

Technology X Open Innovation

**Supplementary Materials for the 41st Fiscal Year
Ending September 30, 2022**

Systemsoft Corporation
TYO: 7527

November 11, 2022

- **FY09/2022 Annual Financial Results Summary**
- **FY09/2022 Full Year Financial Results Reporting by segment**
- **Forecast for FY09/2023**

FY09/2022 Full Year Financial Results Summary

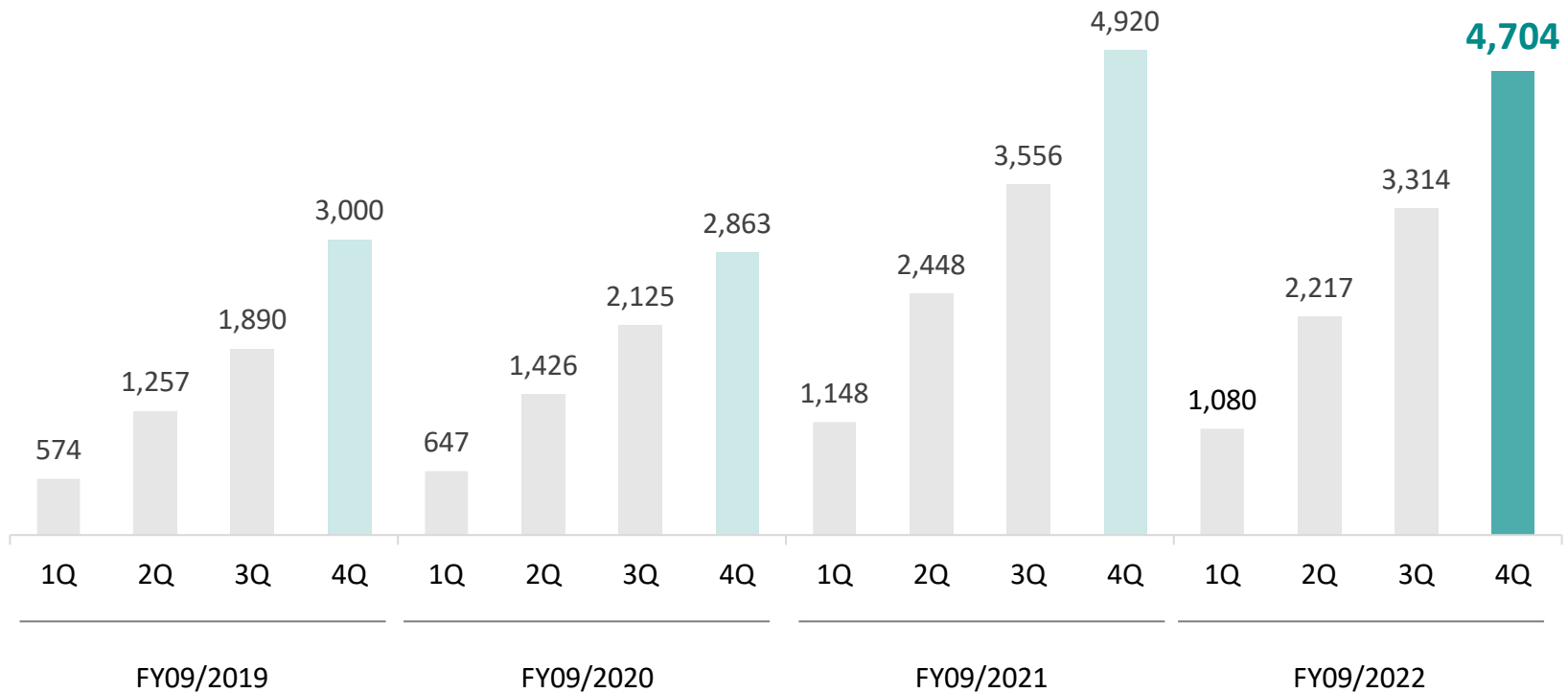
Although we did not reach the plan due to the delay in development projects,
revenues stabilized

