



# Supplementary Materials for the First Half of the Fiscal Year Ending March 2025 (49th Business Year)

November 8, 2024

Focus Systems Corporation  
(Securities Code: 4662)

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Fiscal Year Ending March 2025 (49th Business Year)

Reached a record high in sales.

Profits increased due to a rebound from the previous interim financial period and projects progressing as planned.

(Unit: Million yen)

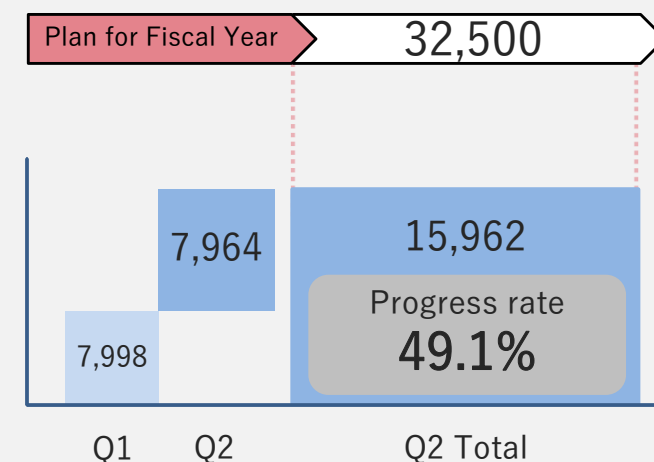
	FY2024				FY2025		Year-on-year change	
	Q1 Results	Q2 Results	Q3 Results	Entire financial year Results	Q1 Results	Q2 Results	Amount	Ratio
Net sales	7,310	15,166	23,026	31,509	7,998	15,962	796	5.3%
Operating income	236	651	1,220	1,974	323	818	166	25.6%
Ordinary income	217	644	1,212	1,971	335	834	189	29.4%
Net income	148	439	824	1,406	229	569	130	29.7%

Although both sales and profits fell below 50% compared to the Plan for Fiscal Year, the likelihood of achieving the Plan for Fiscal Year remains unchanged.

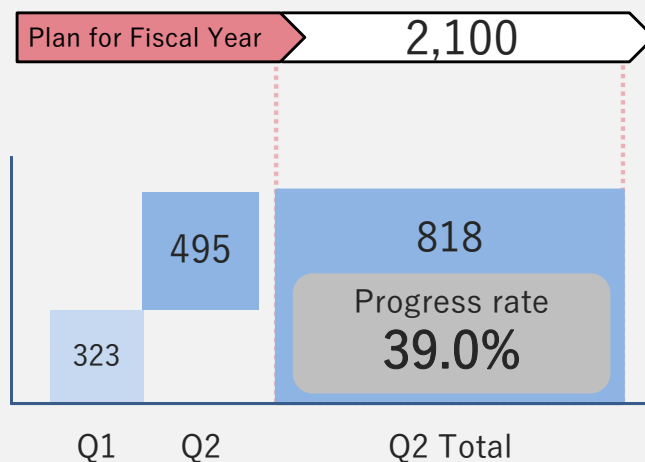
- Despite some project delays, business generally progressed as planned.
- Results are anticipated to be concentrated in the second half of the year.

(Unit: Million yen)

