



Technology X Open Innovation

**Supplementary Material for the Q3 FY09/2022
41st Period**

SystemSoft Corporation
TYO: 7527

August 10, 2022

- **FY09/2022 Third Quarter Financial Results Summary**
- **FY09/2022 Earnings Forecast**
- **Appendix: Medium-Term Management Plan**

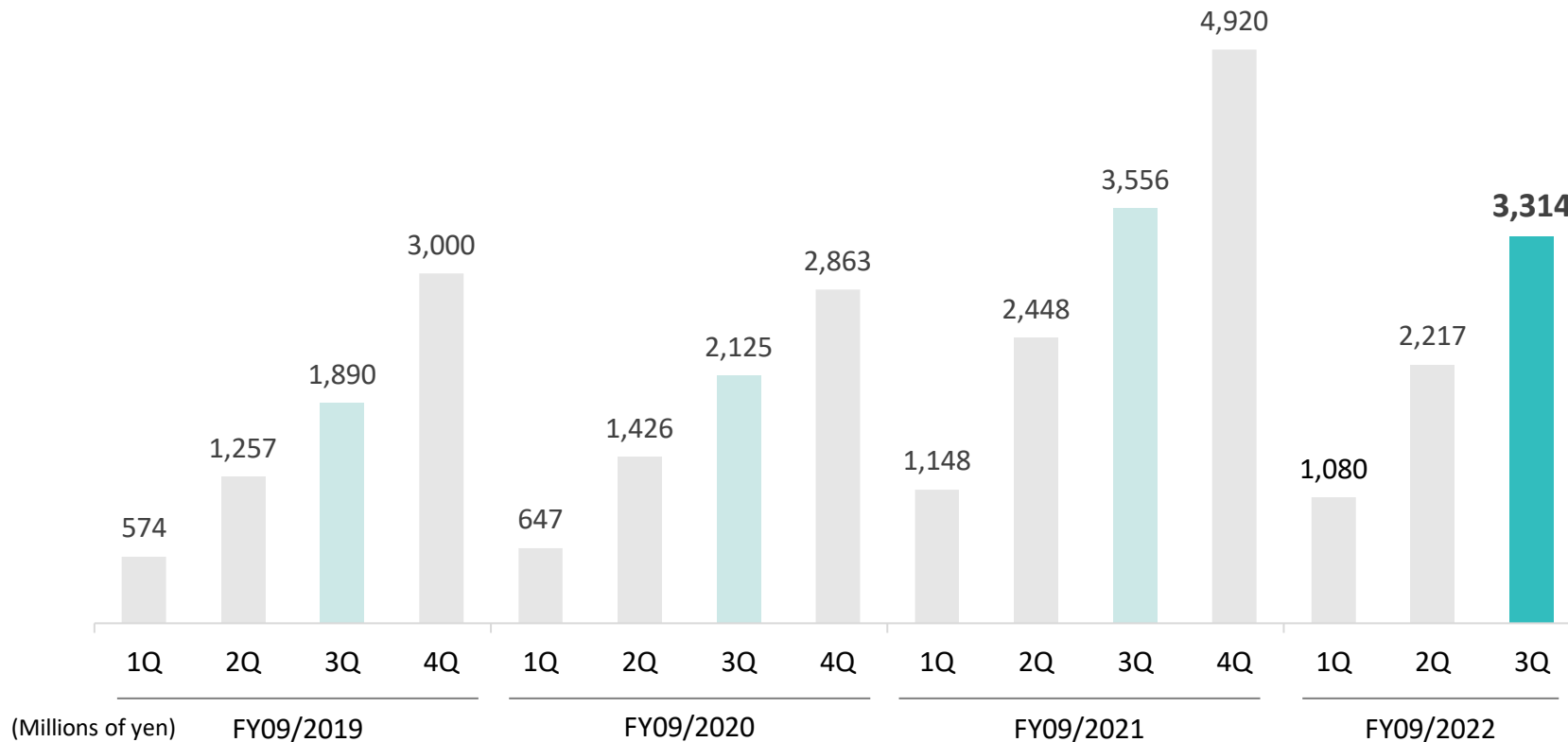
FY09/2022 Third Quarter Financial Results Summary