(Millions of yen)	FY09/2020		FY09/2021		FY09/2022	
	Amount	%	Amount	%	Amount	%
Net sales	2,863	100%	4,920	100%	4,704	100%
Gross profit	339	11.8%	1,301	26.4%	1,336	28.4%
SG&A expenses	590	20.6%	923	18.8%	953	20.3%
Operating income	-251	-	377	7.7%	382	8.1%
Attributable to: Shareholders of the parent company	-655	-	483	9.8%	201	4.3%
Net income						

Net Sales Quarterly Changes (Cumulative Period)

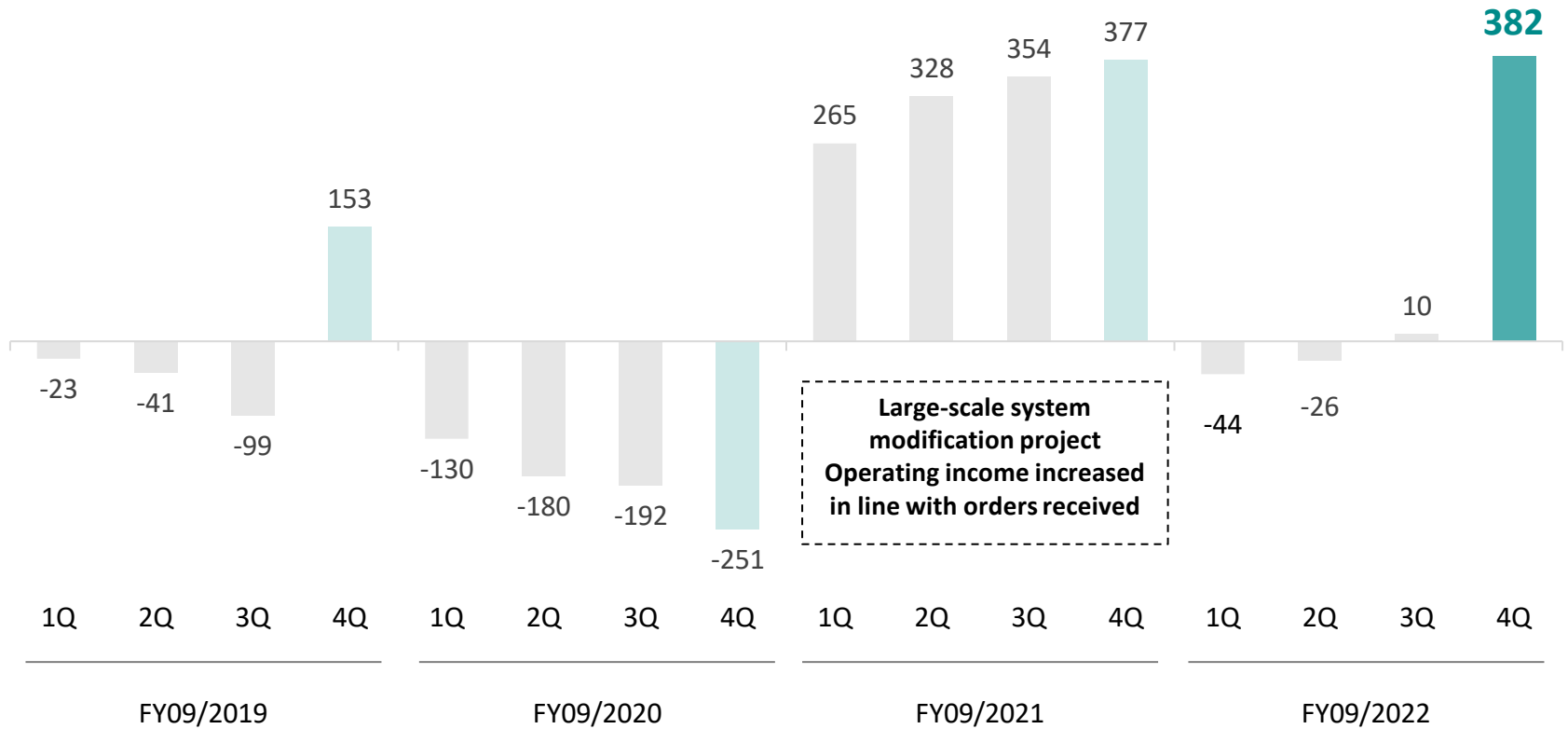
Net sales were almost the same level as the previous year

