



Supplementary Materials for the Third Quarter of the Fiscal Year Ending March 2025 (49th Business Year)

February 14, 2025
Focus Systems Corporation
(Securities Code: 4662)

- 1 Summarized Results for the Nine Months Ended December 31, 2024 P. 3 ~
- 2 Segment Overview P. 5 ~
- 3 Financial Position P. 9 ~
- 4 Earnings and Dividend Forecast P.11
Fiscal Year Ending March 2025 (49th Business Year)

Revenue and profits increased

- Number of profitability-focused projects increased.
- Rebound from unprofitable contracts in previous fiscal year, successful price pass-through and streamlining.

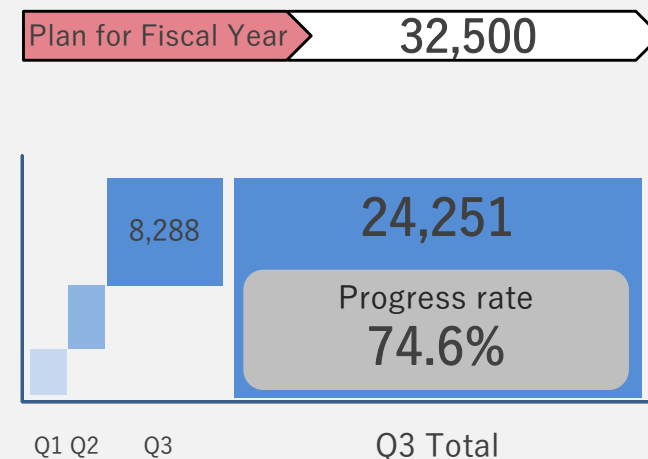
(Unit: Million yen)

	Q3 Results			
	FY2024	FY2025	Amount Change	Year-on-year change
Net sales	23,026	24,251	1,224	5.3%
Operating Profit	1,220	1,562	342	28.1%
Ordinary Profit	1,212	1,579	366	30.2%
Profit	824	1,075	251	30.6%

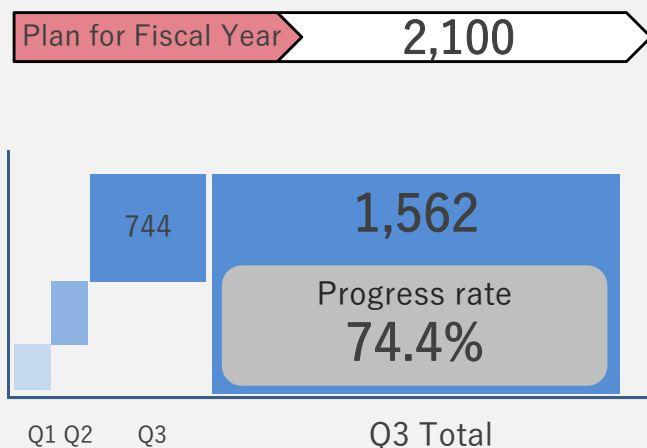
Sales and profits generally in line with plans Record sales and profits expected

- Business strategies and profit margin improvement measures for each segment: On track
- Current business environment: Favorable
- Project progress: Generally on track

