



# TECH with HEART



At the center of an ever-changing world.  
Some 50 years ago, this was the vision that launched Focus Systems in the IT industry.

Though our capabilities were initially limited,  
we forged ahead in steadily building up a foundation of key technologies,  
never losing sight of the task in front of us.  
We started out fueled mainly by enthusiasm and optimism.

"We never give up!"

This may be easy to say, and is often heard, but it's hard to put into practice.  
Never changing, always forging ahead.  
We have held fast to this conviction,  
always focused on the next step ahead,  
continuing to respond in the midst of a rapidly changing world.  
Over the years, many people all over Japan have come into contact with IT systems developed or supplied by Focus Systems.

When a problem or challenge presents itself,  
our many years of experience and expertise are utilized by highly individual friends who trigger a chemical reaction and come together to survive the challenge with a newly derived solution.

In this way, by going outside the frame,  
we can create the new normal that is unconstrained by conventional wisdom.

We do not take on reckless challenges.  
That is because we understand and appreciate that we are all in this together.  
And yet, we will never shy away from a challenge.  
That is because we see the need to grow and evolve further.  
Our top speed is based on building up gradually,  
and this is how we are able to continue moving forward into the future.

More and more people have joined us in our unwavering conviction and commitment to the cause.  
Our focus is on all people, including families, friends, acquaintances and ourselves.  
We continue to provide vitally important IT services that everyone can use with confidence.

Straight ahead, without losing focus.  
We are a company that always stays focused on the things that matter.



The focus  
is always  
there.



# TECH with HEART

At a time of uncertainty about the future,  
we are committed to taking on exciting challenges to expand  
our possibilities.

TECH with HEART

President, Representative Director

**Mori Keiichi**

## Putting ourselves in someone else's shoes is at the heart of everything we do

Focus Systems is proud to supply a range of IT solutions and technical expertise designed to serve the expectations of our clients and wider society. In the half century that we have been in operation, technological advances have generated a wide range of different needs in the market. As an independent systems integrator dedicated to serving the ever-changing needs and expectations of the market, we understand that putting ourselves in someone else's shoes before acting is the critical performance indicator that underpins our services. In addition to providing outstanding technical solutions and expertise, the team at Focus Systems is united in our commitment to engaging in heartfelt communication. This approach has won us a loyal client base across a wide range of industries in the public and private sectors, predicated on long-term relationships with satisfied clients. We believe our work makes an important contribution to social progress.

## In a time of considerable uncertainty, we are wholeheartedly ready to take on exciting challenges

Our corporate slogan "TECH with HEART" is based on our thought that flexibility and adaptability represent the key to success in the current climate of uncertainty about the future. At Focus Systems, our people are our greatest asset as they are dedicated to fulfilling our mission and our duty to society in line with the corporate slogan. The company for its part is dedicated to providing a well-resourced and supportive environment where employees and stakeholders can take on exciting challenges themselves to be their best and find enjoyment. We are thrilled about the challenges ahead, and motivated to make a meaningful contribution to the wider world. We are united as one in our commitment to supplying services that sustain this beneficial cycle.



# Focus Systems' services for the home and for wider society

Our services are predicated on the needs and expectations of a variety of IT users. We see our role as providing IT-related services that are of benefit to consumers in the home, as well as society in general.

FIELD | TECHNOLOGY | PRODUCT

- 1 **Communications**

Facilitating the development of firmware for transmission controllers to ensure fast, stable and seamless communication with anyone, anytime.
- 2 **Finance**

Consulting to major banks, stockbrokers and credit providers on DX solutions for integrating operational and client data, along with associated operational strategies.
- 3 **Social welfare**

Helping the design of application procedures for major public safety net schemes such as pensions, health insurance, employee insurance and worker compensation.
- 4 **Aviation**

Contributing to air traffic control and route management systems for enhanced safety and reliability of aircraft operations.
- 5 **Automobiles/transportation**

Supporting the development of IT systems for the mandatory vehicle inspection system as well as mapping and traffic information services.
- 6 **Trade and transportation**

