



3. Consolidated financial forecast (1 Oct 2021~30 Sep 2022)

(YoY %)

|                      | Sales   |       | Operating Income |        | Ordinary Income |       | Profit (loss) attributable to owners of parent |        | EPS   |
|----------------------|---------|-------|------------------|--------|-----------------|-------|--|--------|-------|
|                      | JPY mil | %     | JPY mil          | %      | JPY mil         | %     | JPY mil  | %      | JPY   |
| 1 <sup>st</sup> half | 945     | (5.7) | 112              | (11.3) | 112             | (7.8) | 74   | (10.1) | 13.39 |
| FYE Sep-2022         | 2,100   | 4.3   | 250              | (11.0) | 250             | (8.7) | 165  | (16.3) | 29.85 |

※ Notes

(1) Transfer of material subsidiaries (subsidiaries resulting in change in scope of consolidation) :  
Include — (Name) —、Exclude — (Name) —

(2) Changes in Accounting policies, estimation and restatement

- ① Accounting policy changes in accordance with revision of Accounting Standard : None
- ② Accounting policy changes excluding ① : None
- ③ Accounting estimate changes : None
- ④ Restatement : None

(3) Number of outstanding shares (Ordinary share)

|   |              |           |              |           |
|---|--------------|-----------|--------------|-----------|
| ① Outstanding number of shares at FYE (Incl. treasury shares) | FYE Sep-2021 | 5,721,600 | FYE Sep-2020 | 5,715,600 |
| ② Number of treasury shares at FYE                            | FYE Sep-2021 | 194,159   | FYE Sep-2020 | 194,159   |
| ③ Average number of shares                                    | FYE Sep-2021 | 5,525,885 | FYE Sep-2020 | 5,519,791 |

(Ref.) Summary of parent financial results

1. Parent financial results at FYE Sep-2021 (1 Oct 2020~30 Sep 2021)

(1) Parent statement of income

(YoY %)

|              | Sales   |     | Operating Income |        | Ordinary Income |        | Net profit (loss) |   |
|--------------|---------|-----|------------------|--------|-----------------|--------|-------------------|---|
|              | JPY mil | %   | JPY mil          | %      | JPY mil         | %      | JPY mil           | % |
| FYE Sep-2021 | 1,886   | 3.1 | 274              | (19.1) | 279             | (18.6) | 141               | — |
| FYE Sep-2020 | 1,829   | 5.4 | 339              | 7.4    | 344             | 7.4    | (146)             | — |

|              | EPS     | EPS (Diluted) |
|--------------|---------|---------------|
|              | JPY     | JPY           |
| FYE Sep-2021 | 25.53   | 25.31         |
| FYE Sep-2020 | (26.51) | —             |

(2) Parent balance sheet

|              | Total Assets | Net Assets | Capital-to-asset ratio | BPS    |
|--------------|--------------|------------|------------------------|--------|
|              | JPY mil      | JPY mil    | %                      | JPY    |
| FYE Sep-2021 | 3,194        | 1,738      | 54.4                   | 314.46 |
| FYE Sep-2020 | 3,020        | 1,582      | 52.4                   | 286.49 |

(Ref.) Net assets FYE Sep-2021 1,738 JPY mil FYE Sep-2020 1,581 JPY mil

※ This Tanshin is out of scope of audit by Auditors

※ (Disclaimer)

The description regarding estimation or forecast in the future in this material is based on our information and assumptions that we have understood reasonably, we never commit, pledge or promise an achievement of the description. Actual achievement will suffer from various factors.

### 3. Consolidated financial statement

#### (1) Consolidated balance sheet

(Unit : JPY thousand)

|  | Previous FYE<br>(30 Sep 2020) | Latest FYE<br>(30 Sep 2021) |
|--|-------------------------------|-----------------------------|
| <b>Assets</b>  |                               |                             |
| Current assets   |                               |                             |
| Cash and deposits  | 1,229,058                     | 1,305,110                   |
| Accounts receivable - trade                                | 1,232,179                     | 1,097,900                   |
| Inventories  | 18,844                        | 16,379                      |
| Prepaid expenses   | 33,183                        | 42,975                      |
| Income taxes receivable                                    | 37,031                        | —                           |
| Other  | 12,291                        | 23,468                      |
| Current assets   | 2,562,589                     | 2,485,834                   |
| Non-current assets   |                               |                             |
| Property, plant and equipment                              |                               |                             |
| Buildings, net   | 35,719                        | 31,030                      |
| Tools, furniture and fixtures, net                         | 11,125                        | 8,732                       |
| Vehicles, net  | 0                             | 0                           |
| Property, plant and equipment                              | 46,845                        | 39,763                      |
| Intangible assets  |                               |                             |
| Goodwill   | 76,281                        | 56,382                      |
| Software   | 48,077                        | 33,785                      |
| Intangible assets  | 124,358                       | 90,167                      |
| Investments and other assets                               |                               |                             |
| Investment securities                                      | 131,690                       | 388,398                     |
| Long-term loan receivable from subsidiaries and associates | 3,000                         | 3,000                       |
| Deferred tax assets  | 16,941                        | 24,051                      |
| Long-term loan receivable                                  | 24,447                        | 21,391                      |
| Other  | 162,634                       | 231,839                     |
| Allowance for doubtful accounts                            | (27,447)                      | (24,391)                    |
| Investments and other assets                               | 311,265                       | 644,289                     |
| Non-current assets   | 482,470                       | 774,219                     |
| Assets   | 3,045,059                     | 3,260,054                   |