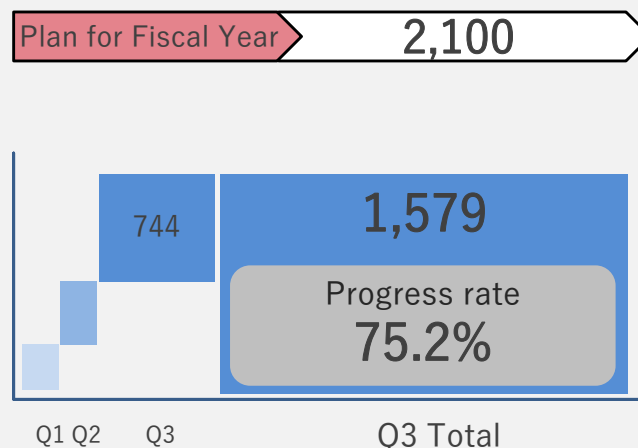
Net sales



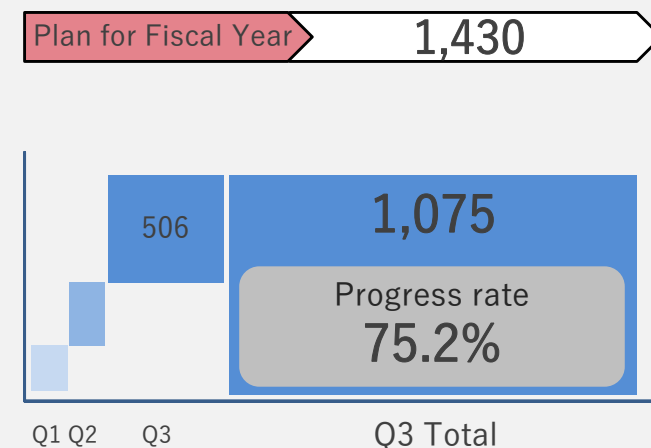
Operating Profit



Ordinary Profit



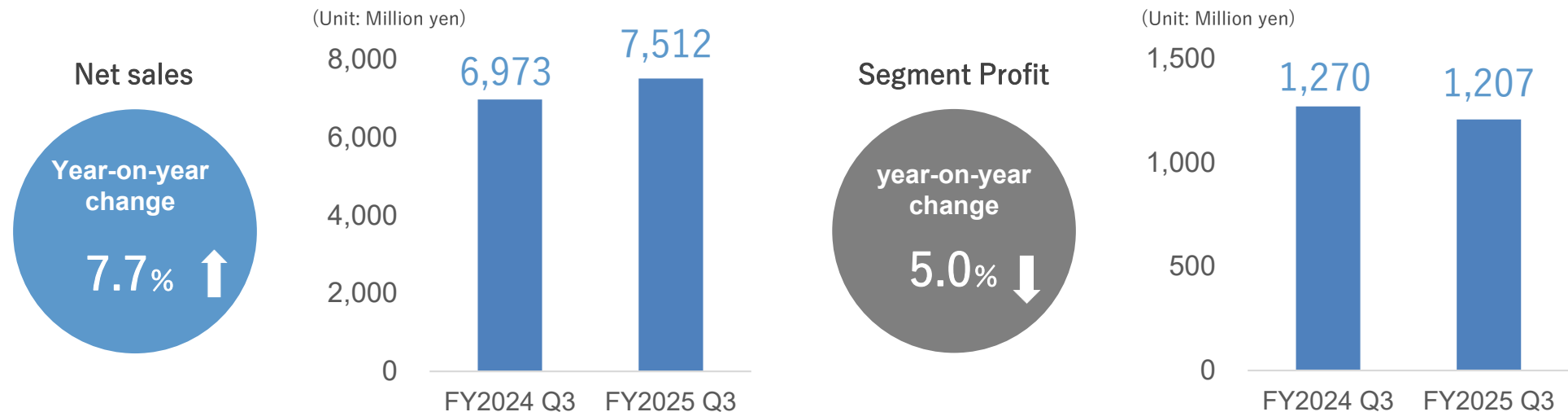
Profit



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

Orders continued to increase for public sector projects overall.
Revenue increased, but profits decreased due to lingering impact of delays in few development projects.