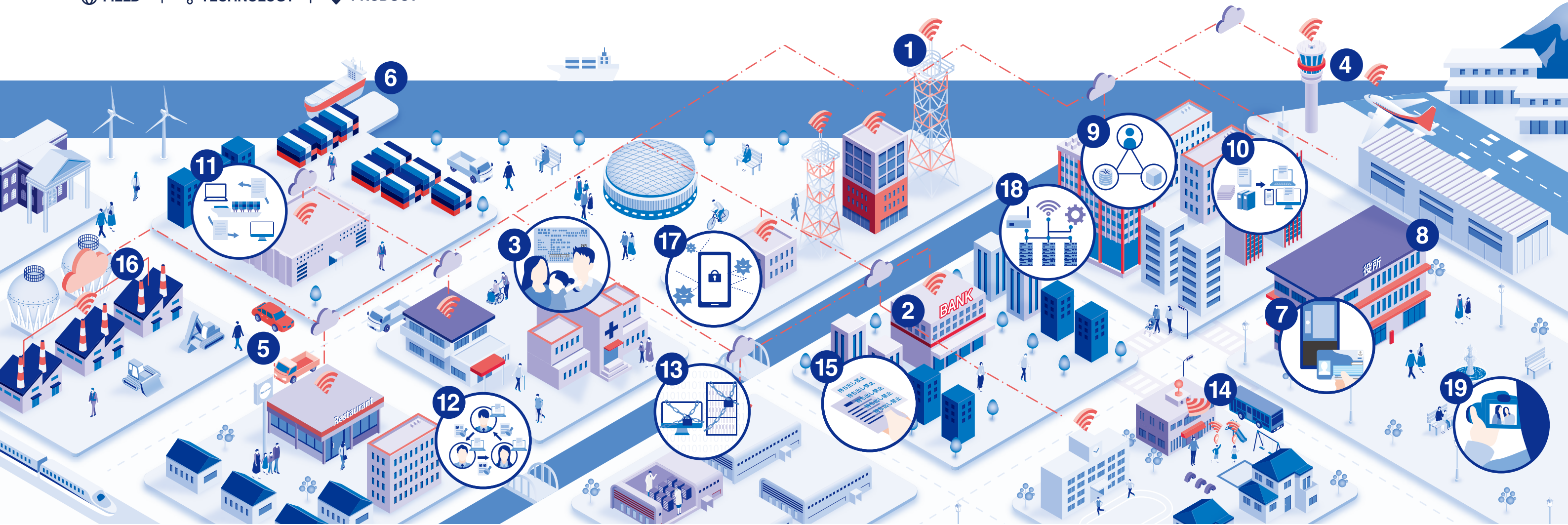
Promoting the consolidation and centralization of import/export procedures to make Japan more competitive on the global stage while also facilitating domestic logistics operations.
- 7 **e-government**

Providing technical support for online tax reporting, cashless payment systems and My Number Card applications.
- 8 **Local government**

Assisting local governments in embracing DX and supplying IT systems that directly benefit ratepayers, such as maternal and child health and nursing care insurance services.
- 9 **ERP systems**

Building ERP system platforms to assist management in making better and faster decisions with more effective allocation of finite resources.
- 10 **Digitization and efficiency improvement**

Drawing on our experience and expertise across a range of products to assist clients in developing tailored efficiency improvements and streamlined procedures.



- 11 **Trade SaaS**

Seamless electronic trading procedures, efficiency improvements for smaller forwarding and freight operators.
- 12 **Workflow management and e-contracts**

Electronic applications and procedures for more efficient business-to-business transactions.
- 13 **Encryption**

Comprehensive security solutions for protecting data assets using advanced technologies and products.
- 14 **Beacons and directional receivers**

Location-based solutions for a wide range of applications including visitor entry/exit control, inventory management and location monitoring for preschoolers.
- 15 **Digital watermarks**

Digital watermarks that help to safeguard copyright and prevent unauthorized usage of digital content.
- 16 **Cloud-based and virtual solutions**

Providing tailored environments optimized to client requirements, assisting with successful migration to new or existing cloud environments.
- 17 **Security**

Designing safe and secure environments with comprehensive protection from external threats as well as unauthorized internal access.
- 18 **IT infrastructure**

Design and installation of core foundations to support robust, flexible, high-speed systems; consulting on operational stability.
- 19 **Embedding**

Drawing on our extensive technical expertise in control systems for communication devices to design controllers for applications such as vehicles, digital cameras and medical devices.



