



# Technology X Open Innovation

**Supplementary Material for the Q2 FY09/2023  
42nd Fiscal Year**

**Systemsoft Corporation**

TYO: 7527

May 12, 2023

- **FY09/2023 Second Quarter Financial Summary**
- **FY09/2023 Second Quarter Financial Results Reporting by Segment**
- **FY09/2023 Earnings Forecast**
- **Appendix**

FY09/2023 Second Quarter

# Financial Summary

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## Summary of Consolidated Financial Results for 2Q FY09/2023

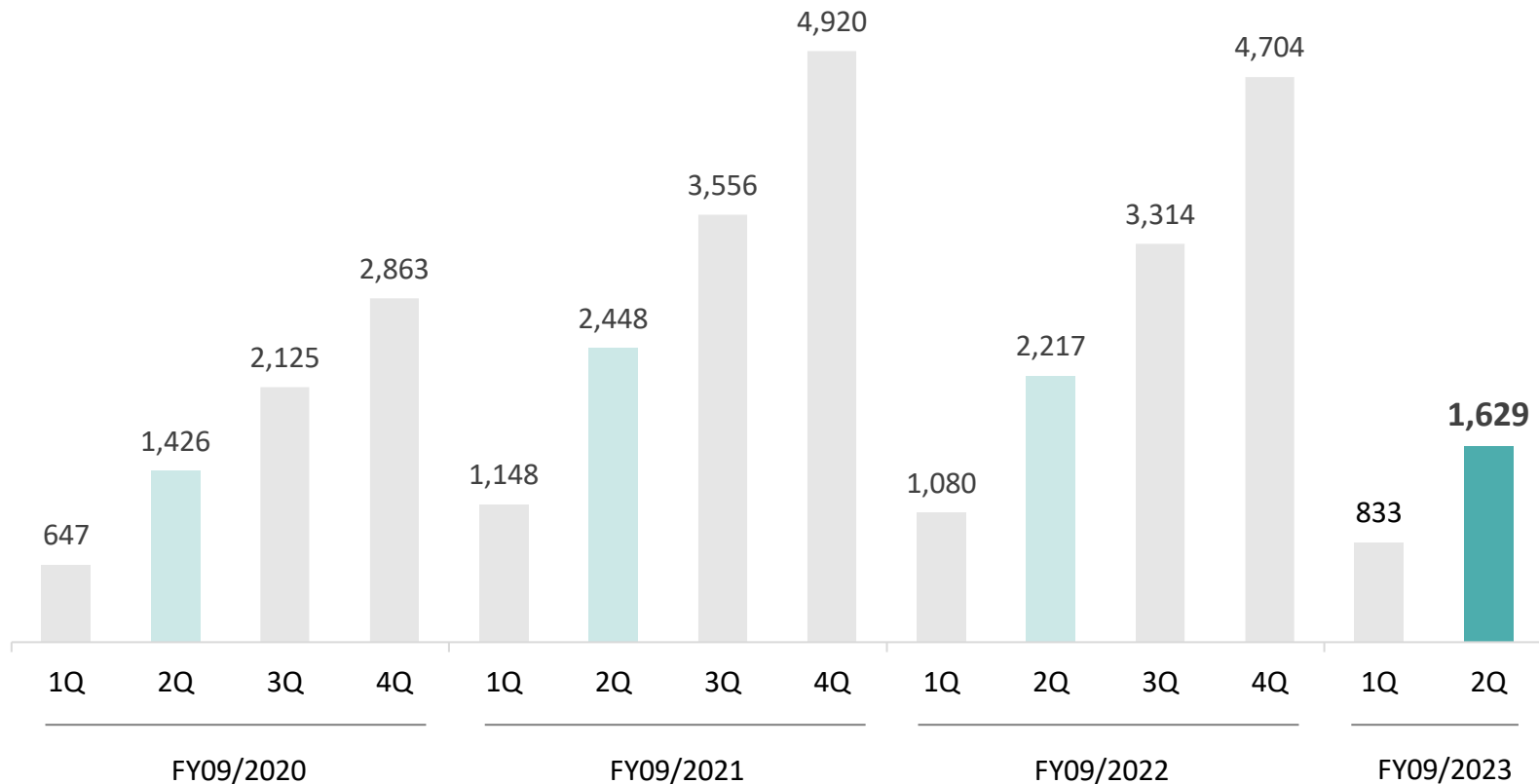
Projects scheduled to be booked in 2Q will be pushed back to the second half of the year.