**Projects that had been put on hold resumed,
Entered a phase of gradual progression.**

	3Q FY09/2020		3Q FY09/2021		3Q FY09/2022		
	(Millions of yen)	Amount	%	Amount	%	Amount	%
Net sales		2,125	100%	3,556	100%	3,314	100%
Gross profit		251	11.8	1,039	29.2%	729	22.0%
SG&A expenses		444	20.9%	685	19.3%	719	21.7%
Operating income		-192	-9.1%	354	10.0%	10	0.3%
Quarterly net income attributable to shareholders of the parent company		-548	-25.8%	490	13.8%	-21	-0.7%

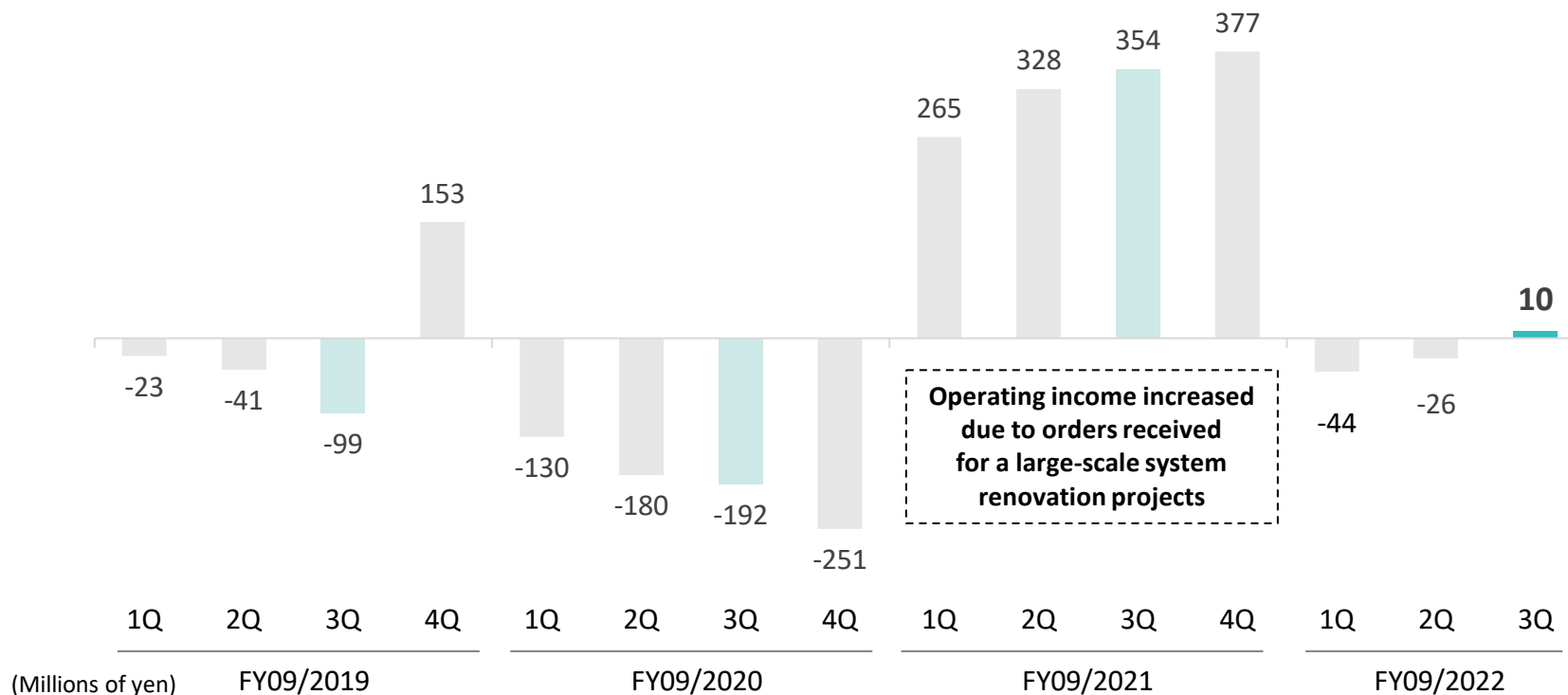
Net Sales Quarterly Changes (Cumulative)