(Millions of yen)



Operating Income Quarterly Changes (Cumulative Period)

Catching up in the 4Q has resulted in profits piled up significantly



Balance Sheet

(Millions of yen)	Fiscal year ended September 30, 2021	Fiscal year ended September 30, 2022	Changes from the previous year	Main reasons for changes from previous year
Current assets	4,158	3,994	-163	Decrease in cash and deposits Decrease in trade notes and accounts receivable
Cash and deposits	2,081	1,949	-131	
Fixed assets	3,308	3,230	-78	Decrease in goodwill, Decrease in software assets
Property, plant and equipment	47	47	-0	
Intangible fixed assets	2,458	2,411	-47	
Investments and other assets	803	771	-31	
Current liabilities	1,103	775	-327	Decrease in trade notes and accounts payable, and other accounts payable
Fixed liabilities	525	583	57	Increase in long-term debt
Net assets	5,838	5,865	27	Increase in retained earnings
Capital stock	1,663	1,706	42	
Capital surplus and others	4,149	4,226	77	
Total assets	7,467	7,224	-242	

Cash Flow

(Millions of yen)	Fiscal Year ending September 30, 2021	Fiscal Year ending September 30, 2022	Main reasons for changes from previous year
Cash flows from operating activities	115	168	Decrease in trade accounts payable, increase in other accounts payable
Cash flows from investing activities	-200	-195	Increase in purchase of investments in subsidiaries resulting in change in scope of consolidation
Cash flows from financing activities	228	-104	Decrease due to dividend payments
Cash and cash equivalents at end of period	2,081	1,949	

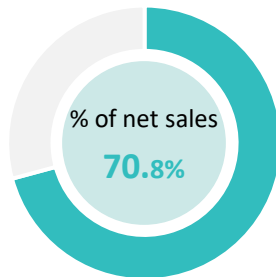
FY09/2022 Full Year Financial Results

Reporting by segment

Two pillars of business: technology business and open innovation business.

Technology

SS Cloud Series for real estate operators and
Responsible for system development for major companies
and public sector



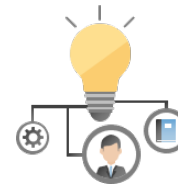
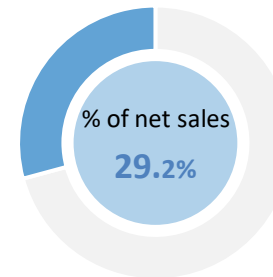
SaaS/RPA
SS Payments



System Development
and Solutions

Open innovation

Creation of ecosystems through inter-company collaboration and
Focus on regional revitalization and knowledge sharing