	2Q FY09/2022		2Q FY09/2023		YoY
	Amount	%	Amount	%	
(Millions of yen)					
Net sales	2,217	100%	1,629	100%	73.5%
Gross profit	446	20.1%	356	21.9%	79.9%
SG&A expenses	473	21.4%	413	25.4%	87.4%
Operating income	-26	-1.2%	-57	-3.5%	-
Net income attributable to shareholders of the parent company	-54	-2.4%	-127	-7.9%	-

## Net sales quarterly changes (Cumulative period)

Change of contract for some projects in system development,  
Sales declined YoY due to the postponement of consulting projects to  
the second half of the year

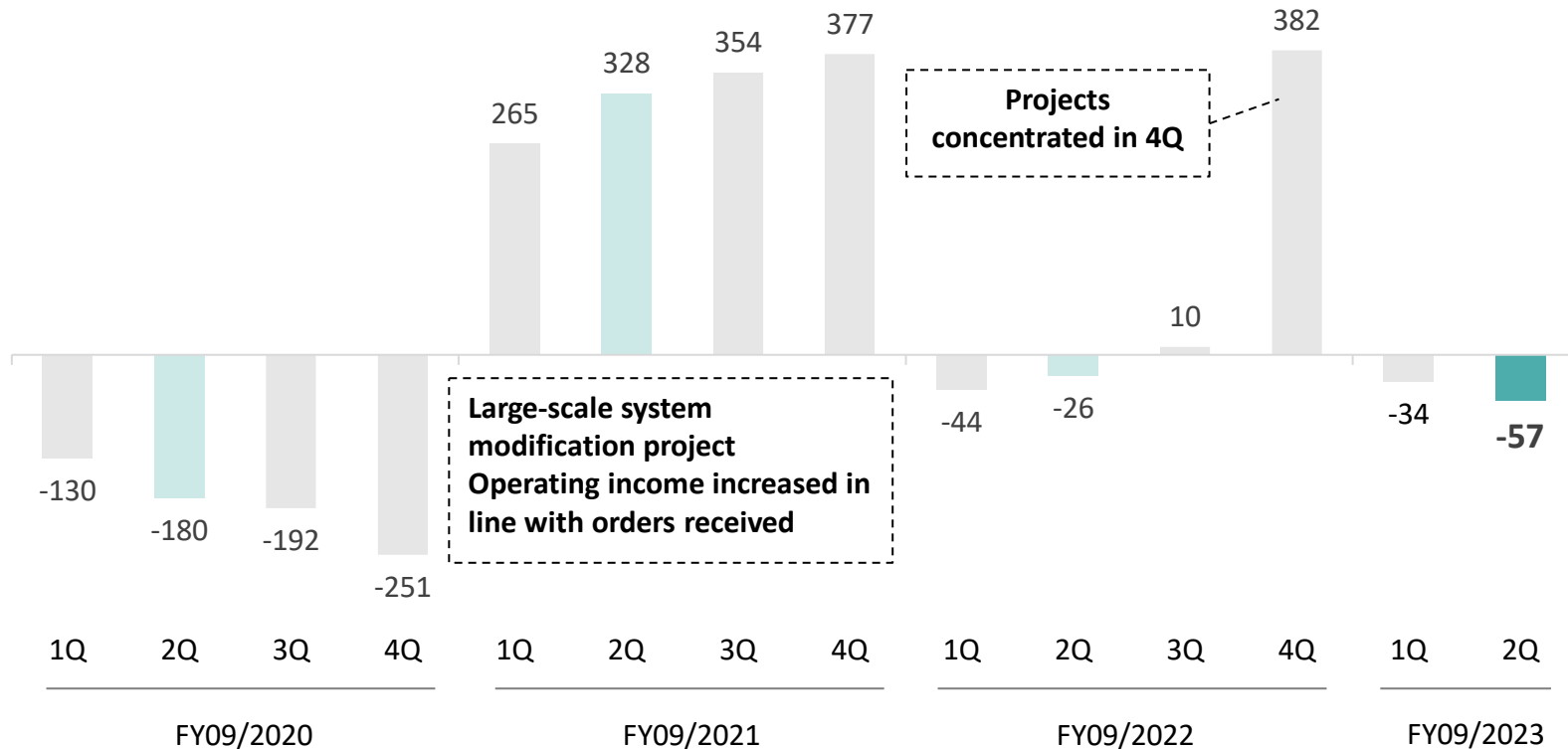
(Millions of yen)



# Operating Income Quarterly Changes (Cumulative Period)

Operating income decreased in line with the decline in net sales

(Millions of yen)



# Balance Sheet

(Millions of yen)	4Q FY09/2022	2Q FY09/2023	Increase/ Decrease
Current assets	3,994	3,412	-582
Fixed assets	3,230	3,253	23
Current liabilities	775	594	-181
Fixed liabilities	583	469	-114
Net assets	5,865	5,602	-263
Capital stock	1,706	1,706	0
Capital surplus and others	4,226	3,928	-297
Total assets	7,224	6,665	-558

FY09/2023 Second Quarter

# Financial Results by Segment

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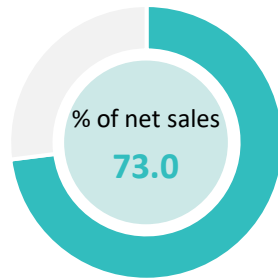