Steadily accumulated projects almost in line with internal plans.



Operating Income Quarterly Changes (Cumulative)

Recovered to a profit, albeit a small one

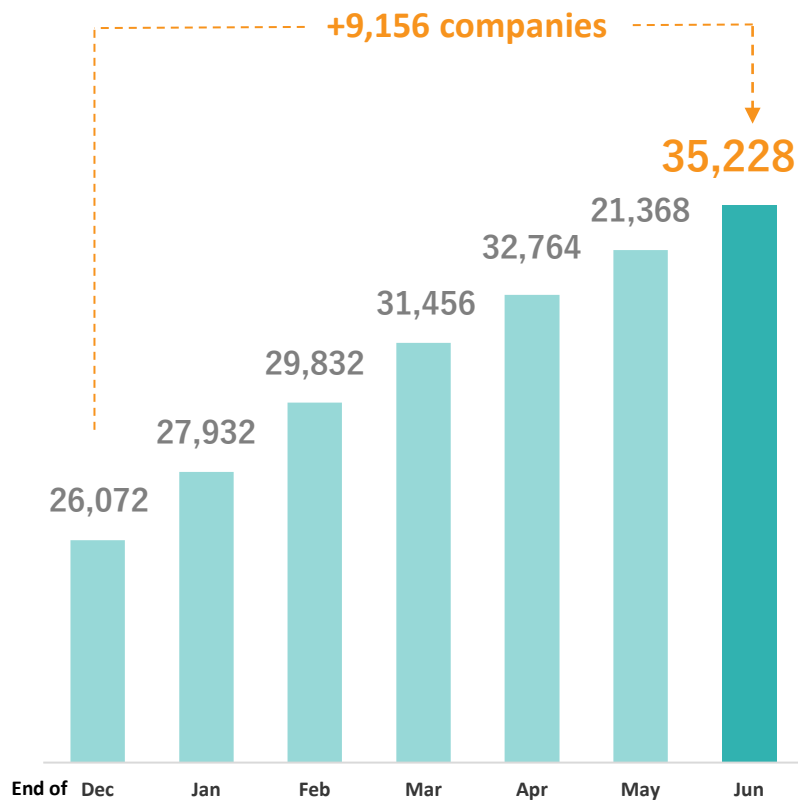


Balance Sheet

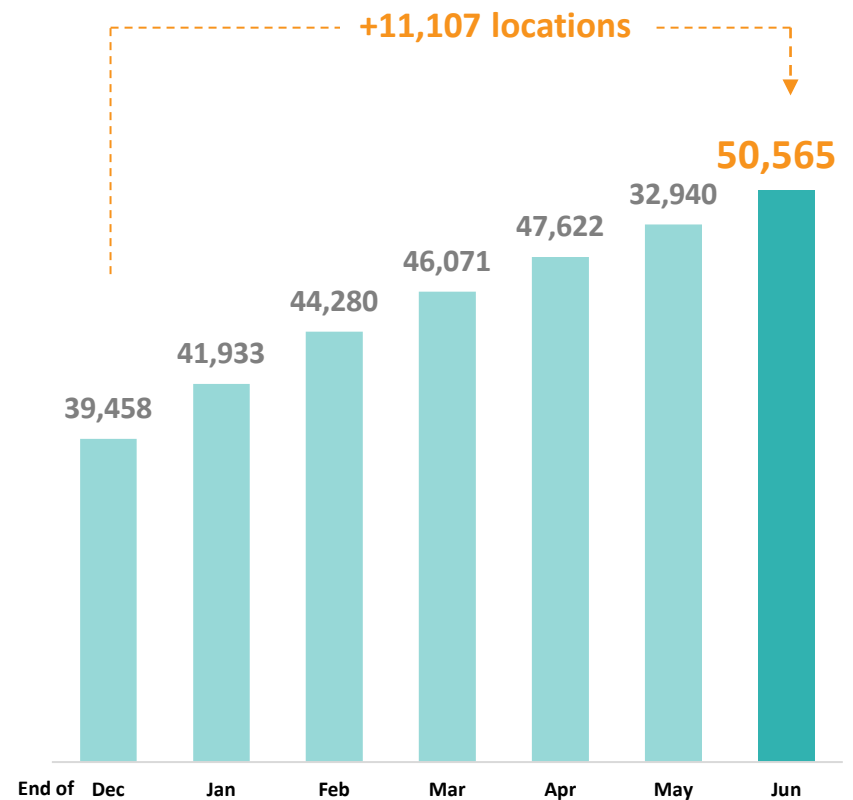
(Millions of yen)	4Q FY09/2021	3Q FY09/2022	Increase/ Decrease
Current assets	4,158	3,600	-557
Fixed assets	3,308	3,296	-12
Current liabilities	1,103	797	-305
Fixed liabilities	525	445	-80
Net assets	5,838	5,654	-183
capital stock	1,663	1,706	+42
Capital surplus and others	4,149	4,003	-145
Total assets	7,467	6,897	-570

Achieved one of the largest installations* in Japan through proactive sales campaign

Number of companies using the system (cumulative total)



Number of locations used (cumulative)

