

Q1 FY2025 Financial Results Summary

Net sales

4,421 million yen

YoY growth rate **8.7%**

Quarterly plan achievement rate **104.3%**

Budget progress rate **24.2%**

Operating profit

423 million yen

YoY growth rate **19.5%**

Quarterly plan achievement rate **118.4%**

Budget progress rate **30.2%**

(Reference) FY2025 forecast

Net sales

18,280 million yen

YoY growth rate **10.2%**

Operating profit

1,400 million yen

YoY growth rate **26.4%**

Q1 FY2025 Consolidated Financial Results

- 1Q standalone** Both net sales and operating profit slightly exceeded initial plans. (Progressed in line with the growth model that plans for financial results to surpass those of Q4 FY2024.)
 - Net sales: Steadily increased YoY.
 - Operating profit: Profit margin improved due to progress on in-house production. This led to strong growth YoY.
- 2Q forecast** Sales and profits expected to increase YoY. However, Q2 operating profit expected to fall below the Q1 level due to seasonal factors.

Q1 FY2025 Activities Summary

Human Resources

In addition to hiring managers, promoted training and retention measures

- 25 employees obtained professional qualifications in the PM and BA fields
- Certified as a 2025 Enterprise with Outstanding Health and Productivity Management for the fourth consecutive year
- Obtained Kurumin certification as a company that supports child rearing

Services

Improved both the value provided and sales capabilities by strengthening the structure in the data strategy field

- Established the new Strategic Consulting Business Headquarters
- Received the grand prize at the Satellite Data Utilization Awards 2024
- Began general sales of AI and Data analysis training tools

Customers

In addition to strengthening account sales for key customers, made progress in developing promising new clients

- 11 new clients added as a result of marketing activities
- Expanded business with local governments, independent administrative agencies, national universities and other organizations in the public sector (partly due to a convergence of project deliveries at the end of the fiscal year)

Group Management

With the completion of the restructuring phase after the M&A, HCS is now fully operational under the new structure

- HCS will continue to contribute to profits exceeding amortization of goodwill expenses in this fiscal year
- Transferred all shares in Isis CO., LTD., a subsidiary of HCS Holdings, to NEEDS SHARE Co., Ltd. (impact on financial results will be minor)