# About the Segment

## 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



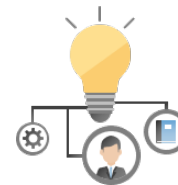
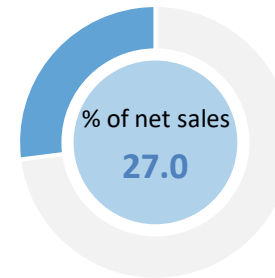
SaaS/RPA  
SS Payments



System development  
and solutions

### Open innovation

Creation of ecosystems through inter-company collaboration and focus on local development and knowledge sharing

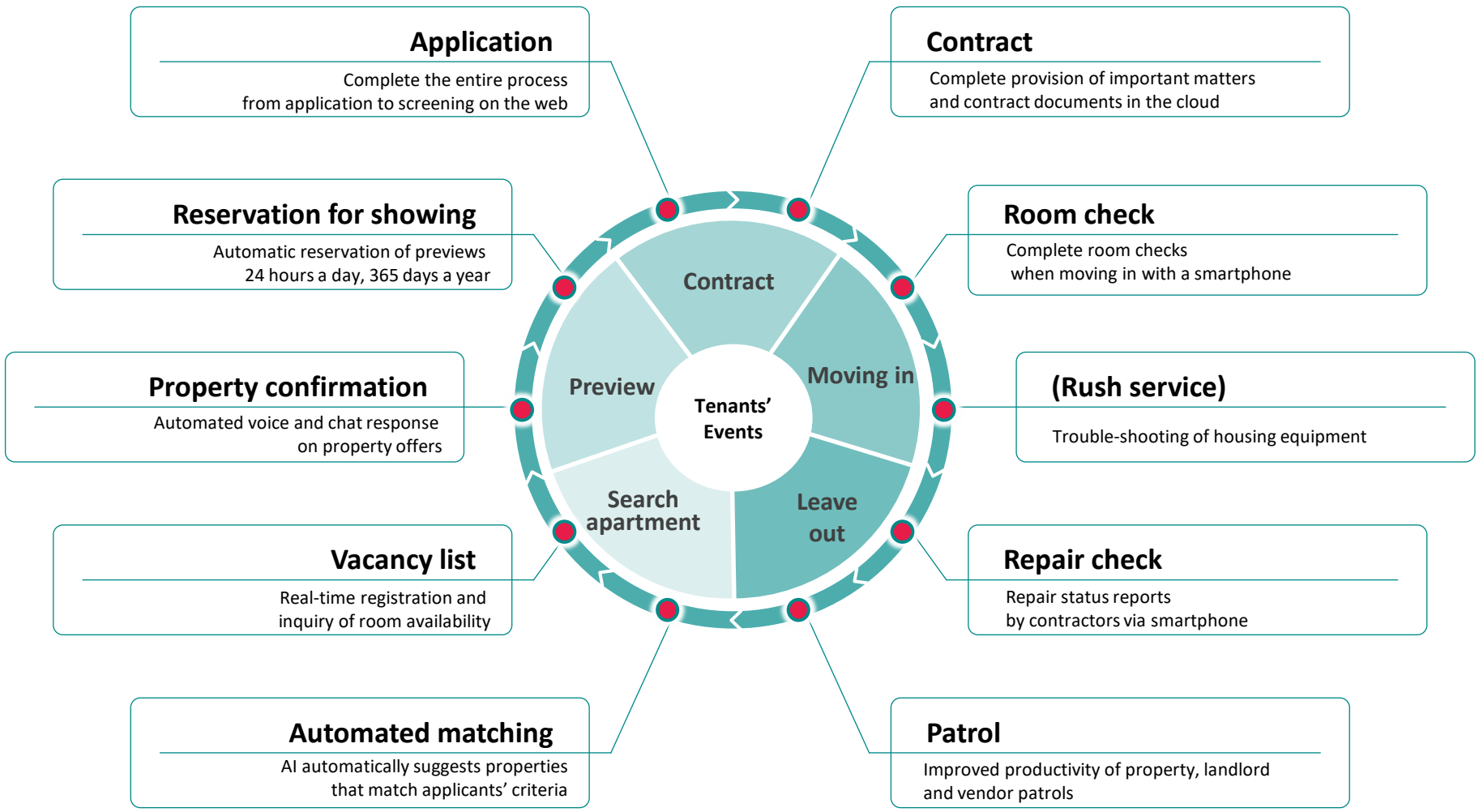


fabbit (DX linkage)