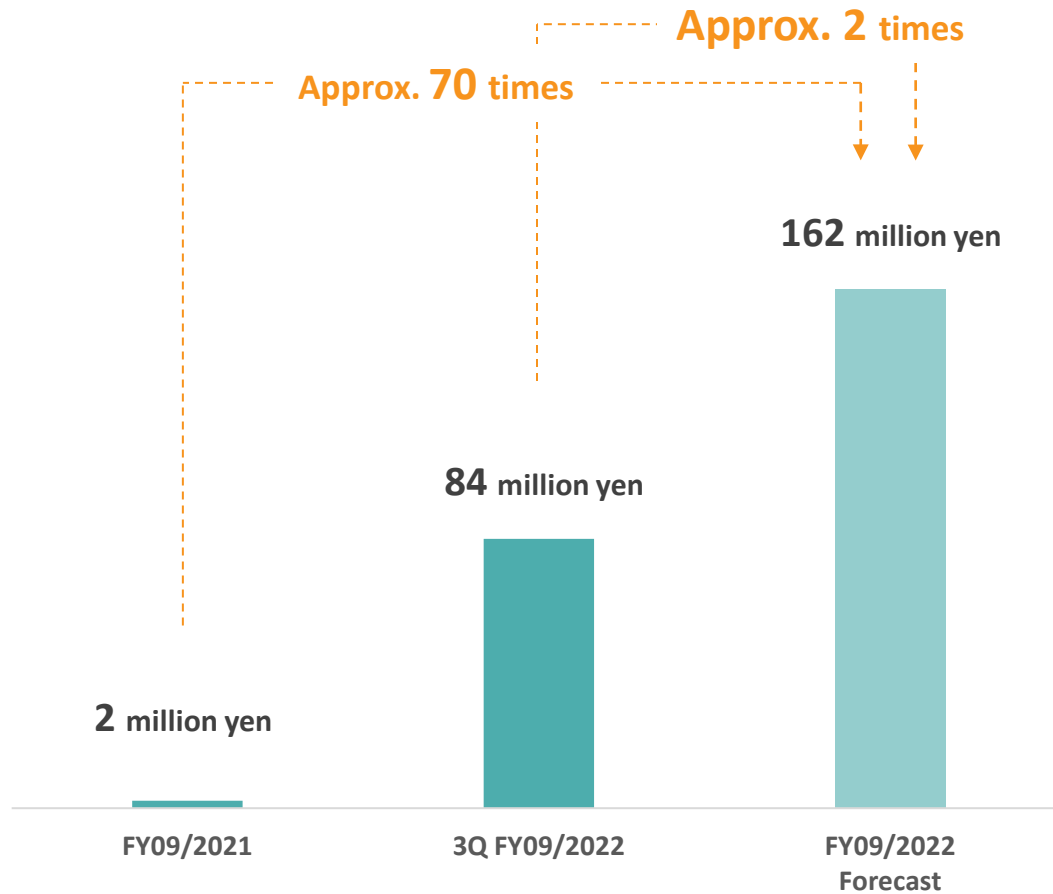


The "Total number of locations used" is simply the sum of the number of locations used by the mediator and management company for each cloud. (Management company include the head office, branch offices, sales offices, and stores among those that have applied.)

The "Cumulative number of companies using the system" is simply the total number of companies using the service of the placement agent and management company for each cloud.

* Based on our own research.

Significant increase in transaction volume in 3Q FY09/2022 due to an increase in series



*Transaction volume does not equal sales volume.

SaaS "SKIPS" for real estate companies

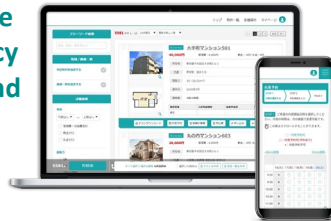
System linkage with 2 new rent guarantee companies

Collaboration with a total of 20 companies

■ Rent guarantee companies that have newly started cooperation (by syllabary order)

- Japan Rental Apartment Guarantee Organization (Osaka)
