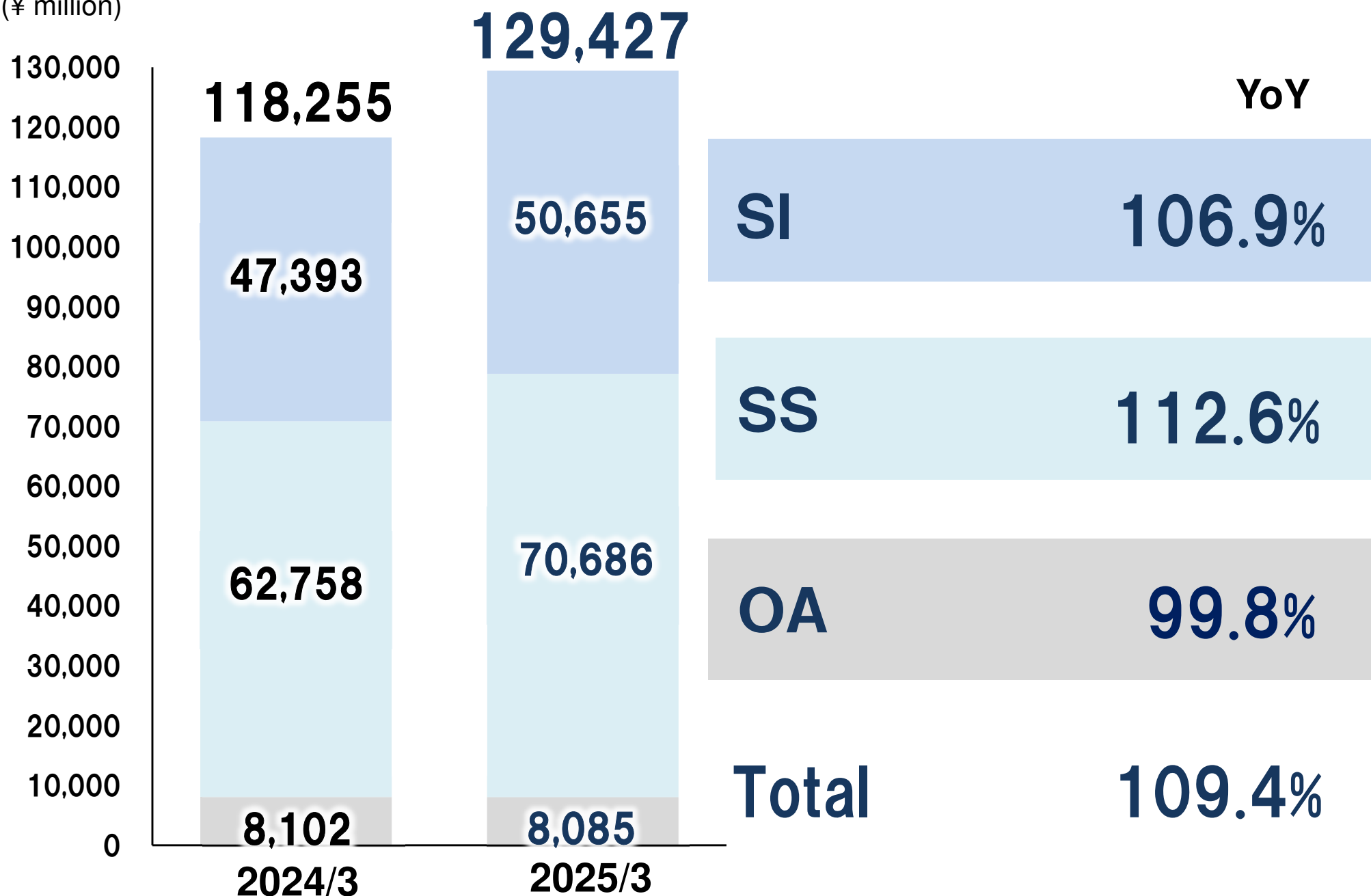
# Consolidated Cash Flow

(¥ million)

	2025/3
Cash flows from operating activities	62,794
Cash flows from investing activities	△3,934
Cash flows from financing activities	△29,038
Change in cash and cash equivalents	29,821
Balance at the beginning of the year	170,244
Balance at the end of the year	200,065