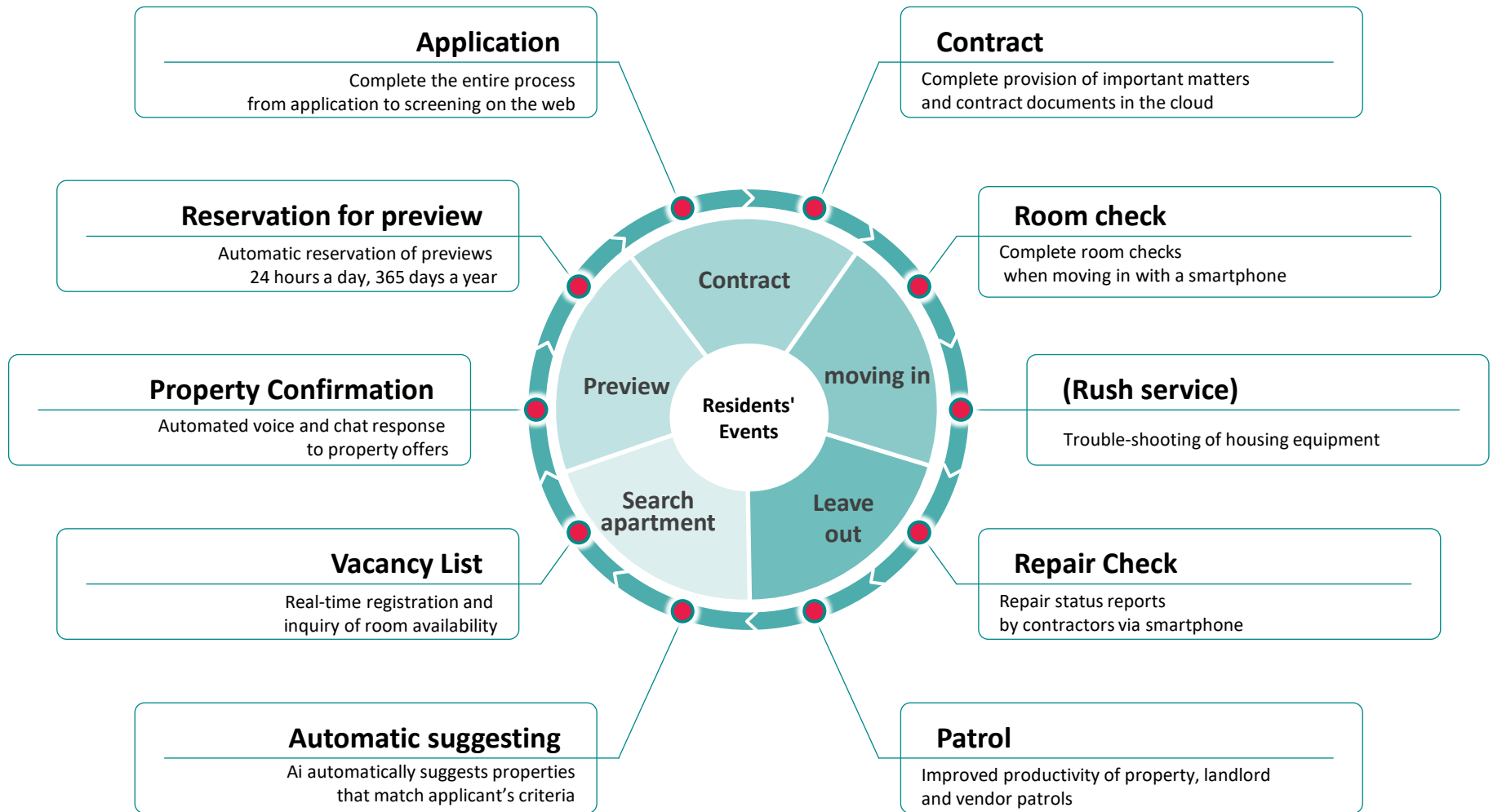


Fabbit (DX linkage)