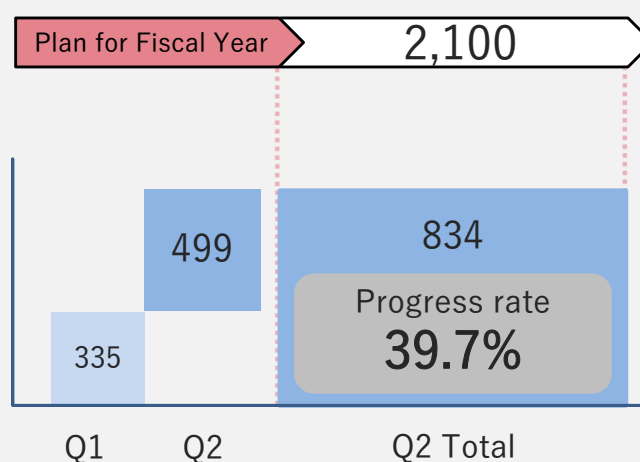
## Net sales



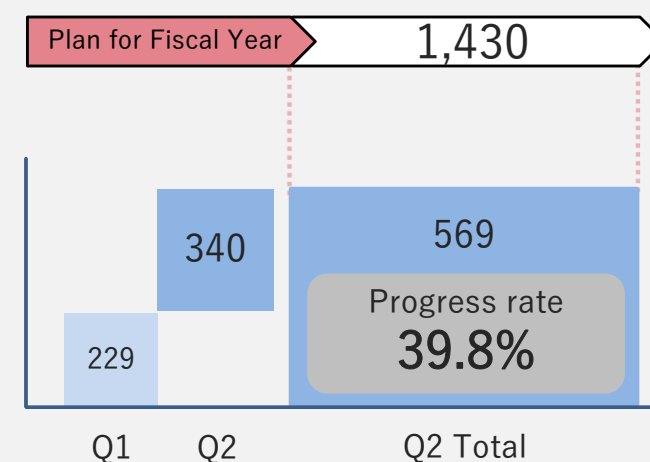
## Operating income



## Ordinary income



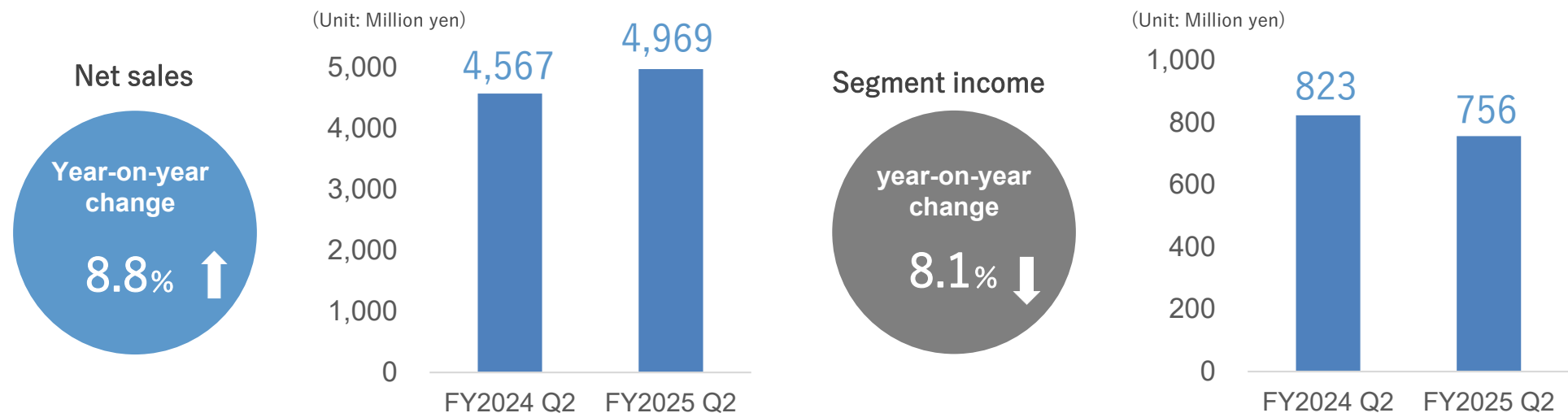
## Net income



## Public sector

From the design and manufacture of social infrastructure-related systems, whose end users are mainly government offices and local governments, through to post-system operation management and maintenance

While overall public projects showed solid performance, some corporate-related projects saw delays in progress.