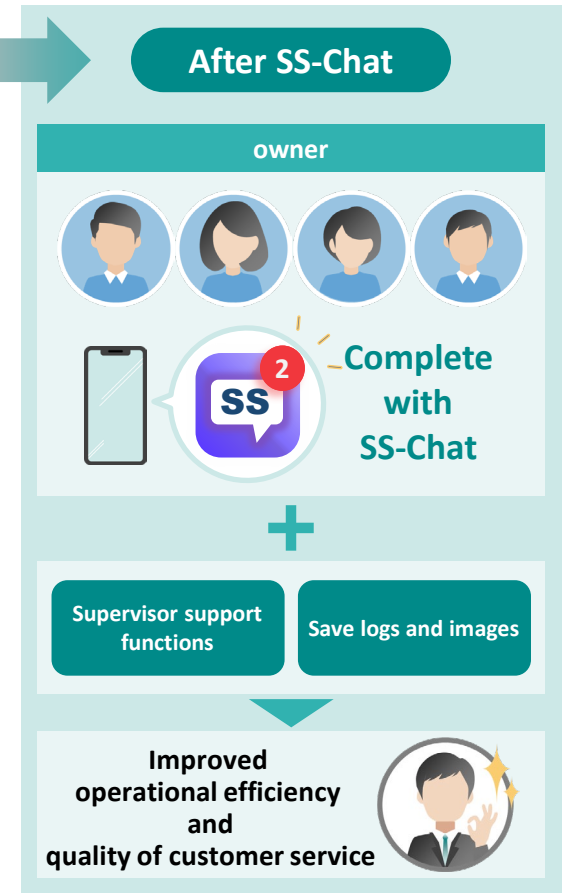
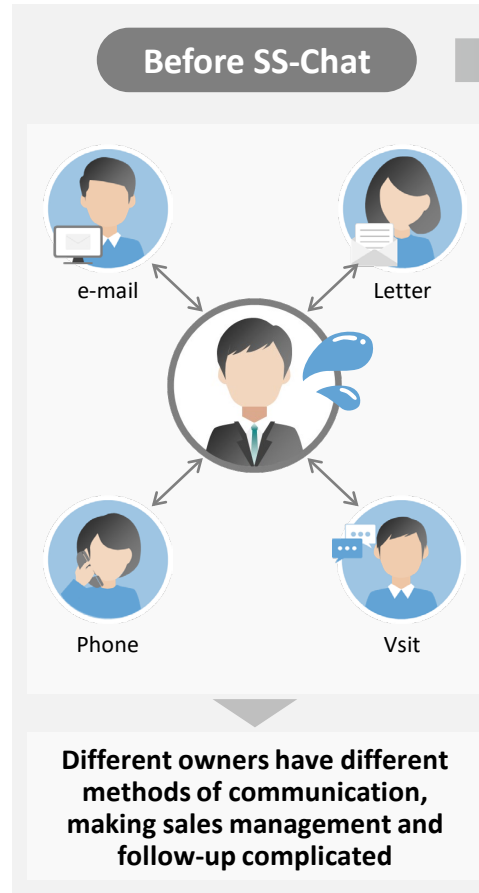
Consulting

# Promoting "ReTech" (Real Estate x Technology)



# New Service: SS-Chat

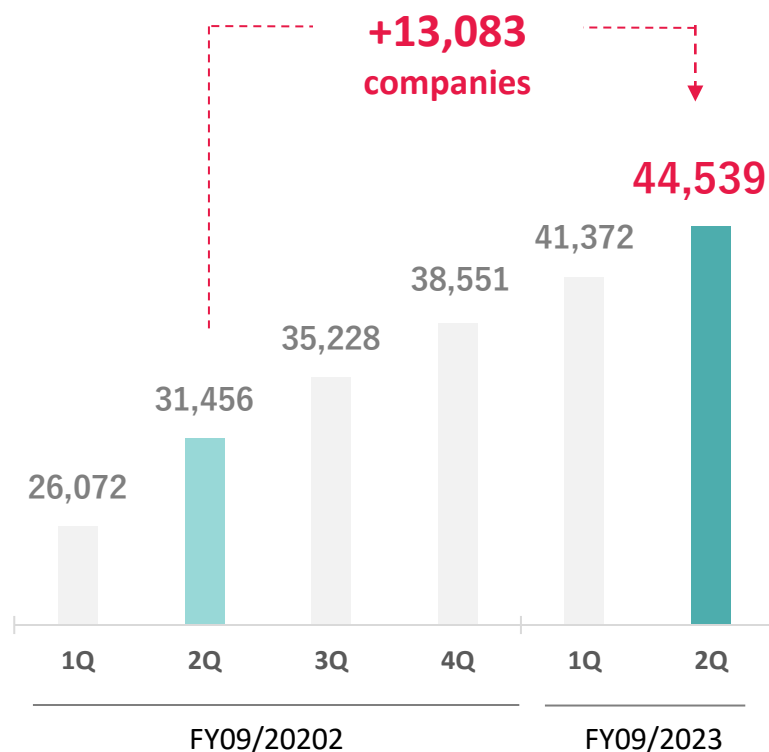
## New Lineup Added to SS Cloud Series Communication support system for real estate companies and customers