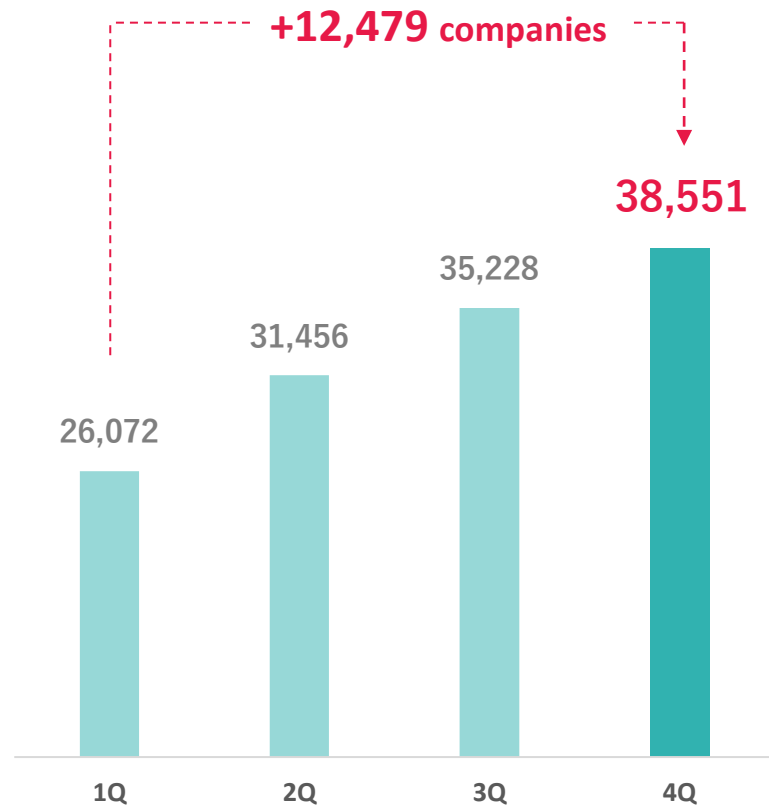
Consulting

Promoting "ReTech" (Real estate x Technology) Service lineup enhanced over the past year

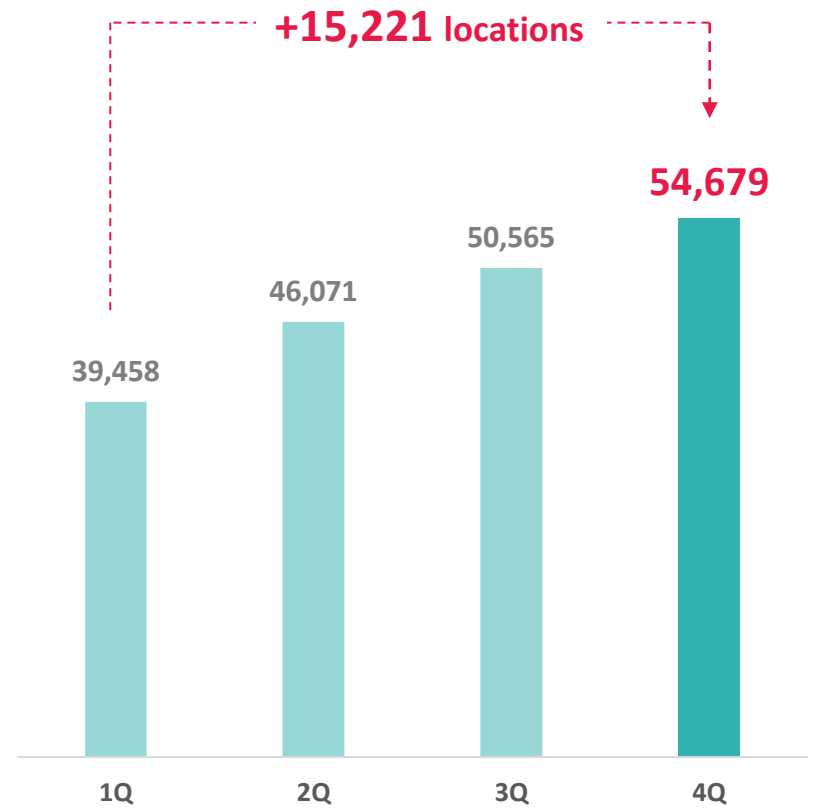


Achieved one of the largest* installations in Japan through dedicated sales activities

Number of companies using the system (cumulative total)



Number of locations used (cumulative total)