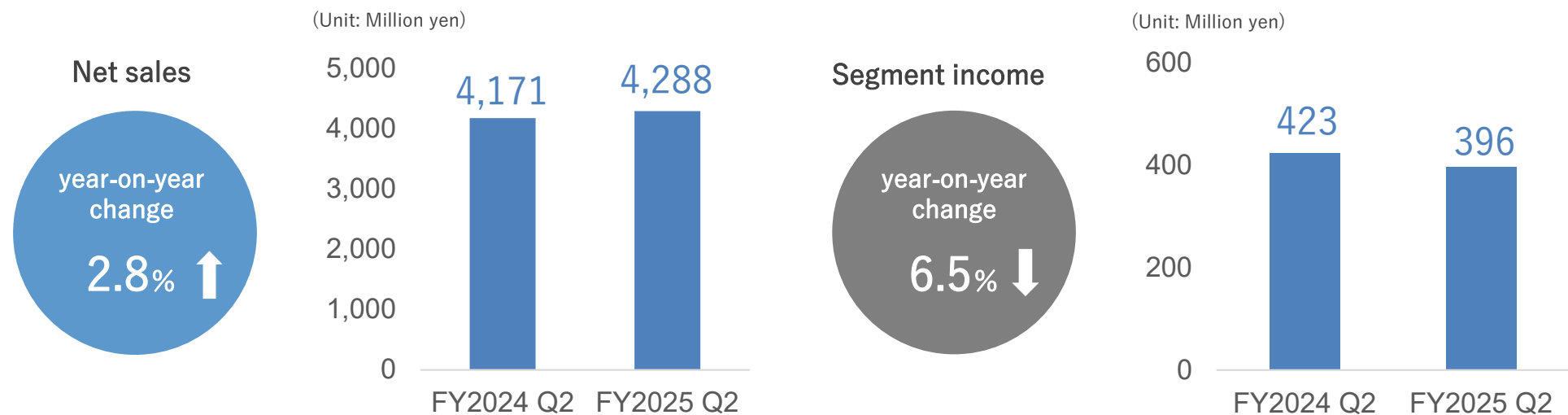


- eLTAX, medical care, and social welfare-related projects advanced steadily, fostering growth.
- The number of projects related to the Individual Number ("My Number") system is on the rise, although each project is relatively small in scale.

## Enterprise business

Mainly corporate company core business systems/online system development, network/infrastructure design/construction, RPA solutions, related operation/maintenance, and ICT consulting

While infrastructure-related fields maintained their solid performance, profits were affected by a decline in the development phase ratio.



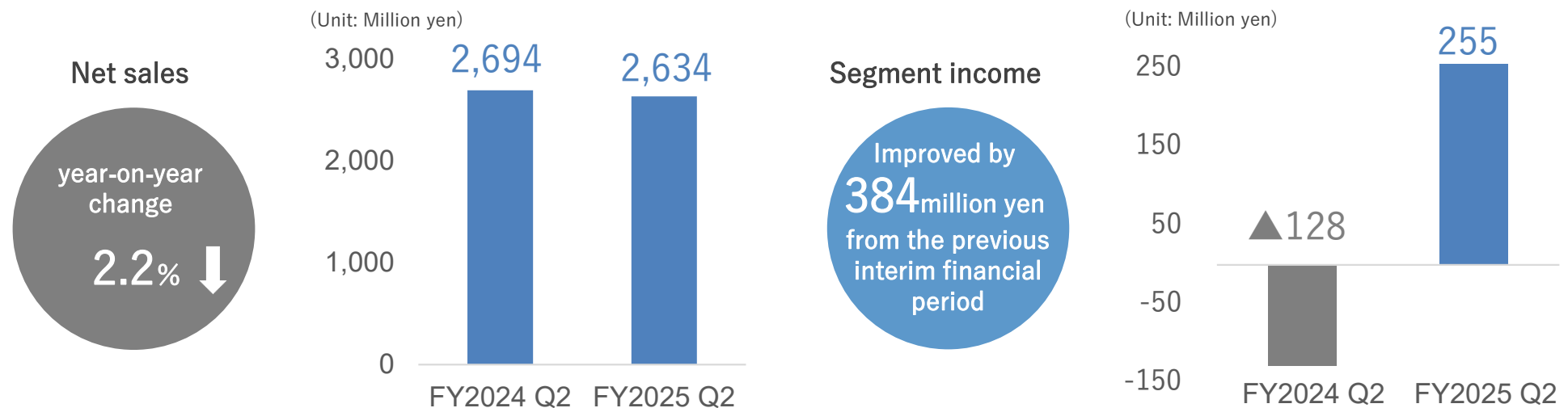
I The situation where multiple projects had transitioned from the high-profit development phase to the operations and maintenance phase has occurred concurrently.

I Projects for intra-mart and Biz ∫ progressed steadily as planned.

## Wide-ranging solutions

Communication control system development, embedded system development, system development for private companies and government agencies, AI solutions, related operation/maintenance, and ICT consulting, mainly in the Tokyo, Nagoya, and Osaka areas

In addition to rebound from unprofitable contracts in the previous fiscal year, existing projects moved forward as planned.