(Unit : JPY thousand)

|   | Previous FYE<br>(30 Sep 2020) | Latest FYE<br>(30 Sep 2021) |
|---|-------------------------------|-----------------------------|
| <b>Liabilities</b>  |                               |                             |
| Current liabilities   |                               |                             |
| Accounts payable - trade-                                     | 160,286                       | 122,869                     |
| Short-term loan payable                                       | 650,000                       | 720,000                     |
| Current portion of long-term loans payable                    | 122,396                       | 122,396                     |
| Accounts payable - other -                                    | 32,459                        | 53,651                      |
| Accrued expenses  | 34,126                        | 39,296                      |
| Income taxes payable  | 3,794                         | 108,616                     |
| Accrued consumption taxes                                     | 55,831                        | 13,275                      |
| Other   | 44,068                        | 48,557                      |
| Current liabilities   | 1,102,962                     | 1,228,662                   |
| Non-current liabilities                                       |                               |                             |
| Long-term loans payable                                       | 399,306                       | 276,910                     |
| Provision for loss on business of subsidiaries and associates | 3,331                         | 3,331                       |
| Non-current liabilities                                       | 402,637                       | 280,241                     |
| Liabilities   | 1,505,600                     | 1,508,904                   |
| <b>Net Assets</b>   |                               |                             |
| Shareholders' equity  |                               |                             |
| Capital stock   | 442,030                       | 442,930                     |
| Capital surplus   | 419,974                       | 420,874                     |
| Retained earnings   | 901,702                       | 1,098,750                   |
| Treasury shares   | (221,114)                     | (221,114)                   |
| Shareholders' equity  | 1,542,592                     | 1,741,440                   |
| Accumulated other comprehensive income                        |                               |                             |
| Valuation difference on available-for-sale securities         | (3,719)                       | 9,709                       |
| Accumulated other comprehensive income                        | (3,719)                       | 9,709                       |
| Subscription rights to shares                                 | 585                           | —                           |
| Net Assets  | 1,539,458                     | 1,751,150                   |
| Liabilities and net assets                                    | 3,045,059                     | 3,260,054                   |

(2) Consolidated statement of income and comprehensive income  
(Consolidated statement of income)

(Unit : JPY thousand)

|   | Previous FYE<br>(from 1 Oct 2019<br>to 30 Sep 2020) | Latest FYE<br>(from 1 Oct 2020<br>to 30 Sep 2021) |
|---|---|---|
| Sales   | 1,946,940   | 2,013,300   |
| COGS  | 631,396   | 740,819   |
| Gross profit  | 1,315,544   | 1,272,481   |
| Selling, general and administrative expenses                  | 1,116,878   | 991,676   |
| Operating Income  | 198,665   | 280,804   |
| Non-operating income  |   |   |
| Commission fee  | 1,565   | 1,353   |
| Insurance premiums refunded cancellation                      | 1,696   | 1,727   |
| Consumption tax difference                                    | 2,291   | 1,093   |
| Subsidy   | 1,680   | 2,534   |
| Reversal of allowance for doubtful accounts                   | —   | 3,055   |
| Other   | 201   | 619   |
| Non-operating income  | 7,434   | 10,383  |
| Non-operating expenses  |   |   |
| Interest expenses   | 3,663   | 4,168   |
| Share of loss of entities accounted for using equity method   | 27,274  | 12,911  |
| Other   | 910   | 179   |
| Non-operating expenses  | 31,848  | 17,259  |
| Ordinary Income   | 174,251   | 273,928   |
| Extraordinary income  |   |   |
| Gain on sales of shares of subsidiaries and associates        | 8,051   | —   |
| Gain on reversal of subscription rights to shares             | 217   | 585   |
| Gain on change in equity                                      | —   | 19,074  |
| Extraordinary income  | 8,268   | 19,660  |
| Extraordinary losses  |   |   |
| Loss on valuation of shares of subsidiaries and associates    | —   | 8,072   |
| Provision for loss on business of subsidiaries and associates | 1,364   | —   |
| Impairment loss   | 203,799   | —   |
| Extraordinary losses  | 205,164   | 8,072   |
| Income (loss) before income taxes                             | (22,645)  | 285,516   |
| Income taxes - current  | 4,560   | 101,505   |
| Income taxes - deferred                                       | 18,600  | (13,037)  |
| Income taxes  | 23,161  | 88,468  |
| Net income (loss)   | (45,806)  | 197,047   |
| Profit (loss) attributable to owners of parent                | (45,806)  | 197,047   |