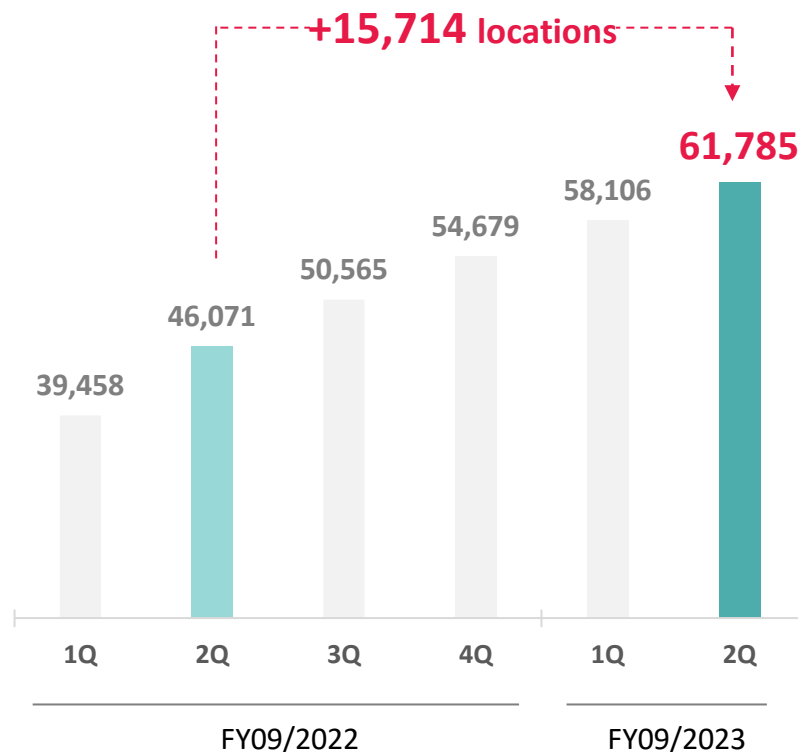
# SS Cloud Series Usage Status

Achieved one of the largest\* installations in Japan through proactive marketing  
Achieved single-month profitability by converting the part of the service to fee based structure.

### Number of companies using the system (cumulative total)



### Number of locations used (cumulative total)

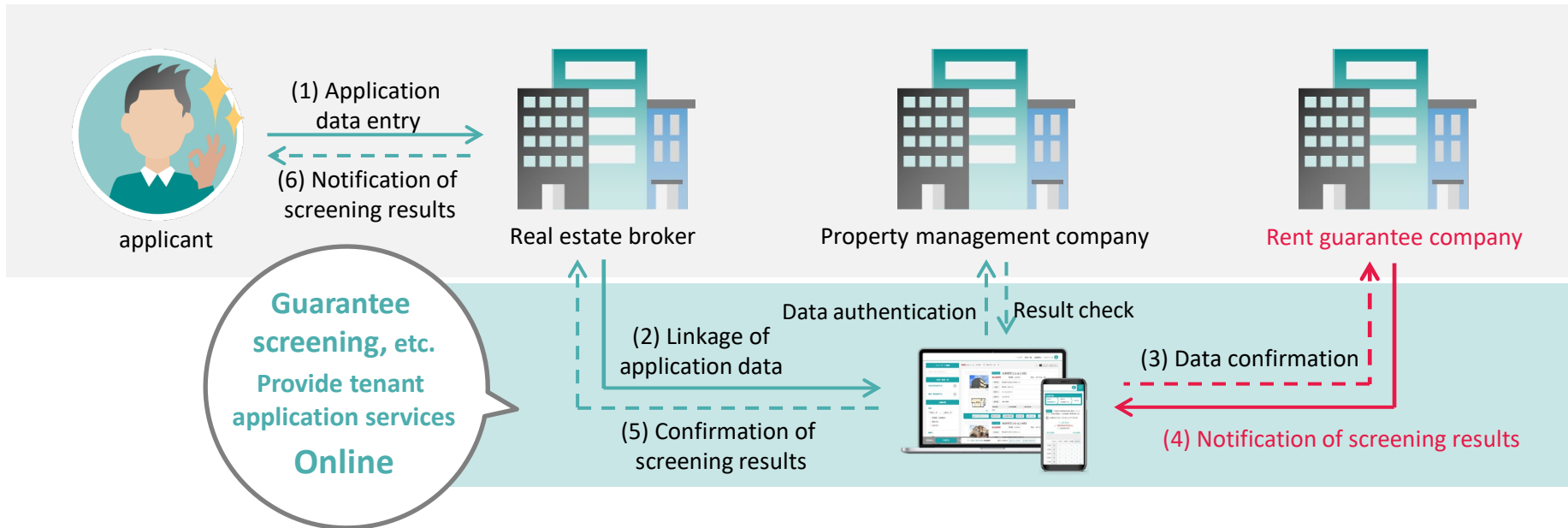


The "Cumulative total number of locations used" is simply the sum of the number of locations used by the agent and management company for each cloud. (For management companies, head offices, branches, sales offices, and stores are counted among those that applied.)

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

\*Based on our own research.

