



# Technology X Open Innovation

**Supplementary Material for the Q3 FY09/2023  
42nd Fiscal Year**

**Systemsoft Corporation**  
TYO: 7527

August 10, 2023

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

FY09/2023 Third Quarter

# Financial Summary

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## Summary of Consolidated Financial Results for 3Q FY09/2023

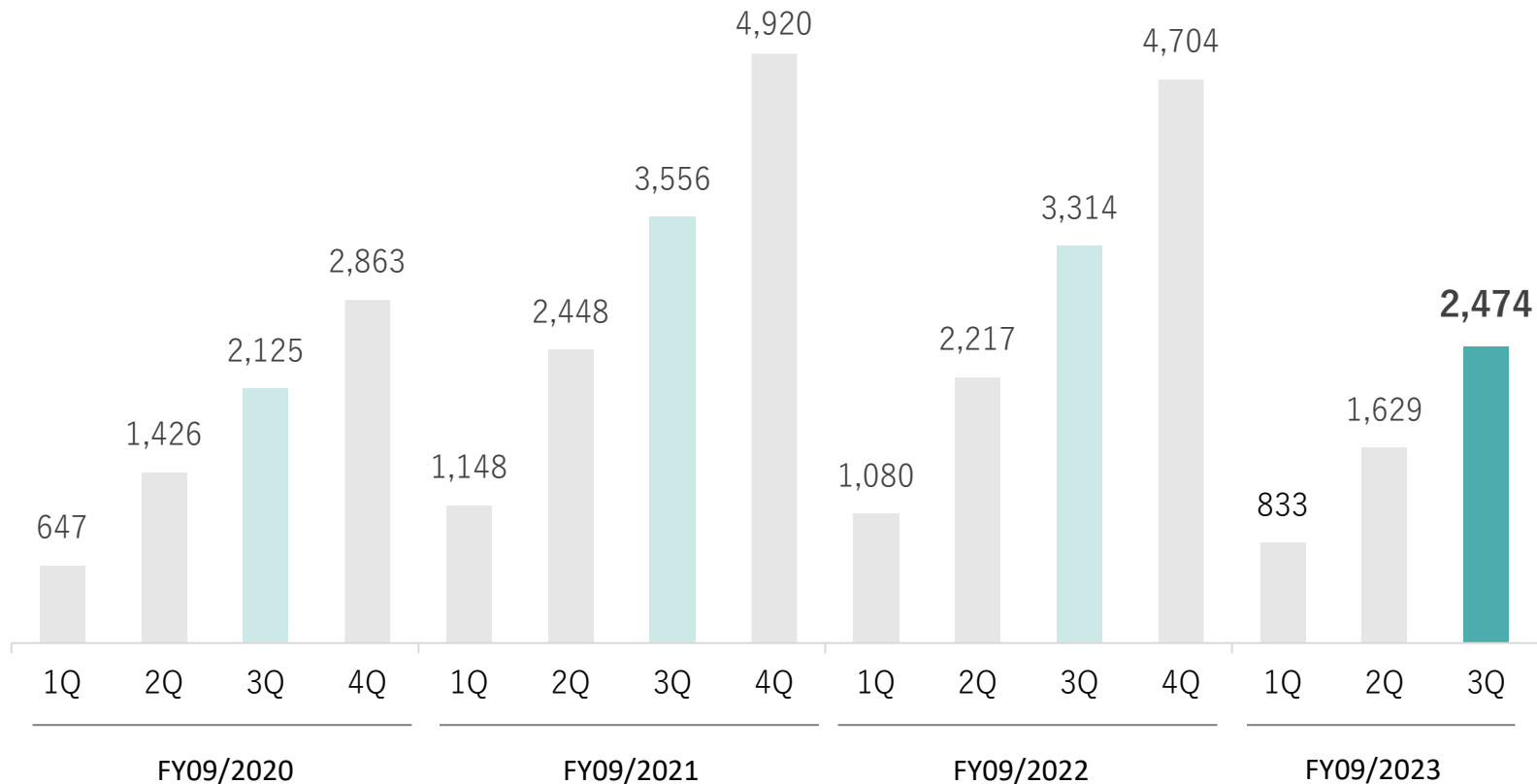
Although changes in the contract will cause some delay,  
Progress generally in line with internal plans