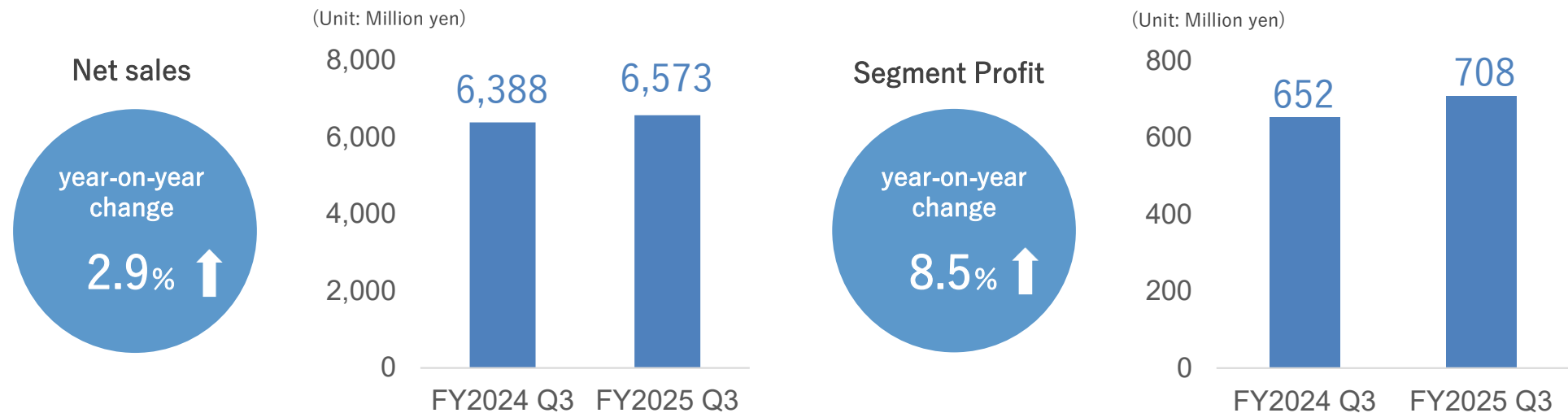


- Stable growth in social security, medical care, eLTAX, etc. Additionally, My Number-related fields contributed to increased revenue.
- A delayed project completed in third quarter of this fiscal year. Other corporate projects remained steady.

Enterprise business

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

Profitability increased after decline, due to strong performance in infrastructure-related field and digitalization.

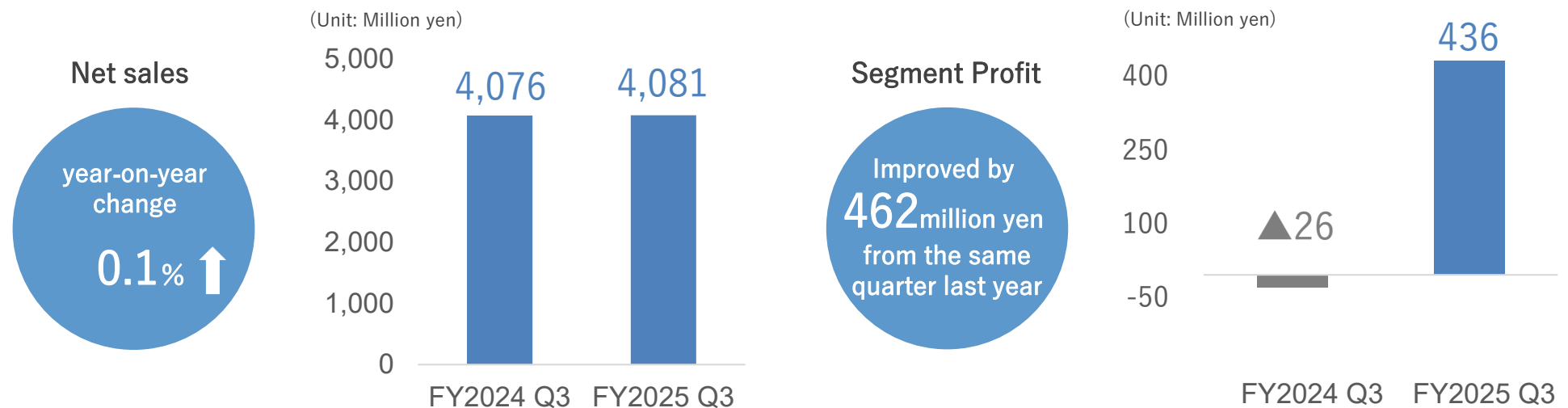


- Infrastructure, security, and ERP-related fields captured high demand, contributed to profit growth.
- Growth driven by increase in digitalization projects for incorporated administrative agencies, local governments, etc.

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.

Revenue and profits increased due to rebound from unprofitable projects in previous fiscal year, increase in high-profit projects.