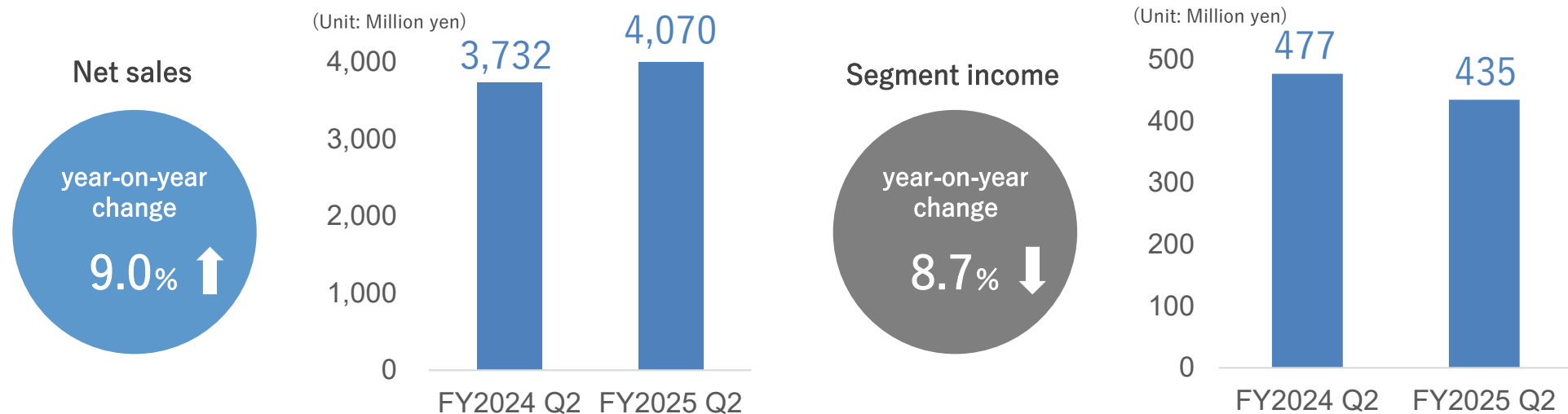


- There was smooth progress in the acquisition of orders for development projects using low code.
- Projects related to communications and embedded systems remained steady, supported by stable orders.

## Innovation

Mainly infrastructure design/construction, mainframe construction, system development, related operation/maintenance, in-house product manufacturing, provision of IoT solutions

Although infrastructure projects remained solid, the business was impacted by the absence of the highly profitable projects seen in the previous year.



- I The mainframe business, which is still in steady demand, maintained their strong performance by effectively seizing business opportunities.
- I Sales of in-house security and IoT products remained flat amid ongoing efforts to enhance development and quality.



(Unit: Million yen)

	Previous Fiscal Year	Current interim financial period
<b>Assets</b>		
Current assets	13,089	12,963
Non-current assets	7,900	7,803
Property, plant, and equipment	3,548	3,524
Intangible assets	120	93
Investments and other assets	4,232	4,186
<b>Total assets</b>	<b>20,989</b>	<b>20,767</b>
<b>Liabilities</b>		
Current liabilities	6,150	5,879
Non-current liabilities	1,422	1,412
<b>Total liabilities</b>	<b>7,572</b>	<b>7,292</b>
<b>Net assets</b>		
Shareholders' equity	11,744	11,844
Capital	2,905	2,905
Capital surplus	2,177	2,188
Retained earnings	7,003	7,089
Treasury shares	△342	△339
Valuation difference on available-for-sale securities	1,672	1,630
<b>Total net assets</b>	<b>13,416</b>	<b>13,474</b>
<b>Total liabilities and net assets</b>	<b>20,989</b>	<b>20,767</b>

Decrease of 222 million yen year-on-year

Main reasons for increase:

- Increase in cash and deposits 1,012 million yen

Main reason for decrease:

- Decrease in accounts receivable and contract assets 1,128 million yen
- Decrease in investment securities 58 million yen

Decrease of 280 million yen year-on-year

Main reasons for increase:

- Increase in provision for bonuses 292 million yen

Main reason for decrease:

- Decrease in accrued consumption taxes 222 million yen
- Decrease in accounts payable 209 million yen
- Decrease in income taxes payable 175 million yen