# 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 31,2026**

# Fiscal Year Ending March 31,2026(Full-year)

(¥ million)

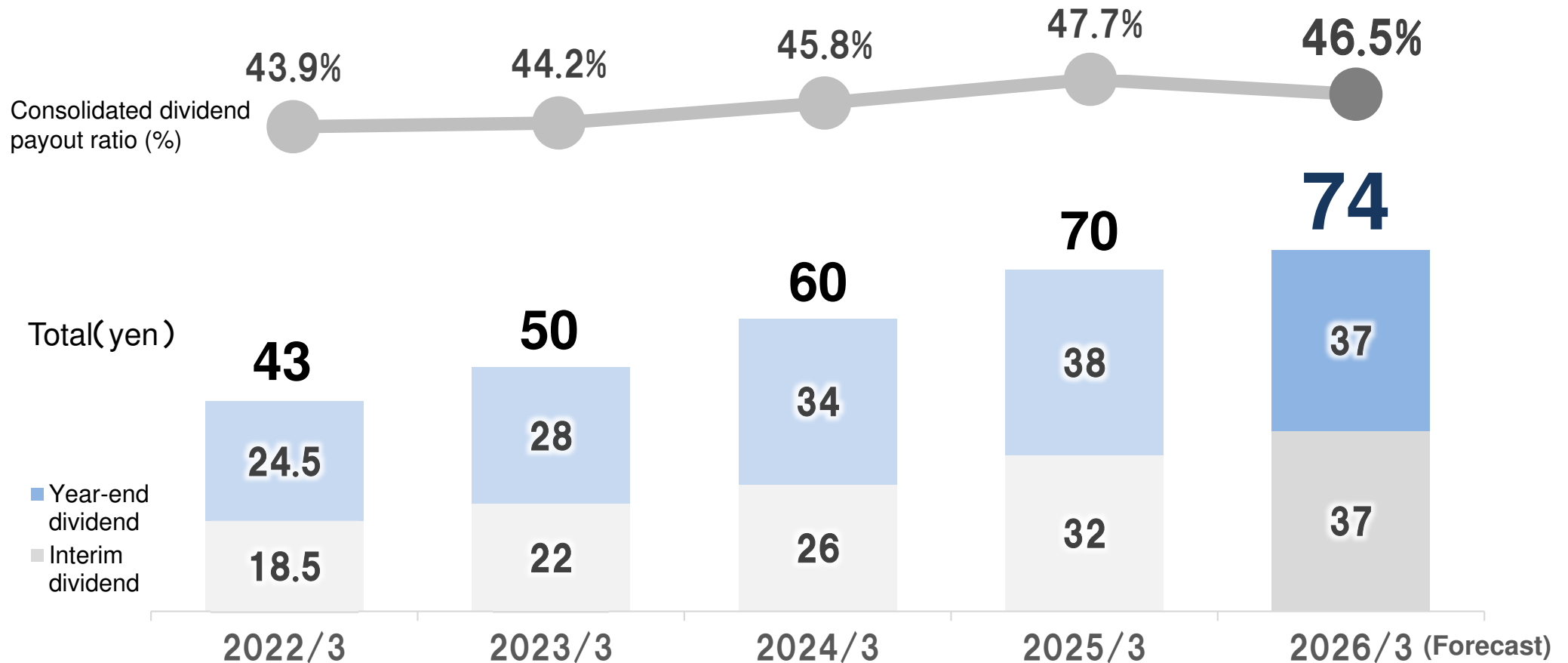
	Earnings forecasts	YoY
Net sales	133,400	10.0%
Operating income	86,200	10.0%
Ordinary income	97,300	8.4%
Net income	70,000	8.3%



# Profit-sharing With Shareholders

Fiscal Year Ending March 31, 2026

Year-end dividend : Will be **74**yen



Note: On October 1, 2024, the Company conducted a 5-for-1 share split of its common shares.

“Dividends” is calculated assuming that the share split was conducted at the beginning of the FY2022 - FY2025.

# 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](http://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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