# Always serving as the focus of technological progress

At Focus Systems, this is our guiding principle in providing value to society in the form of IT systems.

1977 to 1995

Pioneering period

For those new to the world of computers, it was a fascinating industry to be in.

In the 1970s, the software market was dominated by hardware manufacturers. Focus Systems started out as an independent system integrator dedicated solely to software development. This was a time when, despite our lack of experience with computers, the flexible and adaptable team at Focus Systems worked hard to develop a range of tailored solutions for clients. Focus Systems made a great effort to get established as a system integrator in the BtoB market.

1996 to 2010

Transformation period

Always up for the challenge.

Focus Systems went public in 1996. In the midst of a global downturn compounded by financial instability, we felt that the largely unknown field of IT services was an untapped market just waiting to be exploited. We set about placing employees to build the essential foundations for success. Through a range of management reforms, we put in place the capacity-building structures that would enable the company to fulfill its social obligations well into the future.

2011 to 2015

Expansion phase I

Never constrained by the past.

The new management team embarked on the major challenge of getting the company listed on the First Section of the Tokyo Stock Exchange. The company evolved during this five-year period in preparation for the next new stage. It was decided that Focus Systems should break free of the past and start developing its own branded products, while also pursuing strategic investments in joint research projects. In order to build a strong and secure organizational foundation for pursuing the twin goals of growth and stability, considerable resources were devoted to areas such as internal controls, employee welfare and benefit schemes, and skills training. Employee numbers top 1,000, and the company moves to the Second Section of the Tokyo Stock Exchange.

2016 onward

Expansion phase II

Committed to meeting and exceeding expectations.

Focus Systems moved to the First Section of the Tokyo Stock Exchange in 2016, followed by the Prime Market in 2022, releasing a comprehensive plan for future growth and expansion. Our commitment to diligence and sincerity in all that we do is embedded in the DNA of Focus Systems. It is this very DNA that enables us to provide such a wide range of services in the pursuit of our core mission, and that continues to drive us today as we prepare for the exciting new challenges that lie ahead.

31.5 billion yen

Over 1,300 employees

Over 1,000 employees

Over 500 employees

Over 300 employees

1977

1996

2015

2016

2022

Over-the-counter stock registration with the Japan Securities Dealers Association

Tokyo Stock Exchange 2nd Section

Tokyo Stock Exchange 1st Section

Tokyo Stock Exchange Prime Market



Focus Systems shall contribute to creating a better environment for the future through development and growth of the Company with all employees working together in accord as a joint force.

We are determined to fulfill the following three responsibilities.

Individual Responsibility	We will hone our humanity and technical skills to provide the best service to our customers.
Corporate Responsibility	We will create a company where employees can trust each other and feel safe and motivated to work. We shall create a company where employees trust each other and work with a sense of assurance and satisfaction.
Social Responsibility	We shall create a company that is trusted by customers, investors and shareholders as well as needed by society.

Combining our unique qualities with unprecedented value propositions to create attractive must-have solutions for the modern age

Focus Systems has a longstanding commitment to working closely with clients to identify issues and using our extensive technical experience and expertise to develop effective solutions for guaranteed success. This approach has enabled the company to build a solid financial base while providing a supportive environment to encourage innovative solutions. We look forward to providing attractive, must-have solutions tailored to the demands of the modern age by combining the unique characteristics and qualities of the company with exciting new value propositions.