- REST SOLUTION K.K. (Tokyo)
- • • Plan to expand the number of partner companies

Rent guarantee companies linked to SKIPS can check the information of prospective tenants who have applied to move in on the system. This improves operational efficiency in the process of submitting applications and completing screening process.



Companies with collaboration history (by syllabary order)

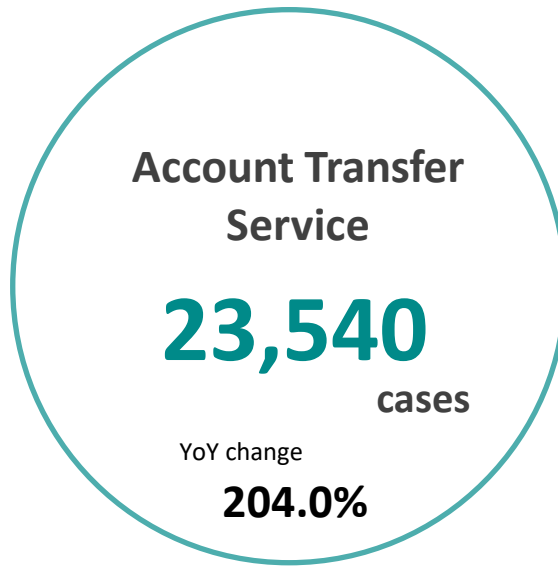
- ARK Co., Ltd. (Iwate)
- alpha Co., Ltd. (Kagoshima)
- APLUS Co., Ltd. (Osaka)
- Anshin Guarantor Service Co., Ltd. (Tokyo)
- Epos Card Co., Ltd. (Tokyo)
- L's SUPPORT Co., Ltd (Tokyo)
- Orico Forrent Insure Co.,Ltd. (Tokyo)
- CREDENCE CORPORATION (Tokyo)
- Global Trust Networks Co., Ltd.
- JACCS Co.,Ltd. (Tokyo)
- jpmc finance Co., Ltd. (Tokyo)
- J-LEASE Co., LTD. (Oita)
- Zenkoku Rent Guaranty Corporation (Tokyo)
- Zenhoren Co., Ltd. (Okinawa)
- nap. Inc. (Tokyo)
- Nihon Safety Co. Ltd. (Tokyo)
- Hot Hosyou Inc. (Hokkaido)
- RACCOON RENT, Inc. (Tokyo)