## (Statement of consolidated comprehensive income)

(Unit : JPY thousand)

|  | Previous FYE<br>(from 1 Oct 2019<br>to 30 Sep 2020) | Latest FYE<br>(from 1 Oct 2020<br>to 30 Sep 2021) |
|--|---|---|
| Net income (loss)  | (45,806)  | 197,047   |
| Other comprehensive income                                     |   |   |
| Valuation difference on available-for-sale securities          | (1,456)   | 13,428  |
| Other comprehensive income                                     | (1,456)   | 13,428  |
| Comprehensive income   | (47,262)  | 210,476   |
| (Comprehensive income attributable to)                         |   |   |
| Comprehensive income attributable to owners of parent          | (47,262)  | 210,476   |
| Comprehensive income attributable to non-controlling interests | —   | —   |

(3) Consolidated statement of changes in equity  
 Previous FYE (from 1 Oct 2019 to 30 Sep 2020)

(Unit : JPY  
 thousand)

|  | Shareholders' equity |                 |                   |                 |                      |
|--|----------------------|-----------------|-------------------|-----------------|----------------------|
|  | Capital stock        | Capital surplus | Retained earnings | Treasury shares | Shareholders' equity |
| Balance at beginning of current period                             | 440,830              | 418,774         | 947,508           | (178,061)       | 1,629,052            |
| Changes of items during period                                     |                      |                 |                   |                 |                      |
| Issuance of new shares - exercise of subscription rights to shares | 1,200                | 1,200           |                   |                 | 2,400                |
| Profit (loss) attributable to owners of parent                     |                      |                 | (45,806)          |                 | (45,806)             |
| Purchase of Treasury shares  |                      |                 |                   | (43,053)        | (43,053)             |
| Other changes of items during period (net)                         |                      |                 |                   |                 |                      |
| Changes of items during period                                     | 1,200                | 1,200           | (45,806)          | (43,053)        | (86,459)             |
| Balance at end of current period                                   | 442,030              | 419,974         | 901,702           | (221,114)       | 1,542,592            |

|  | Accumulated other comprehensive income                |  | Subscription rights to shares | Net Assets |
|--|---|--|-------------------------------|------------|
|  | Valuation difference on available-for-sale securities | Accumulated other comprehensive income |                               |            |
| Balance at beginning of current period                             | (2,263)   | (2,263)                                | 802                           | 1,627,591  |
| Changes of items during period                                     |   |  |                               |            |
| Issuance of new shares - exercise of subscription rights to shares |   |  |                               | 2,400      |
| Profit (loss) attributable to owners of parent                     |   |  |                               | (45,806)   |
| Purchase of Treasury shares  |   |  |                               | (43,053)   |
| Other changes of items during period (net)                         | (1,456)   | (1,456)                                | (217)                         | (1,672)    |
| Changes of items during period                                     | (1,456)   | (1,456)                                | (217)                         | (88,132)   |
| Balance at end of current period                                   | (3,719)   | (3,719)                                | 585                           | 1,539,458  |

Latest FYE (from 1 Oct 2020 to 30 Sep 2021)

(Unit : JPY  
thousand)

|  | Shareholders' equity |                 |                   |                 |                      |
|--|----------------------|-----------------|-------------------|-----------------|----------------------|
|  | Capital stock        | Capital surplus | Retained earnings | Treasury shares | Shareholders' equity |
| Balance at beginning of current period                             | 442,030              | 419,974         | 901,702           | (221,114)       | 1,542,592            |
| Changes of items during period                                     |                      |                 |                   |                 |                      |
| Issuance of new shares – exercise of subscription rights to shares | 900                  | 900             |                   |                 | 1,800                |
| Profit (loss) attributable to owners of parent                     |                      |                 | 197,047           |                 | 197,047              |
| Other changes of items during period (net)                         |                      |                 |                   |                 |                      |
| Changes of items during period                                     | 900                  | 900             | 197,047           | —               | 198,847              |
| Balance at end of current period                                   | 442,930              | 420,874         | 1,098,750         | (221,114)       | 1,741,440            |

|  | Accumulated other comprehensive income                |  | Subscription rights to shares | Net Assets |
|--|---|--|-------------------------------|------------|
|  | Valuation difference on available-for-sale securities | Accumulated other comprehensive income |                               |            |
| Balance at beginning of current period                             | (3,719)   | (3,719)                                | 585                           | 1,539,458  |
| Changes of items during period                                     |   |  |                               |            |
| Issuance of new shares – exercise of subscription rights to shares |   |  |                               | 1,800      |
| Profit (loss) attributable to owners of parent                     |   |  |                               | 197,047    |
| Other changes of items during period (net)                         | 13,428  | 13,428                                 | (585)                         | 12,843     |
| Changes of items during period                                     | 13,428  | 13,428                                 | (585)                         | 211,691    |
| Balance at end of current period                                   | 9,709   | 9,709                                  | —                             | 1,751,150  |