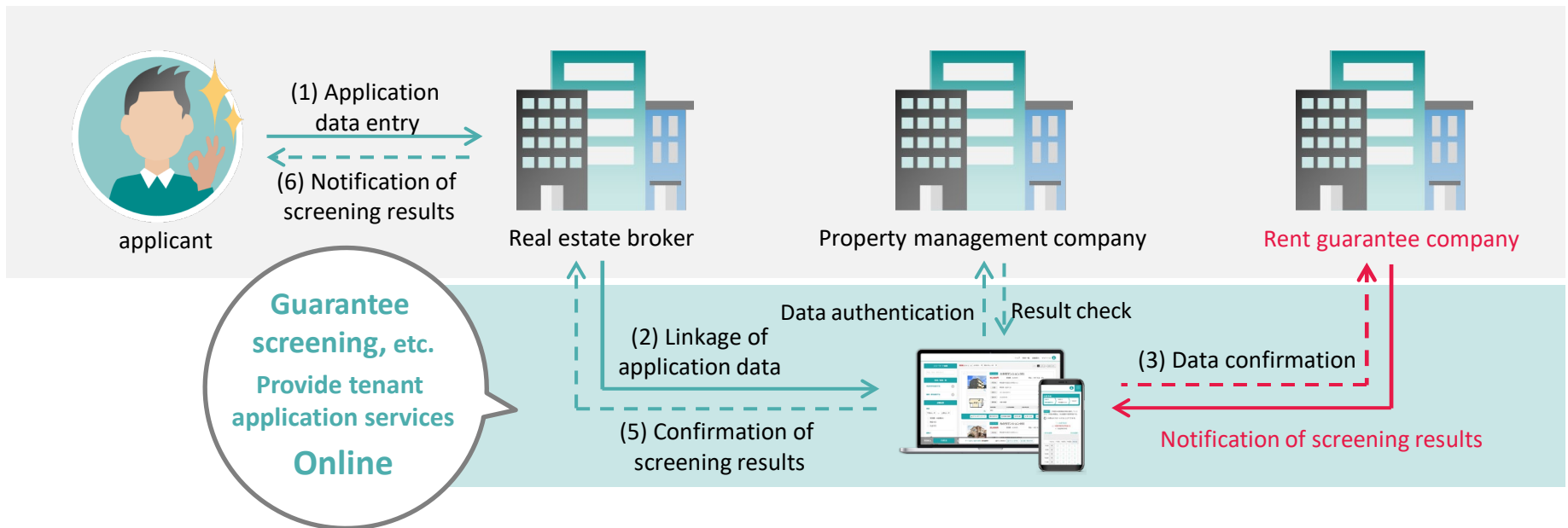


The "Total number of locations used" is simply the sum of the number of locations used by the brokerage and management company for each cloud. (For management companies, head offices, branches, sales offices, and stores are counted among those that applied.)

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

* Based on our own research.

“SKIPS” collaboration with a total of **21** companies is expanding Strongly promote fintech for real estate businesses



Achievements in Collaboration (in Japanese syllabary order)

- ARK Co., Ltd. (Iwate)
- Anshin Guarantor Service Co., Ltd. (Tokyo)
- Orico Forrent Insure Co.,Ltd. (Tokyo)
- J-LEASE Co., LTD. (Oita)
- Zenhoren Co., Ltd. (Okinawa)
- Japan Rental Apartment Guarantee Organization (Osaka)
- REST SOLUTION K.K. (Tokyo)
- APLUS Co., Ltd. (Osaka)
- Epos Card Co., Ltd. (Tokyo)
- CREDENCE CORPORATION (Tokyo)
- JACCS Co.,Ltd. (Tokyo)
- nap. Inc. (Tokyo)
- Hot Hosityou Inc. (Hokkaido)
- Casa Inc. (Tokyo)
- alpha Co., Ltd. (Kagoshima)
- L's SUPPORT Co., Ltd (Tokyo)
- Global Trust Networks Co., Ltd. (Tokyo)
- Zenkoku Rent Guaranty Corporation (Tokyo)
- Nihon Safety Co. Ltd. (Tokyo)
- RACCOON RENT, Inc. (Tokyo)
- JPMC finance Co., Ltd. (Tokyo)

In cooperation with SS Cloud Series Developing services to further improve operational efficiency

Money transfer service "FliCO"