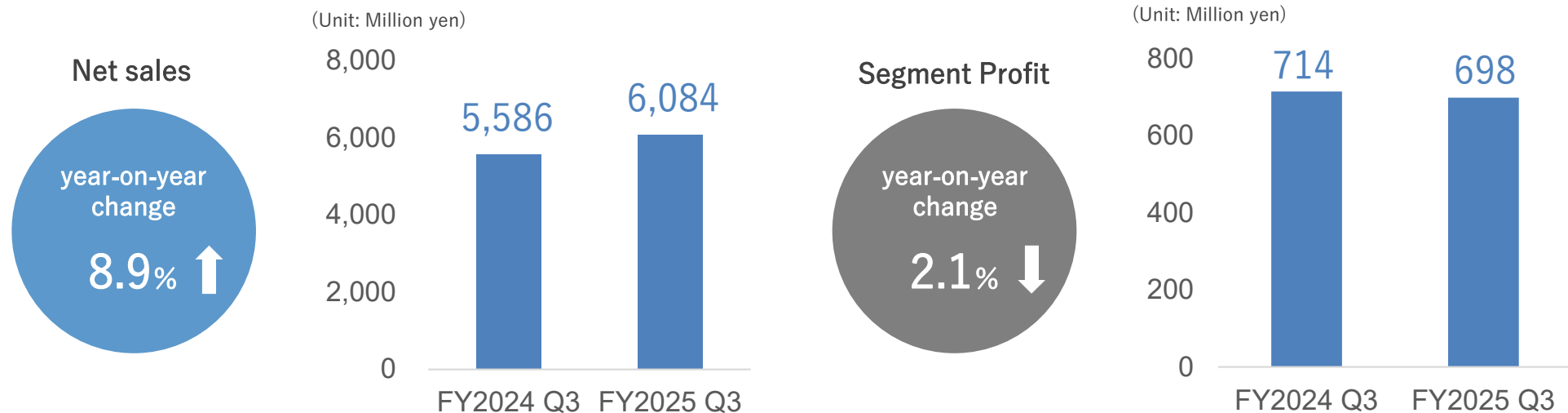


- Profits ensured by steady progress on projects.
- Telecommunication-related field declined slightly and embedded systems-related field remained flat, but other existing projects remained strong.

Innovation

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

Infrastructure-related field drove growth and increased revenues, but profits continued to decline in absence of high-profit projects from previous fiscal year.



- Revenue increased due to ongoing strength of both new and existing infrastructure design and construction projects.
- In-house product-related field remained flat amid development and quality improvement. Inquiries increased.

(Unit: Million yen)

	Previous Fiscal Year	Third Quarter of the Current Fiscal Year
Assets		
Current assets	13,089	12,750
Non-current assets	7,900	7,606
Property, plant, and equipment	3,548	3,502
Intangible assets	120	81
Investments and other assets	4,232	4,022
Total assets	20,989	20,357
Liabilities		
Current liabilities	6,150	5,392
Non-current liabilities	1,422	1,205
Total liabilities	7,572	6,597
Net assets		
Shareholders' equity	11,744	12,259
Capital	2,905	2,905
Capital surplus	2,177	2,188
Retained earnings	7,003	7,505
Treasury shares	△342	△339
Valuation difference on available-for-sale securities	1,672	1,499
Total net assets	13,416	13,759
Total liabilities and net assets	20,989	20,357

Decrease of 631 million yen year-on-year

Main reasons for increase:

- Increase in cash and deposits 914 million yen

Main reason for decrease:

- Decrease in accounts receivable and contract assets 1,108 million yen
- Decrease in investment securities 246 million yen
- Decrease in advance payments 123 million yen

Decrease of 974 million yen year-on-year

Main reasons for increase:

- Increase in deposits received 183 million yen

Main reason for decrease:

- Decrease in provision for bonuses 333 million yen
- Decrease in income taxes payable 316 million yen
- Decrease in accounts payable 264 million yen
- Decrease in contract liabilities 175 million yen