	3Q FY09/2022		3Q FY09/2022		YoY change	
	(Millions of yen)	Amount	%	Amount		%
Net sales		3,314	100%	2,474	100%	74.6%
Gross profit		729	22.0%	660	26.7%	90.4%
SG&A expenses		719	21.7%	620	25.1%	86.2%
Operating income		10	0.3%	39	1.6%	378.4%
Net income attributable to shareholders of the parent company		-21	-0.7%	2	0.1%	-

## Net sales quarterly changes (Cumulative period)

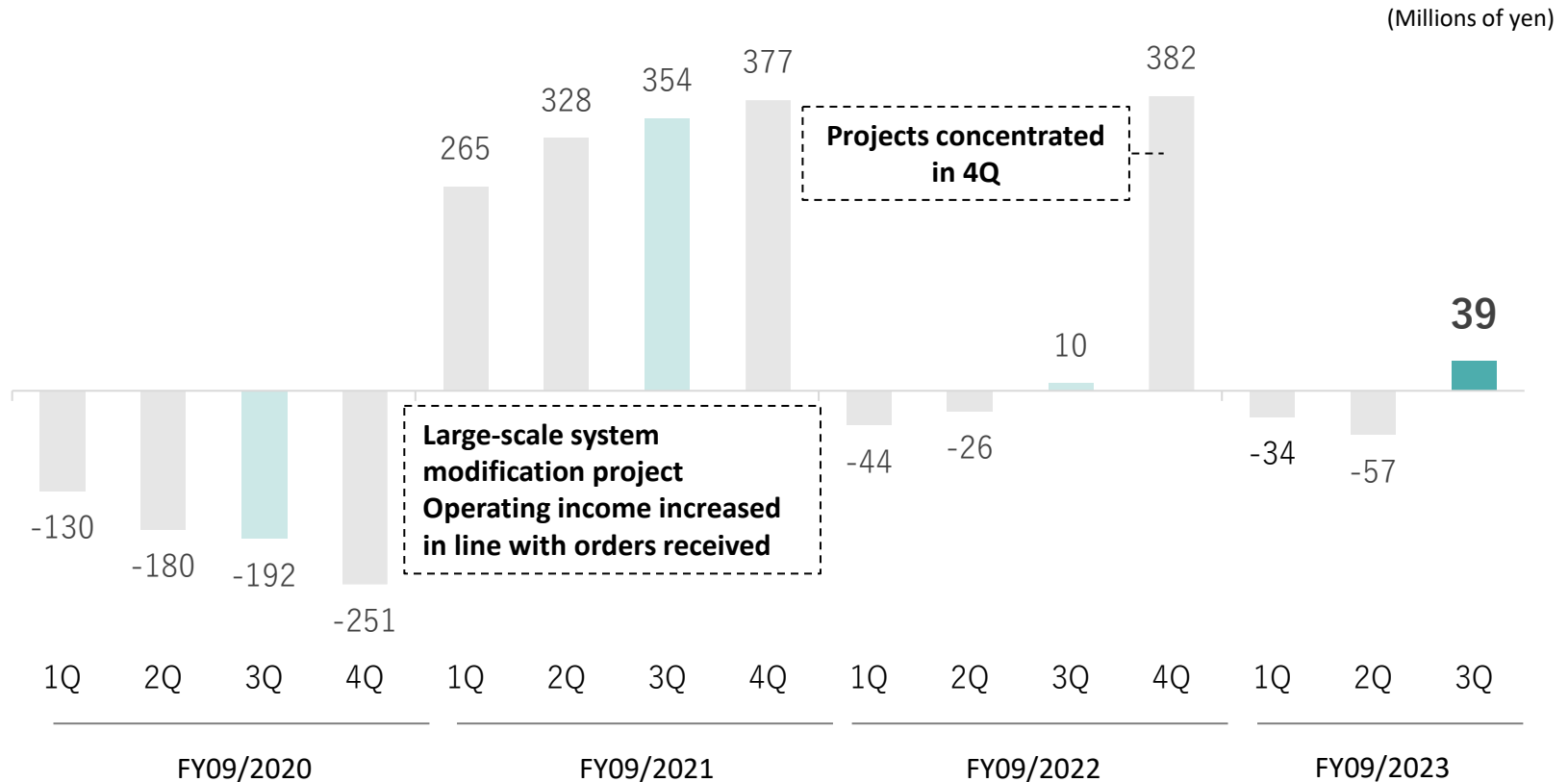
**Sales declined YoY due to  
Changes in contract for some projects in system development.**