In cooperation with SS Cloud Series Services are being developed to further improve operational efficiency

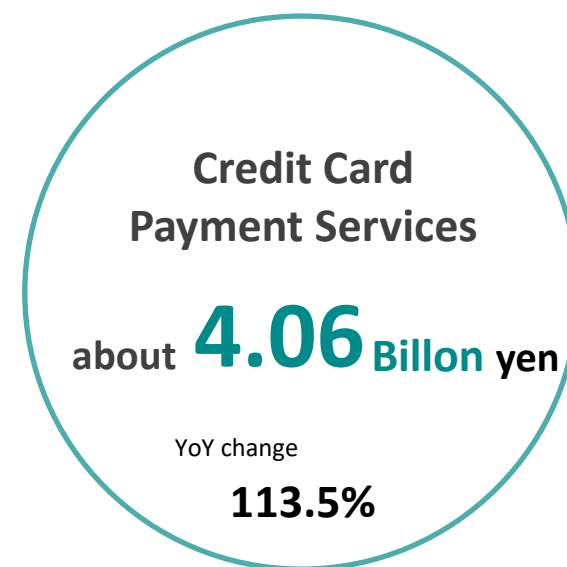
October 2021 to June 2022 Cumulative usage



No installation fee, no monthly fee,
no need to open an account
Substantial reduction in transfer fees



No need to check for errors in signing or
stamping
Dramatically reduced account transfer
fees



Real estate leasing related transaction
including Security deposit, key money,
etc.
Settlement services for utilizing credit
card to pay the lump-sum deposit.

This product is a service that introduces customers to the management company.

May 2022 Revised Building Lots and Buildings Transaction Business Law comes into effect.
Full lifting of the ban on online real estate transactions

Strengthening support for introduction of cloud services for companies that have not yet adopted DX

Real Estate Industry Moves from Analog to Online Completion

Out with “Hanko”

Electronic signatures and time stamps are used to seal important information statements and contracts.

No hard copy required

From paper documents to electronic contracts.
No need to store documents.

No face-to-face meeting required

All procedures for previews and contracts can be done online.

- As part of our efforts to establish a system, SKIPS has linked its products with the "electronic contracting system" of Nippon Information Create.



2022.05 - Commencement of product affiliation

FY09/2022 Earnings Forecast

Full-year sales and operating income are expected to increase year-on-year.