168,607 cases

149,567

112.7%

FY09/2022

FY09/2021

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

Direct debit service

34,265 cases

17,374

197.2%

FY09/2022

FY09/2021

No need to confirm errors in description
and stamping
Significantly reduced fees for account
transfers

Credit card payment services

about **5.2 JPY bn**

4.7 JPY bn

110.5%

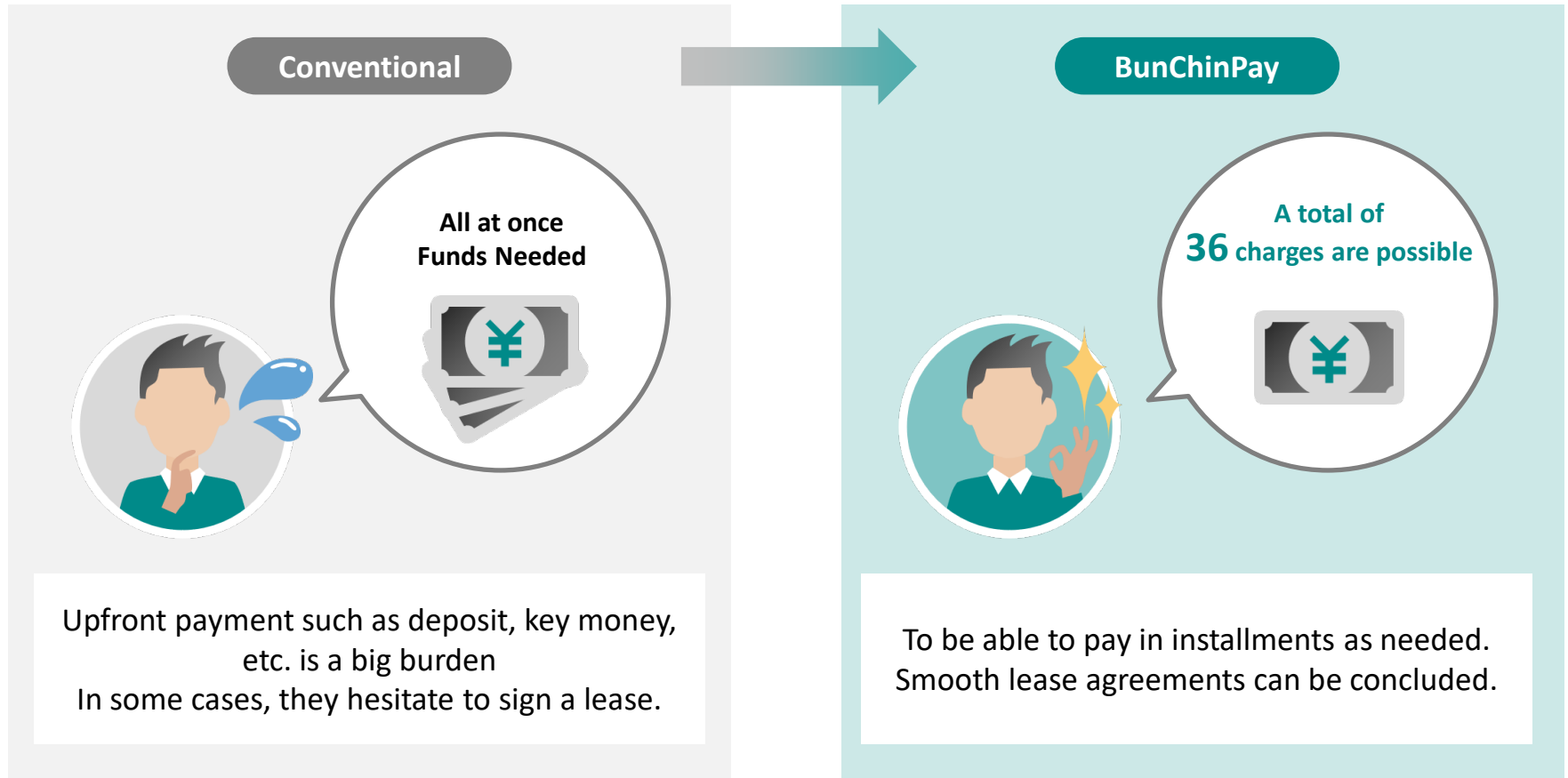
FY09/2022

FY09/2021

Deposits, key money, etc. related to
real estate rentals
Lump-sum payment by credit card
Services to be settled

*This product is a service to introduce customers to the management company.