(Millions of yen)



## Operating Income Quarterly Changes (Cumulative Period)

**High-margin consulting projects also contributed to the company's return to profitability in 3Q. In 3Q alone profit increased approx. 100 million yen**



## Balance Sheet

(Millions of yen)	4Q FY09/2022	3Q FY09/2023	Increase/ Decrease
Current assets	3,994	3,462	-532
Fixed assets	3,230	3,188	-41
Current liabilities	775	557	-218
Fixed liabilities	583	410	-172
Net assets	5,865	5,683	-182
Capital stock	1,706	1,706	0
Capital surplus and others	4,226	4,059	-166
Total assets	7,224	6,651	-573

FY09/2023 Third Quarter

# Financial Results by Segment

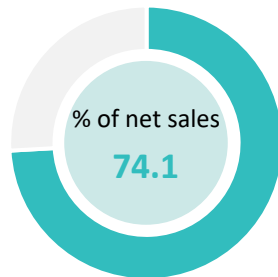
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## Two pillars of business: technology business and open innovation business

### Technology

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



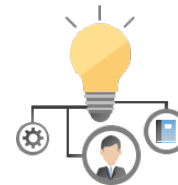
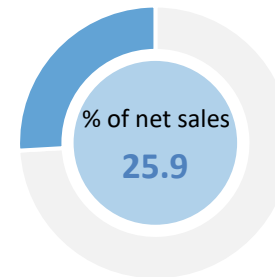
SaaS/RPA  
SS Payments