**Working with colleagues  
for synergy and innovation**

Advanced IT systems

Remote mentoring systems

Nanotechnology

Lifestyles

Health Tech

Motion analysis in sport

Regenerative medicine

Robots

Line-of-sight measurement

MaaS

**Forging ahead with new solutions**

Water resources

Green innovation

Carbon neutral

Space applications

Smart cities

Disaster response strategies

# Bringing people's imagination to life with IT

AI

The needs and expectations of the market change and evolve over time. At Focus Systems, we understand the importance of constantly refocusing and realigning our services to remain relevant to ever-changing markets. This is driven by the everlasting question: is there anything that can't be enhanced or improved with the power of IT? We remain committed to exploring infinite new possibilities in the future by capitalizing on our extensive technical experience and expertise.

**Thinking outside the box**

Smart grids

6G

Food loss

EdTech

Sustainable energy systems

Government (national and local)

**Creating the future**

Femtech

Environmental solutions

Animal welfare

Metaverse

**Technology that brings  
people together**

Overtourism

Web4.0

Digital twins

Creative and strategic innovation

Biotechnology



# COMPANY

Company name	Focus Systems Corporation	
Listed Markets	Tokyo Stock Exchange Prime Market (Securities Code: 4662)	
Main office	Focus Gotanda Building, 2-7-8 Higashigotanda,Shinagawa-ku, Tokyo, 141-0022	
Establishment	April 1, 1977	
Capital	2.9 billion yen (As of March 31, 2024)	
Number of Employees	1,452 (As of April 1, 2024)	
Business	Consulting and contract computer systems developer Systems operation, maintenance and technical support Development and distribution of information security technology and associated products Development and distribution of software packages Planning and production of web content Temp staffing service Other computer-related services	
Officer composition	President, Representative Director Vice-President, Representative Director Seinor Managing Director Managing Director Director Outside Director  Audit and Supervisory Board Member Outside Audit and Supervisory Board Member	Mori Keiichi Miura Hiroyuki Muroi Makoto Goto Makoto Suzuki Takahiro Yamaguchi Toshihiko・Seo Sadataka・Araya Mayumi・Akiyama Erika Yoshino Mitsuru・Takahashi Isao Sugiyama Masahiro・Matsubara Yoko
Main trading partners	Accenture Japan Ltd / Eight-Japan Engineering Consultants Inc. / EXEO Group, Inc. / NEC Group companies / NTT Data Group companies / NTT DATA INTRAMART Corporation / OKI Group companies / Kyndryl Japan KK / Konishi Co.,Ltd. / Sakura Information Systems Co., Ltd. / CTC Group companies / SoftBank Corp. / Daiwa Institute of Research Group companies / Central Government Ministries and Agencies / TIS INTEC Group companies / NS Solutions Group companies / IBM Japan Group companies / Business Brain Showa・ota inc. / Broadleaf Co., Ltd. / Mitsui Knowledge Industry Group companies	