## (4) Consolidated statement of cash flows

(Unit : JPY thousand)

|   | Previous FYE<br>(from 1 Oct 2019<br>to 30 Sep 2020) | Latest FYE<br>(from 1 Oct 2020<br>to 30 Sep 2021) |
|---|---|---|
| <b>Cash flows from operating activities</b>   |   |   |
| Income (loss) before income taxes   | (22,645)  | 285,516   |
| Depreciation  | 51,197  | 48,879  |
| Amortization of goodwill  | 30,625  | 19,899  |
| Impairment loss   | 203,799   | —   |
| Increase (decrease) in allowance for doubtful accounts                                      | 24,447  | (3,055)   |
| Increase (decrease) in provision for loss on order received                                 | (2,539)   | —   |
| Increase (decrease) in provision for loss on business of subsidiaries and associates        | 1,364   | —   |
| Share of (profit) loss of entities accounted for using equity method                        | 27,274  | 12,911  |
| Interest expenses   | 3,663   | 4,168   |
| Loss (gain) on sales of shares of subsidiaries and associates                               | (8,051)   | —   |
| Loss on valuation of shares of subsidiaries and associates                                  | —   | 8,072   |
| Decrease (increase) in notes and accounts receivable – trade                                | (247,786)   | 134,279   |
| Decrease (increase) in inventories  | 266   | 563   |
| Increase (decrease) in notes and accounts payable – trade                                   | 64,634  | (37,416)  |
| Decrease (increase) in deposits paid  | —   | (21,982)  |
| Decrease (increase) in advance payments   | (9,065)   | 8,682   |
| Increase (decrease) in advances received  | 21,972  | 4,297   |
| Increase (decrease) in accounts payable – other   | 22,114  | 21,191  |
| Increase (decrease) in accrued consumption taxes  | 37,563  | (42,555)  |
| Increase (decrease) in income taxes payable – factor based tax                              | (5,224)   | 6,026   |
| Loss (gain) on change in equity   | —   | (19,074)  |
| Other, net  | (6,395)   | (14,344)  |
| Subtotal  | 187,215   | 416,058   |
| Interest income received  | 61  | 239   |
| Interest expenses paid  | (3,779)   | (4,173)   |
| Income taxes paid   | (103,033)   | (2,710)   |
| Income taxes received   | 4,126   | 37,031  |
| Net cash provided by (used in) operating activities   | 84,591  | 446,445   |
| <b>Cash flows from investing activities</b>   |   |   |
| Purchase of property, plant and equipment   | (215)   | (826)   |
| Purchase of intangible assets   | (94,794)  | (24,778)  |
| Purchase of investment securities   | —   | (231,189)   |
| Collection of long-term loans receivable  | —   | 3,055   |
| Payments of loans receivable  | (24,447)  | —   |
| Purchase of shares of subsidiaries and associates   | —   | (8,072)   |
| Proceeds from sales of shares of subsidiaries resulting in change in scope of consolidation | 0   | —   |
| Purchase of insurance funds   | (27,513)  | (63,107)  |
| Proceeds from cancellation of insurance funds   | 4,634   | 5,135   |
| Other, net  | —   | 44  |
| Net cash provided by (used in) investing activities   | (142,337)   | (319,737)   |

(Unit : JPY thousand)

|  | Previous FYE<br>(from 1 Oct 2019<br>to 30 Sep 2020) | Latest FYE<br>(from 1 Oct 2020<br>to 30 Sep 2021) |
|--|---|---|
| Cash flows from financing activities                 |   |   |
| Proceeds from short-term loans payable               | —   | 70,000  |
| Proceeds from long-term loans payable                | 500,000   | —   |
| Repayments of long-term loans payable                | (97,398)  | (122,396)   |
| Proceeds from issuance of common shares              | 2,400   | 1,800   |
| Purchase of treasury shares                          | (43,182)  | —   |
| Other, net   | (60)  | (60)  |
| Net cash provided by (used in) financing activities  | 361,759   | (50,656)  |
| Net increase (decrease) in cash and cash equivalents | 304,013   | 76,052  |
| Cash and cash equivalents at beginning of period     | 925,045   | 1,229,058   |
| Cash and cash equivalents at end of period           | 1,229,058   | 1,305,110   |