System development  
and solutions

### Open innovation

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

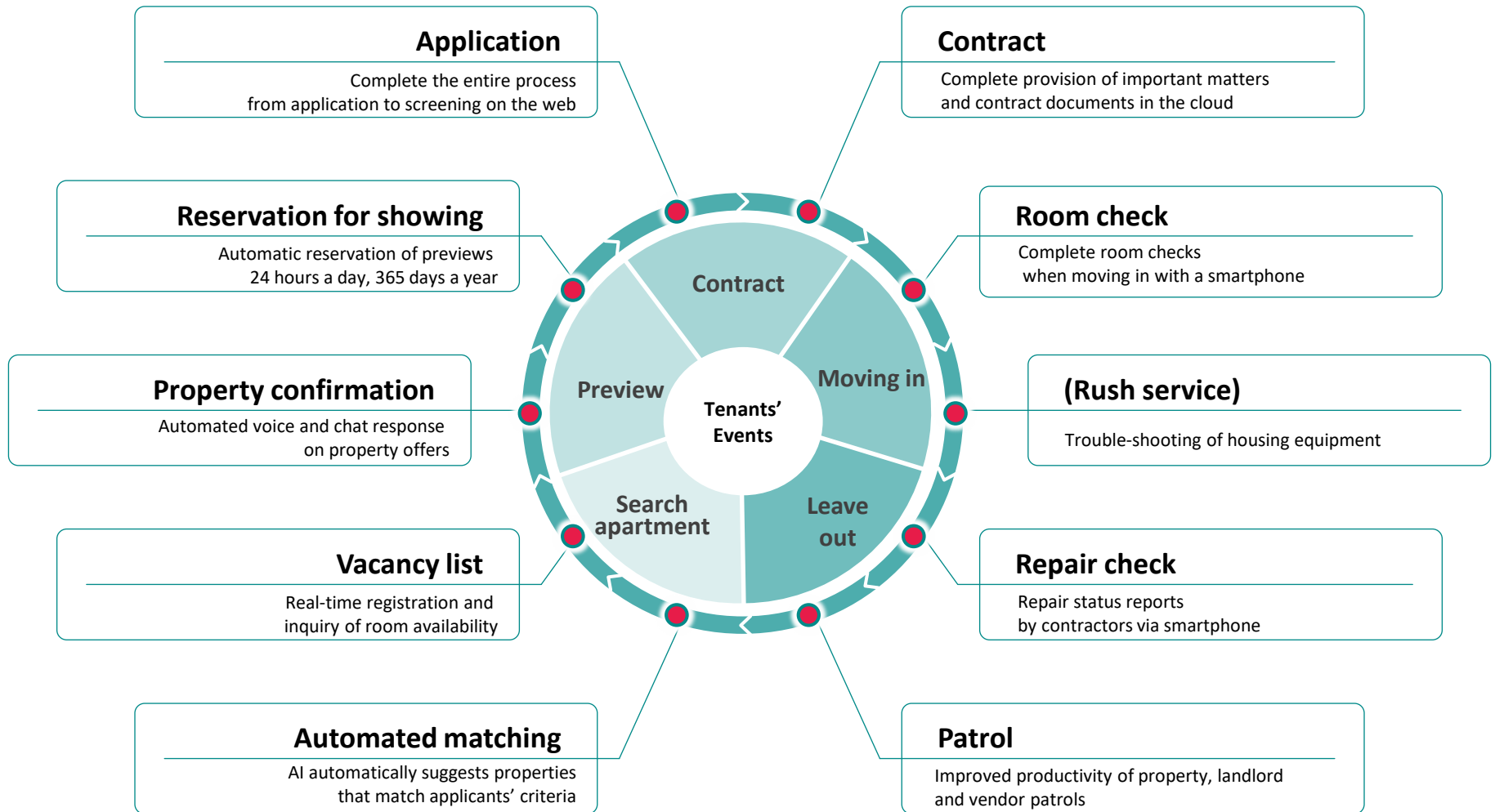


fabbit (DX linkage)