Increase of 58 million yen year-on-year

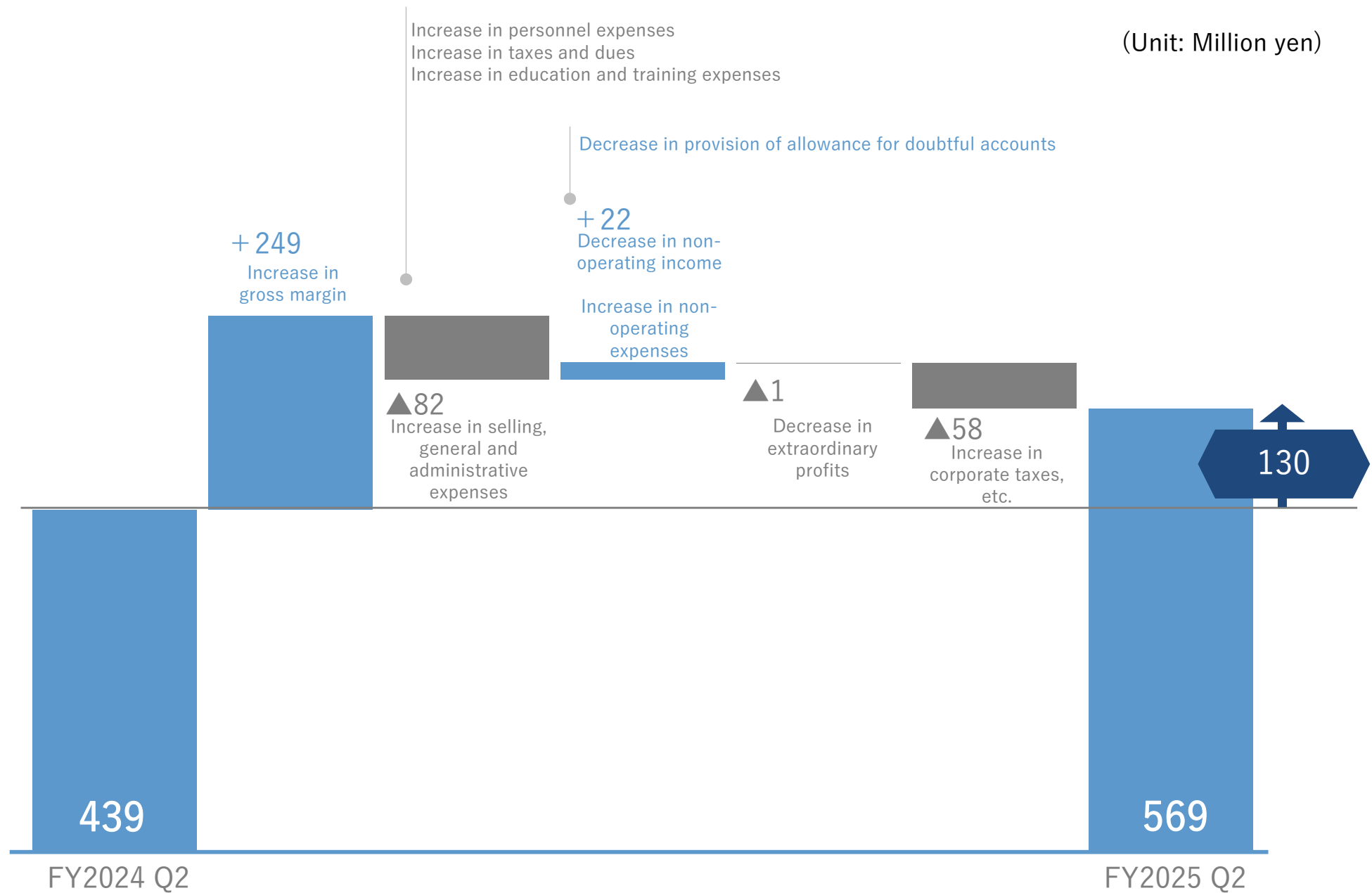
Main reason for increase :