Reducing the burden on the lessee by working with APLUS Started upfront payment web credit service



"BunChinPay" is the name used by SystemSoft and SS Technologies for the "WEB Credit for lump-sum payment" service. This service is an application for shopping credit by APLUS, and there will be screening before using this service.

Forecast for FY09/2023

System development and solutions business to remain strong
Further expand the number of SaaS installations and monetize them for the future
Solid forecast for the full year

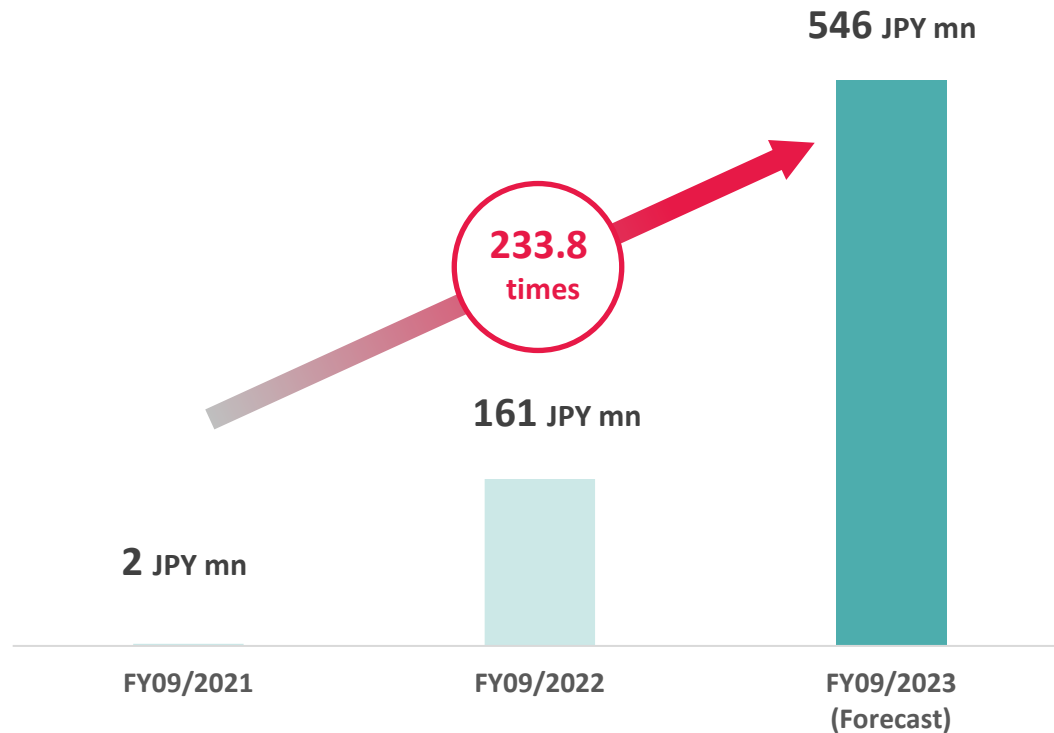
(Millions of yen)	FY09/2022 Actual	Year ending September 30, 2023 forecast
Net sales	4,704	4,400
Operating income	382	310
Ordinary income	403	220
Attributable to: Shareholders of the parent company	225	110
Net income		

1 Strengthen **SaaS business**

2 Expansion of **SS Payment Series**

- 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

With the increase in the series from the fiscal year ending September 30, 2022
Significant increase in transaction volume



*Transaction volume does not mean sales volume.

Technology × Open Innovation

Systemsoft

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