## “SKIPS” collaboration is expanding, totaling now to **22** companies Strongly promoting fintech for real estate business



### Achievements in Collaboration (in Japanese syllabary order)

- ARC 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)
- SHIN NIHON CREDIT GUARANTEE CO.,LTD. (Tokyo)
- nap. Inc. (Tokyo)
- Hot Hosyou 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)

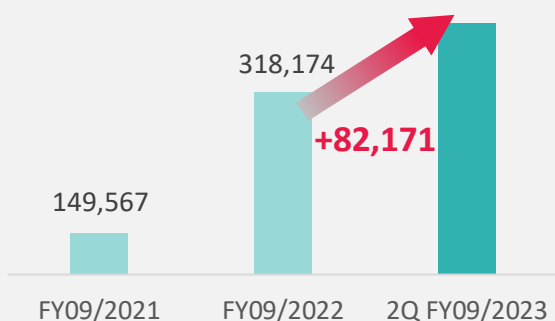
# SS Payment Series Introduction Status

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

### Money transfer service

Total number of cases  
(Sept. 2021 - Sept. 2023 2Q)

**400,345** cases



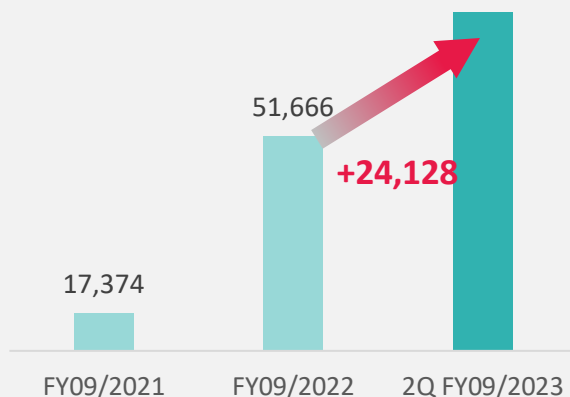
**No installation fee, no monthly fee,  
no need to open an account  
Significant reduction in remittance  
transfer fee**

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

### Account transfer service

Total number of cases  
(Sept. 2021 - Sept. 2023 2Q)

**75,794** cases

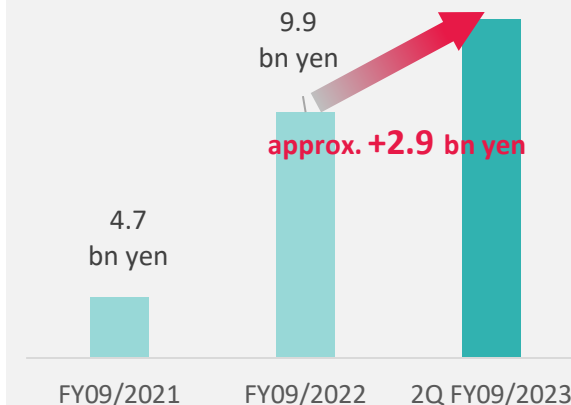


**No need to confirm errors in signing or  
stamping  
Dramatically reduced account transfer  
fees**

### Credit card payment services

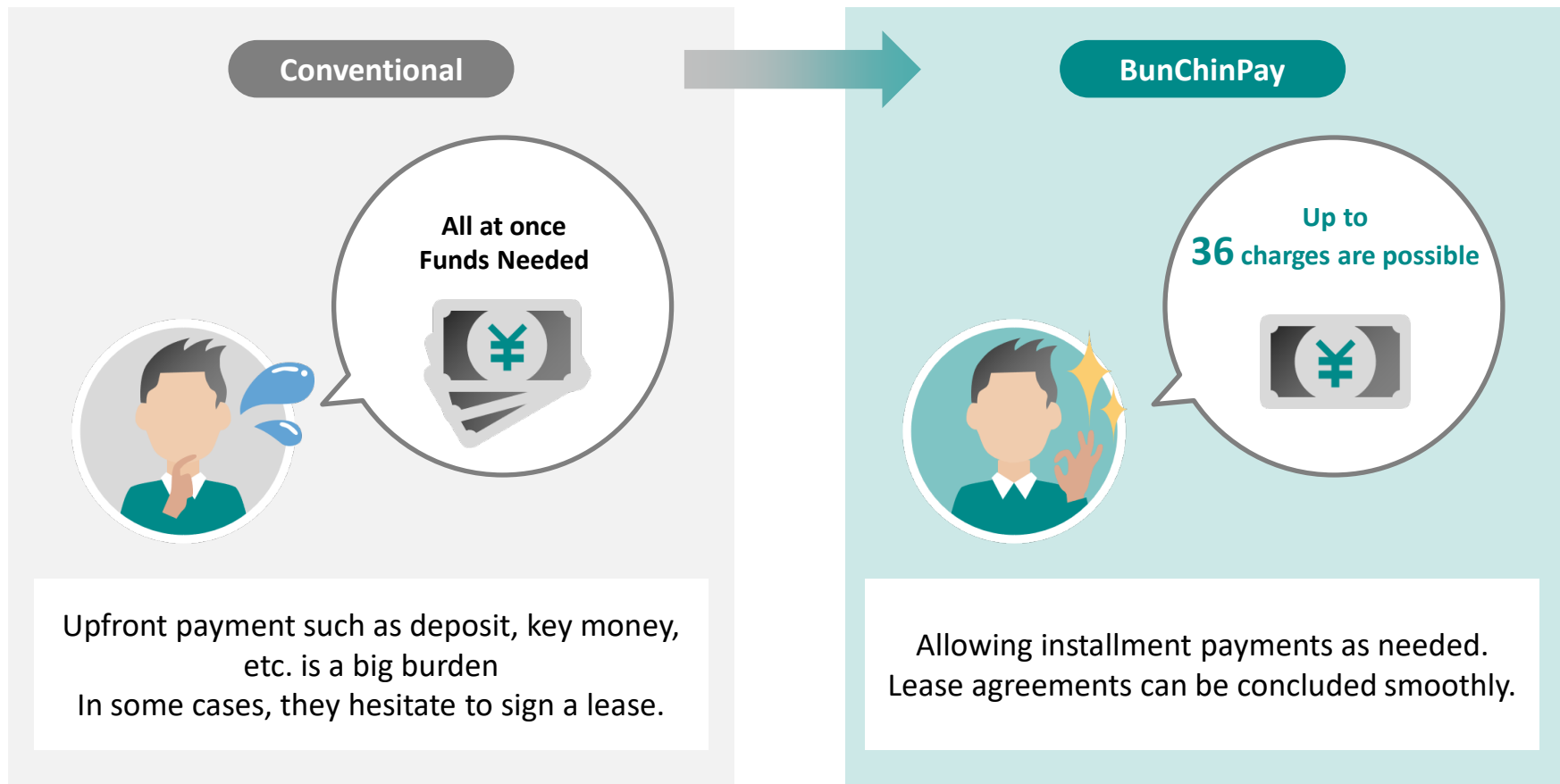
Total settlement amount  
(Sept. 2021 - Sept. 2023 2Q)