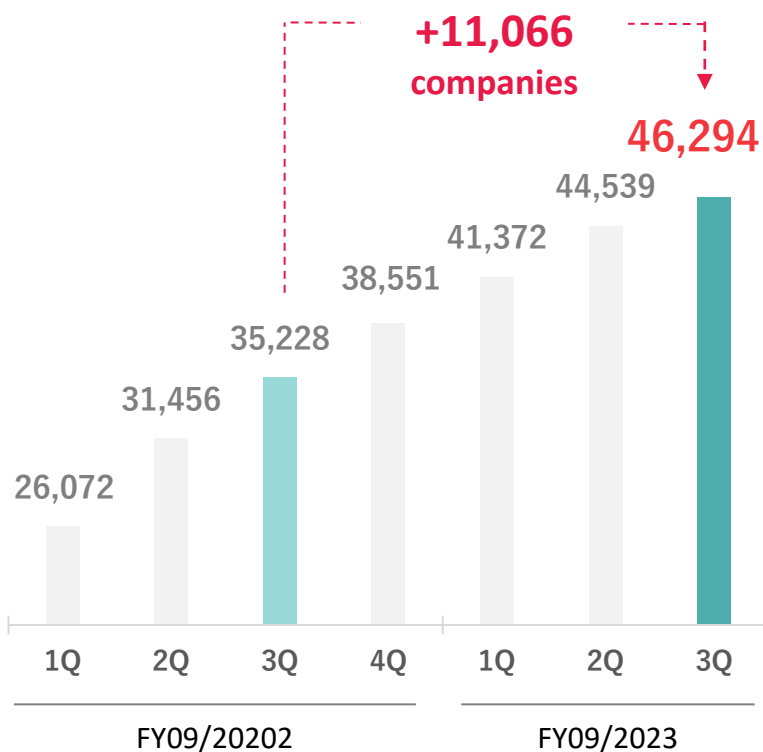
Consulting

## Promoting "ReTech" (Real Estate x Technology)

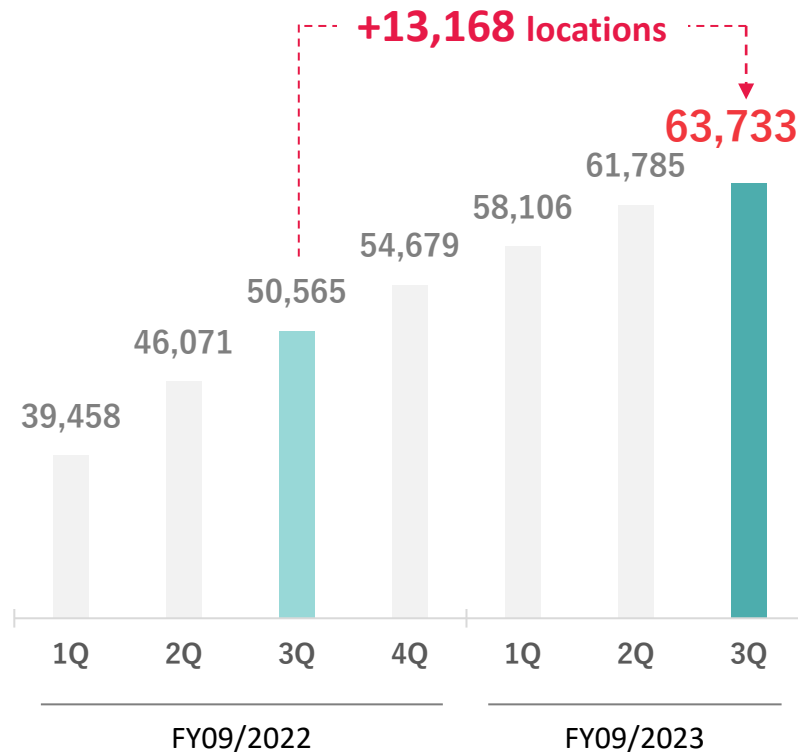


## Achieved one of the largest\* installations in Japan through proactive marketing

Number of companies using the service (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.

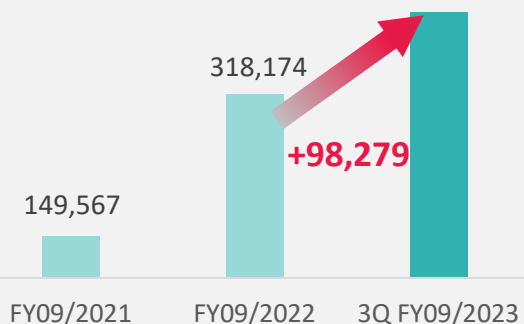
\*Based on our own research.

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

### Money transfer service

Total number of cases  
(Sept. 2021 - Sept. 2023 3Q)

**416,453** cases

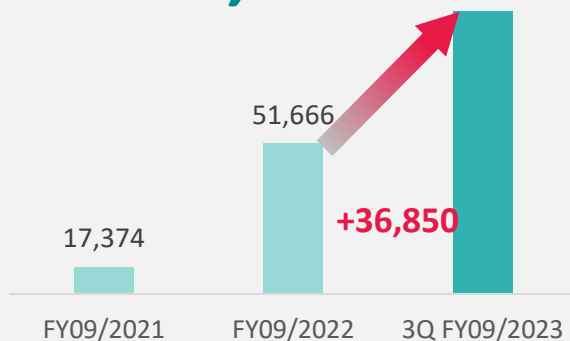


**No installation fee, no monthly fee,  
no need to open an account  
Significant reduction in remittance  
transfer fee**

### Account transfer service

Total number of cases  
(Sept. 2021 - Sept. 2023 3Q)

**88,516** cases

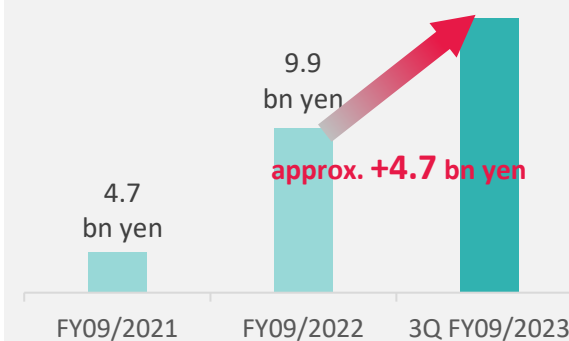


**No need to confirm errors in signing or  
stamping  
Dramatically reduced account transfer fees**

### Credit card payment services

Total settlement amount  
(Sept. 2021 - Sept. 2023 3Q)

about **14.6 JPY bn**



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

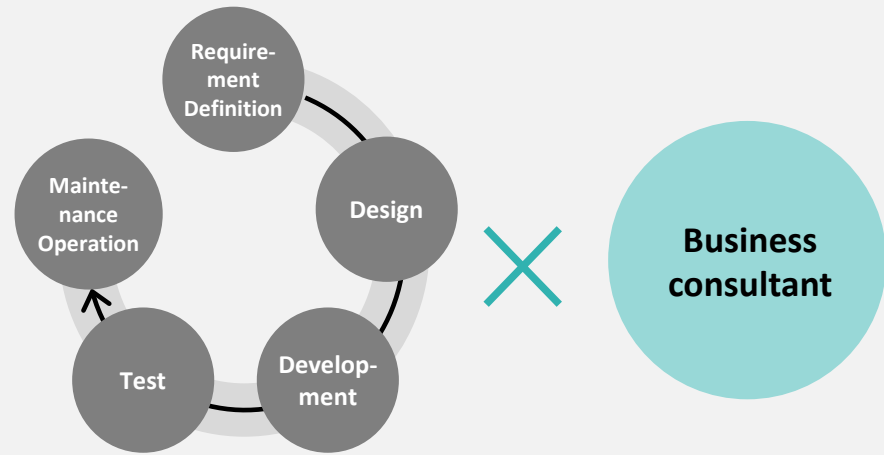
\*This product is a service to introduce customers to the management company.