Increase of 343 million yen year-on-year

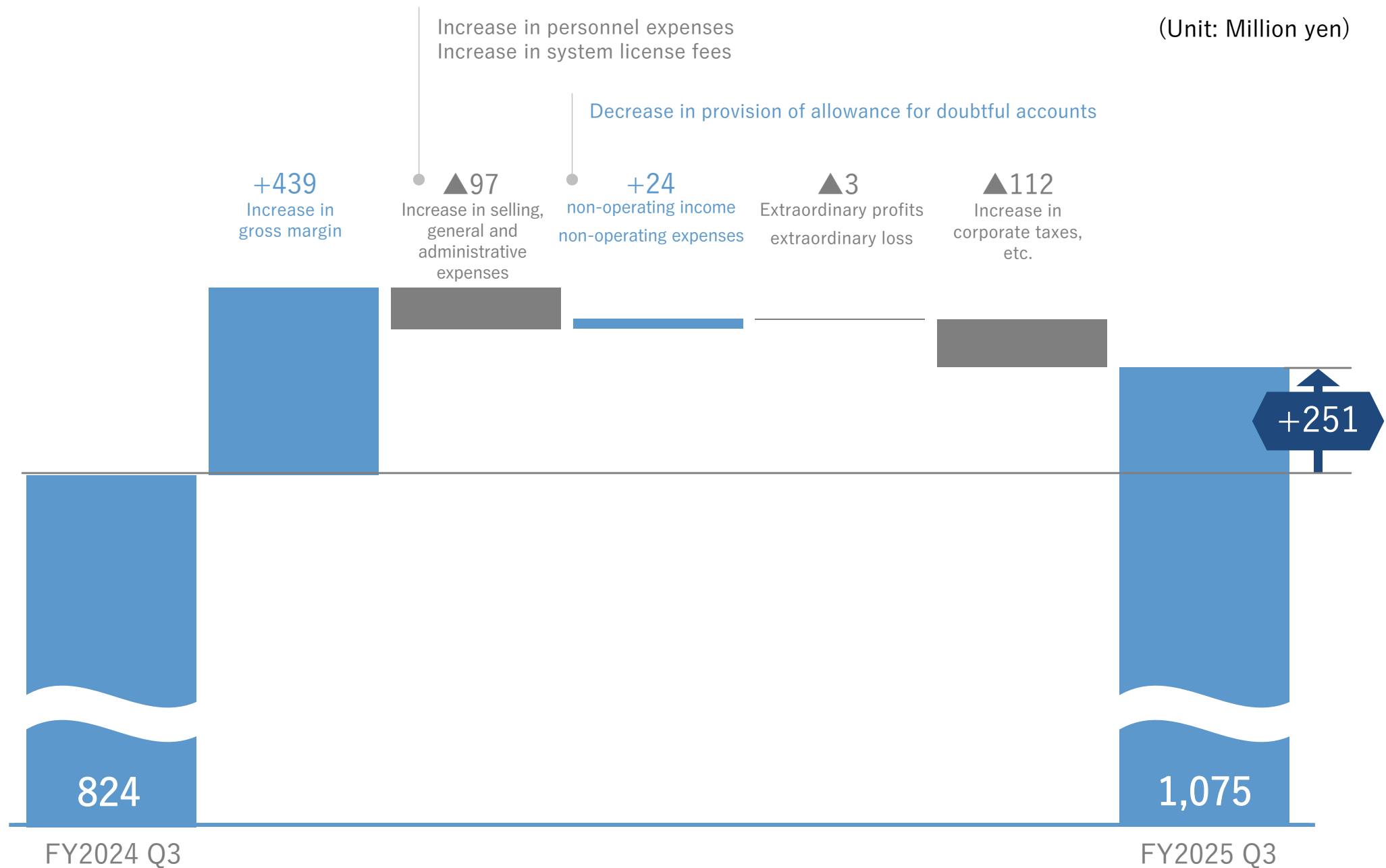
Main reason for increase :

- Increase in retained earnings 501million yen

Main reason for decrease:

- Decrease in valuation difference on available-for-sale securities 172 million yen

(Unit: Million yen)



I We are maintaining our earnings forecast.

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 February 14, 2025, 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.

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.