about **12.8JPY bn**



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

## Initiated collaboration with APLUS Co., Ltd. on online credit service for upfront payment, reducing burden on the lessee

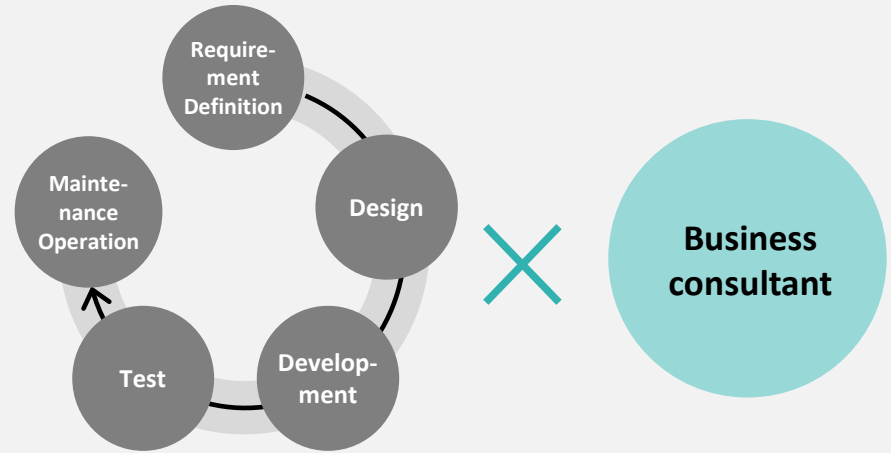


"BunChinPay" is the name used by SystemSoft Corporation and SS Technologies for the "WEB Credit for lump-sum payment" service. This service is an application for shopping credit by APLUS Co., Ltd., and there will be screening before using this service.






We provide a full range of services from development to maintenance and operation.  
Offered to meet the needs of users in a wide range of industries

## One-stop service x consulting

By combining the strengths of our consulting services, which are based on years of experience, know-how, and knowledge, with the general system development process, we are able to develop products that provide higher customer satisfaction.



## Example of a company

 <b>Banks</b> RMS Digitize a large number of regulations and manuals used within the bank. Contributes to improved operational efficiency and cost reduction.	 <b>Insurance</b> ERP A core business system centered on a host system. Building advanced systems that require stability and accuracy.	 <b>Retail &amp; Sales</b> EC Site Building System The package allows for project and product additions, inventory management, and even effectiveness measurement through access analysis.	 <b>Manufacturer</b> Business Support Systems A system that can be used to manage sales activities and results, and to develop more effective sales and management strategies.	 <b>Incorporated educational institution</b> Academic Support Systems A portal system that allows students to access the school's homepage, as well as notifications of credit acquisition status and information on school closures and make-up classes.
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FY09/2023

# Earnings Forecast

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## Forecasts for the fiscal year ending September 30, 2023

**Downward revision of net sales was made due to conversion of part of the system development in the technology business to consulting-based participation. Operating income and other figures are expected to be in line with the plan.**