System development and solutions business remain strong

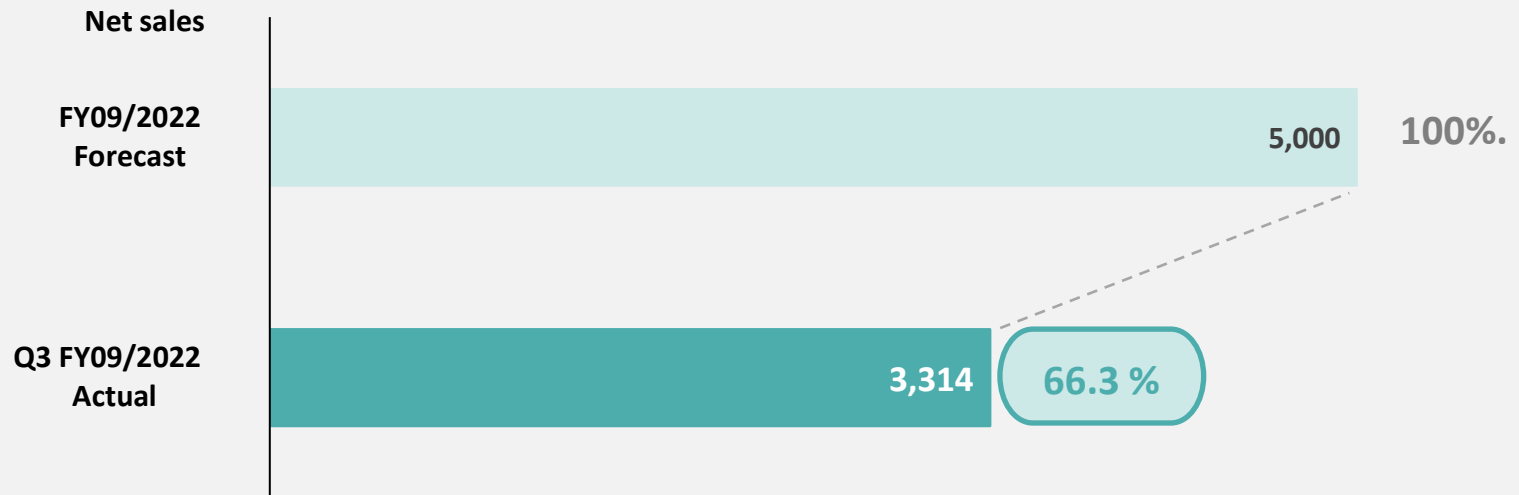
**Further expand the number of SaaS installations, which will be a growth driver,
leading to increased earning power for the future.**

(Millions of yen)	FY09/2021 Actual	FY09/2022 Forecast
Net sales	4,920	5,000
Operating income	377	400
Ordinary income	342	370
Attributable to: Shareholders of the parent company		
Net income	483	220

Progress rate as of 3Q against the full-year forecast for FY2022 is 66.3%
Full-year forecasts remain unchanged

Actual progress against full-year forecast

(Millions of yen)



1 **Strengthen existing businesses**

- System development and solutions business continues to make progress in developing large-scale projects
- Capture increasing demand and secure orders

2 **Expand the number of SaaS contracts and move into the monetization phase**

- Expand the number of contracts within the real estate industry
- Development of new SaaS products and expansion into other industries
- Improvement of product value and pursuit of service quality
- SaaS products will be made available for a fee starting in FY09/2022