- Increase in retained earnings brought forward 85million yen

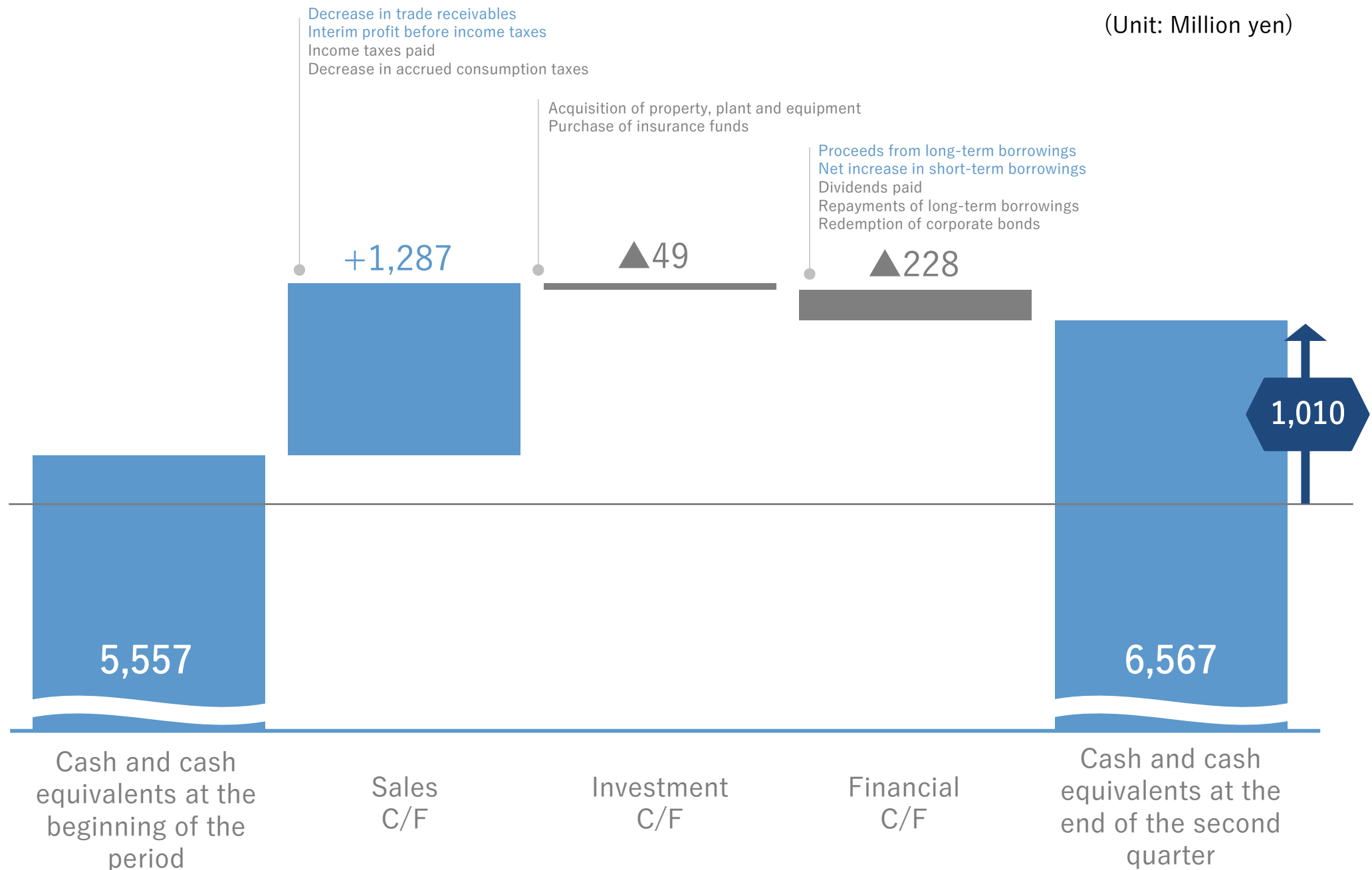
Main reason for decrease:

- Decrease in valuation difference on available-for-sale securities 41 million yen

(Unit: Million yen)



(Unit: Million yen)



- I We are maintaining our earnings forecast. Interim dividend will be paid as planned.
- I Annual dividend per share is expected to be 38.00 yen  
(interim dividend 6.00 yen + year-end dividend 32.00 yen).

	FY2024 results	FY2025 projections	Year-on-year change
Net sales (million yen)	31,509	32,500	3.1%
Operating income (million yen)	1,974	2,100	6.4%
Ordinary income (million yen)	1,971	2,100	6.5%
Net income (million yen)	1,406	1,430	1.7%
	FY2024 results	FY2025 projections	
Net income per share (yen)	93.13	94.59	
Dividend per share (yen)	38.00	38.00	
	(Breakdown) Interim dividend 6.00	(Breakdown) Interim dividend 6.00	
	Year-end dividend 32.00	Year-end dividend 32.00	
Dividend payout ratio (%)	40.8	40.2	

Focus Systems sincerely requests the continued guidance and support of all stakeholders.



**TECH with HEART**

In this presentation, numbers are rounded down to the nearest whole number, and percentage figures rounded up or down to two decimal places. This document was prepared based on information available as of November 8, 2024, and assumptions yet to occur as of the same date. Consequently, actual financial results may materially differ from projections due to various factors. Focus Systems Corporation does not guarantee the certainty of the contents of this presentation.

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