(Millions of yen)	FY09/2022 Actual	FY09/2023 Revised Forecast	FY09/2023 Previous forecast
Net sales	4,704	<b>3,800</b>	4,400
Operating income	382	<b>310</b>	310
Ordinary income	377	<b>220</b>	220
Net income Attributable to Shareholders of the parent company	201	<b>110</b>	110

## Important measures

### Strengthen SaaS business

- **Expand market share** by increasing the number of companies and locations using the service
- **Expand lineup by** developing and launching new services

### Expansion of revenue base

- **Developing new customers** through proactive marketing and marketing activities
- **Upselling existing customers by** quickly identifying customer needs

### Building a foundation aimed at promoting important measures

#### Investment in human resources

- Strengthen recruitment of new graduates and high-level human resources with the ability to make an immediate impact
- Optimize and streamline development programs, including training
- Appropriate reallocation due to business portfolio transformation

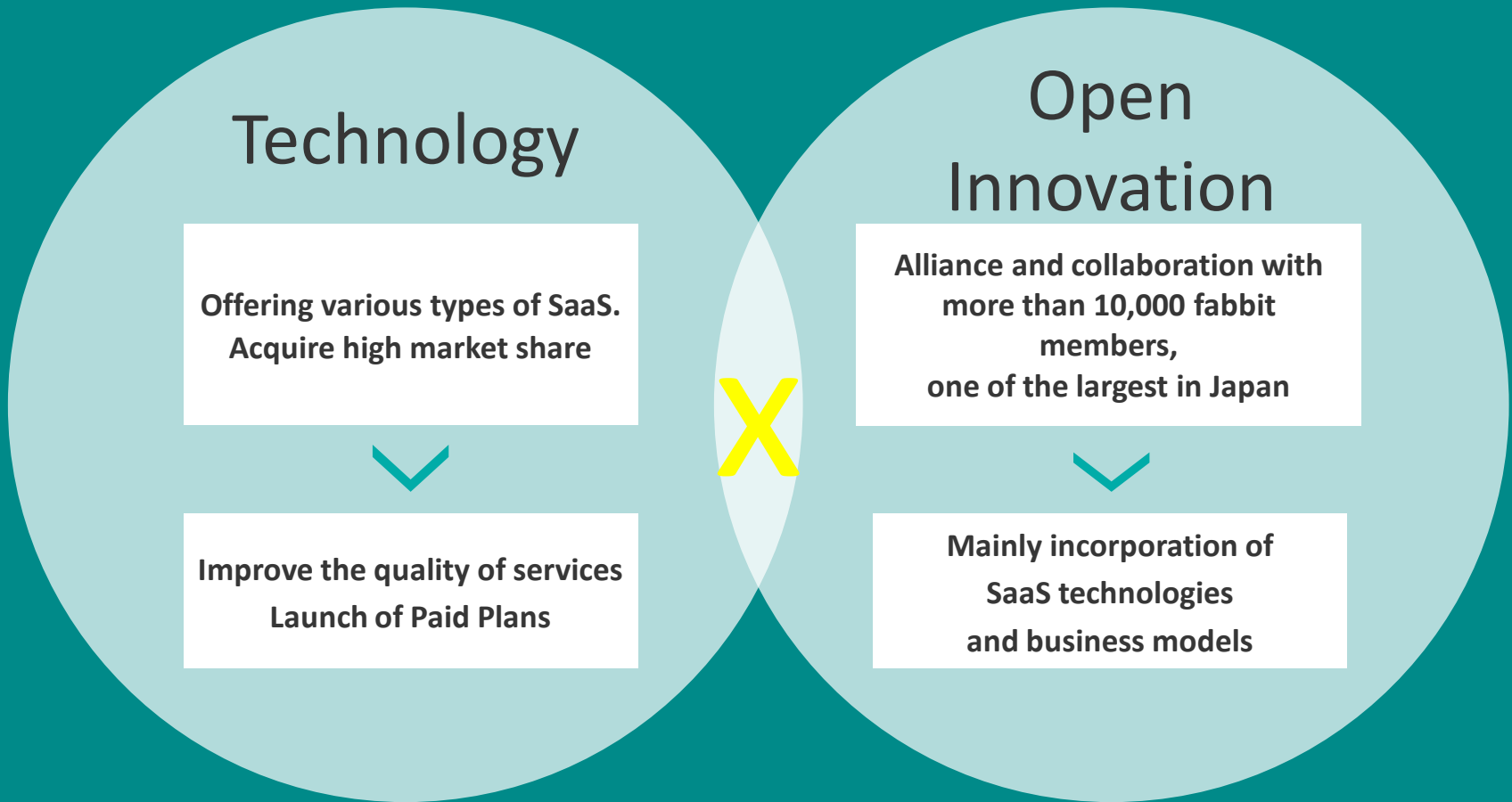
#### Strengthening Corporate Governance

## Reinforcement of business foundation

# Appendix

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# STRATEGY



## Adding New Value

# 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  
(Robotic Process Automation)

**Stable revenue base**

System development and solution business

Technology



cooperate



cooperate



**Open Innovation**

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

Technology × Open Innovation

***Systemsoft***

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