3 **Increase public awareness**

Appendix: Medium-Term Management Plan

Short term

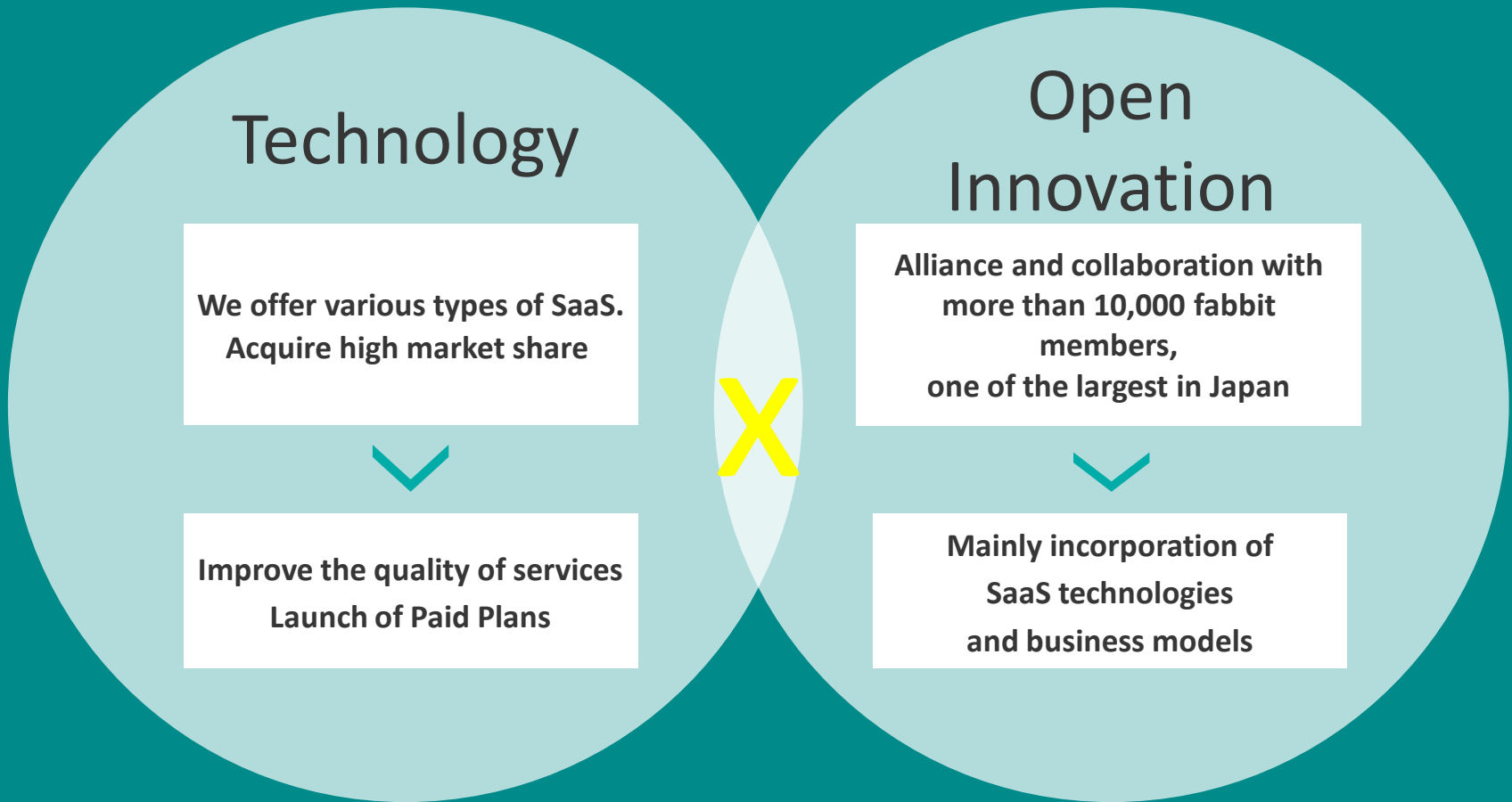
Lead the DXification of the real estate industry



Mid-term

Through Systemsoft IT technology and innovation, Promote DX Society

STRATEGY



Adding New Value

Medium-term management plan figures

System development and solutions business remain strong. SaaS business, a growth driver, will become paid service in stages from September 2022.

(Millions of yen)	FY09/2022 Forecast	FY09/2023 Forecast	FY09/2024 Target
Net sales	5,000	7,000	8,000
Operating income	400	700	1,000
Net income attributable to shareholders of the parent company	220	500	700

For details, please refer to "Medium-Term Management Plan 2022-2024".
<https://www.systemsoft.co.jp/wp-content/uploads/2021/11/chuukei20211112.pdf>

Medium- to Long-term Growth Image

Technology and Open innovation.
Promoting DX Society
Expand business and increase corporate value

Current

Growth driver

SaaS and RPA Business

Stable revenue base

System development and solution business

Technology



cooperate



cooperate



Open Innovation

Expanding collaboration with a membership size consisting of multiple industries
Expand and strengthen our services and enter new business areas

Technology × Open Innovation

Systemsoft

This document was created by the Company for the purpose of understanding the current state of Systemsoft Corporation (hereinafter referred to as the "Company"). In addition, the plans and forecasts described in this document are determined and predicted by the Company based on the information at the time of creation. Plans and prospects may change significantly due to changes in the business environment in the future. In that event, we are not obligated to update or amend the contents of this announcement. Based on the above, investors are requested to invest at their own risk.