# About system development and business






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	<b>FY09/2023 Revised Forecast</b>	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

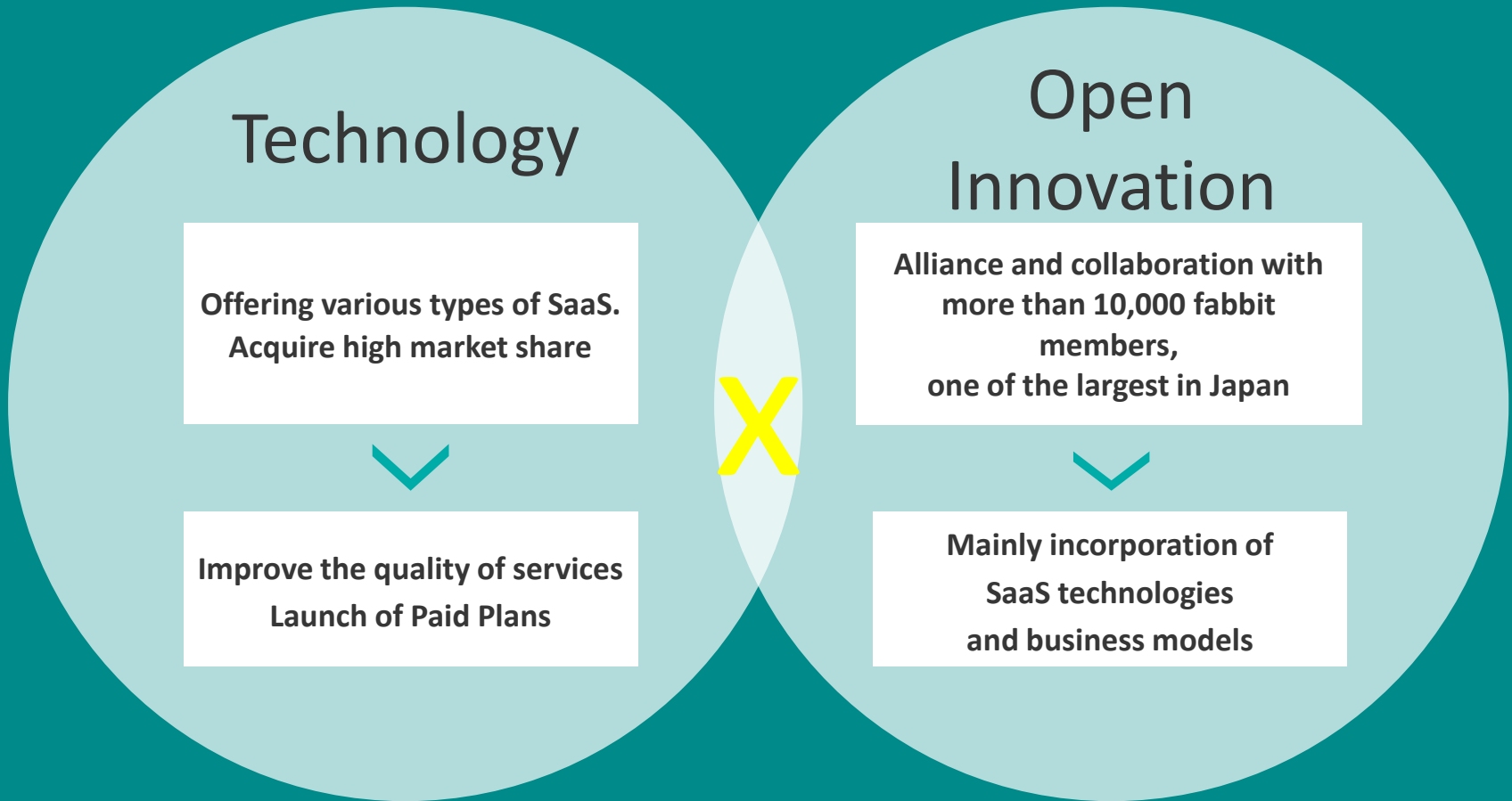
Reinforcement of business foundation



# 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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