## Accreditations and certifications



Platinum Kurumin certification

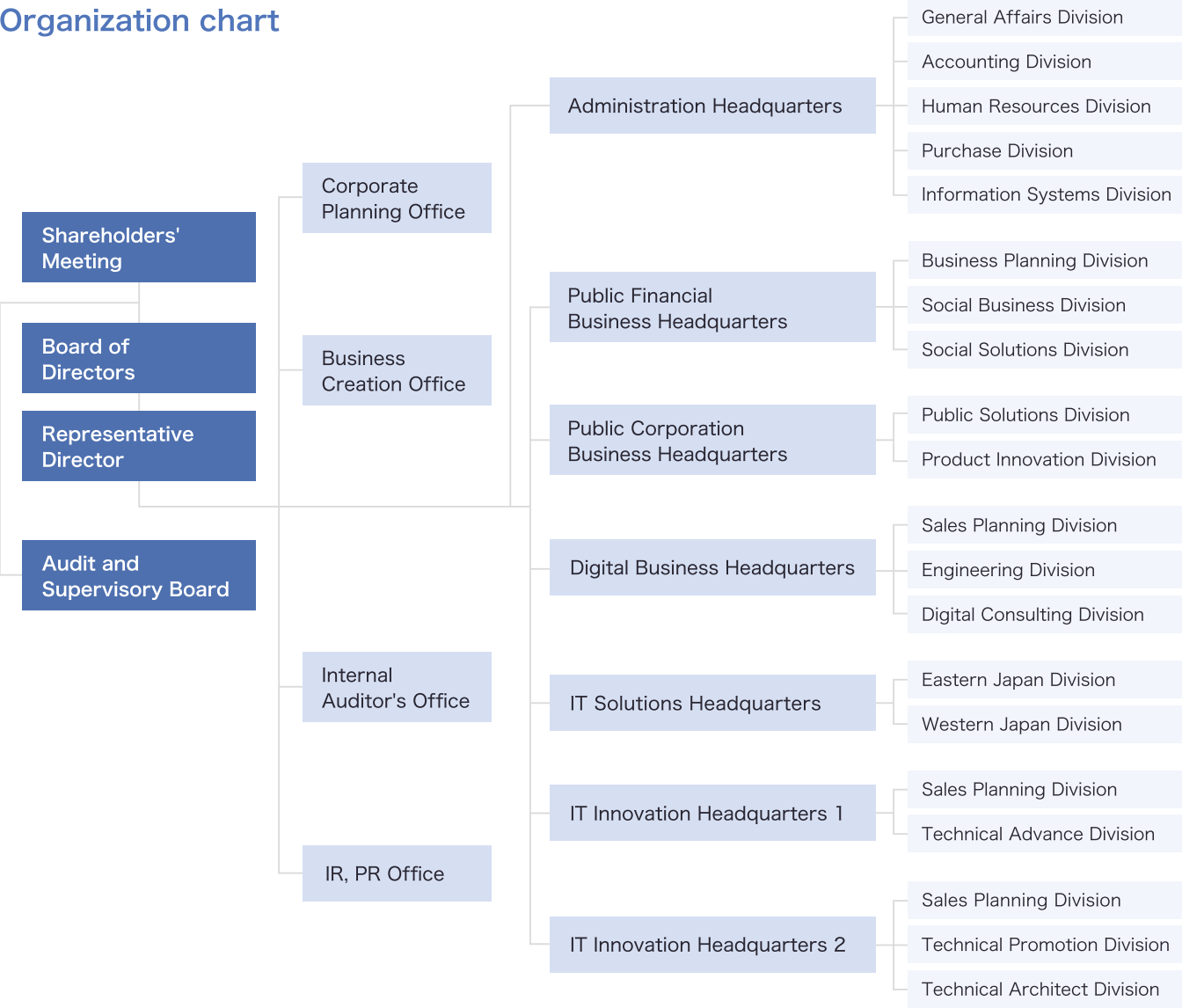


Eruboshi  
(Promotion of Women's Participation)



Health and Productivity Management Organization 2024  
(Large Organizations)

## Organization chart



## Location

<b>Main office</b> Focus Gotanda Building, 2-7-8 Higashigotanda Shinagawa-ku, Tokyo, 141-0022	<b>Seminar room</b> 4th floor, Sompo Japan Nipponkoa Gotanda Kyodo Building, 2-3-1 Higashigotanda, Shinagawa-ku, Tokyo 141-0022
<b>Public Financial Business Headquarters / Public Corporation Business Headquarters</b> 9th floor, Win Gotanda Building, 1-30-2 Nishigotanda, Shinagawa-ku, Tokyo 141-0031	<b>Digital Business Headquarters</b> 19th floor, OSAKI TWIN BUILDING EAST 5-1-18 Kitashinagawa, Shinagawa-ku, Tokyo 141-0001
<b>IT Solutions Headquarters / IT Innovation Headquarters 1 / IT Innovation Headquarters 2</b> 4th floor, Terasaki Building 3, 5-24-10 Higashigotanda, Shinagawa-ku, Tokyo 141-0022	
<b>IT Solutions Headquarters Western Japan Division</b> 8F, Japan Housing Finance Agency Yano Building, 4-5-20 Minamihonmachi, Chuo-ku, Osaka, Osaka 541-0054	<b>IT Solutions Headquarters Western Japan Division</b> 5th floor, Marunouchi Fushimi Dori Building, 1-9-11 Marunouchi, Naka-ku, Nagoya, Aichi 460-0002

