# Financial Results Presentation for the Six Months Ended September 30, 2025

OBIC Co.,Ltd.

**October 29, 2025** 

Organization for Business Innovation and Communication

# **Overview of Group Companies**

(As of September 30, 2025)

**Established** 

Paid-in capital

Number of employees

OBIC Co., Ltd.

Apr. 1968

¥19.17 billion

2,073

Consolidated subsidiaries

**OBIC Office Automation Co., Ltd.** 

Nov 1979

¥320 million

238

#### Number of employees (consolidated): 2,311

Equity-method affiliates

**OBIC Business Consultant Co., Ltd.** 

Dec. 1980

¥10.51 billion

1,076

# Overview of the Group's Business Operations

**System Integration Services** 

OBIC Co., Ltd.

(System Support Services

Office Automation Services 1

**OBIC Office Automation** Co., Ltd.

(Business-use Package SoftwareServices 1

**OBIC Business Consultant** Co., Ltd.

# OBIC Group Consolidated Financial Results for the Second Quarter of Fiscal Year Ending March 31,2026

#### **Consolidated Balance Sheet**

Assets	2025/3	2025/9	Change
Current assets	219,589	239,880	20,291
Cash and deposits	200,065	218,647	18,582
Notes and accounts receivable - trade, and contract assets	17,863	19,404	1,541
Others	1,661	1,828	167
Fixed assets	280,786	328,482	47,695
Tangible fixed assets	56,117	55,216	Δ901
Intangible fixed assets	85	81	Δ3
Investments and other assets	224,583	273,184	48,600
Investment securities	221,988	270,350	48,361
Deferred tax assets	481	468	Δ13
Others	2,112	2,365	252
Total assets	500,375	568,363	67,987

#### **Consolidated Balance Sheet**

(¥ million)

Liabilities	2025/3	2025/9	Change
Current liabilities	30,795	30,364	Δ430
Fixed liabilities	35,729	50,638	14,908
Total liabilities	66,525	81,002	14,477
Net assets			
Shareholders' equity	360,752	381,458	20,706
Capital stock and capital surplus	38,911	39,013	102
Retained earnings	365,137	385,724	20,587
Treasury shares	Δ43,295	△43,279	16
Accumulated other comprehensive income	73,098	105,902	32,803
Valuation differences on other securities	73,276	106,228	32,952
Revaluation reserve for land	△474	△474	-
Total net assets	433,850	487,360	53,509
Total liabilities and net assets	500,375	568,363	67,987

Equity ratio 85.7%

# Financial Results (consolidated)

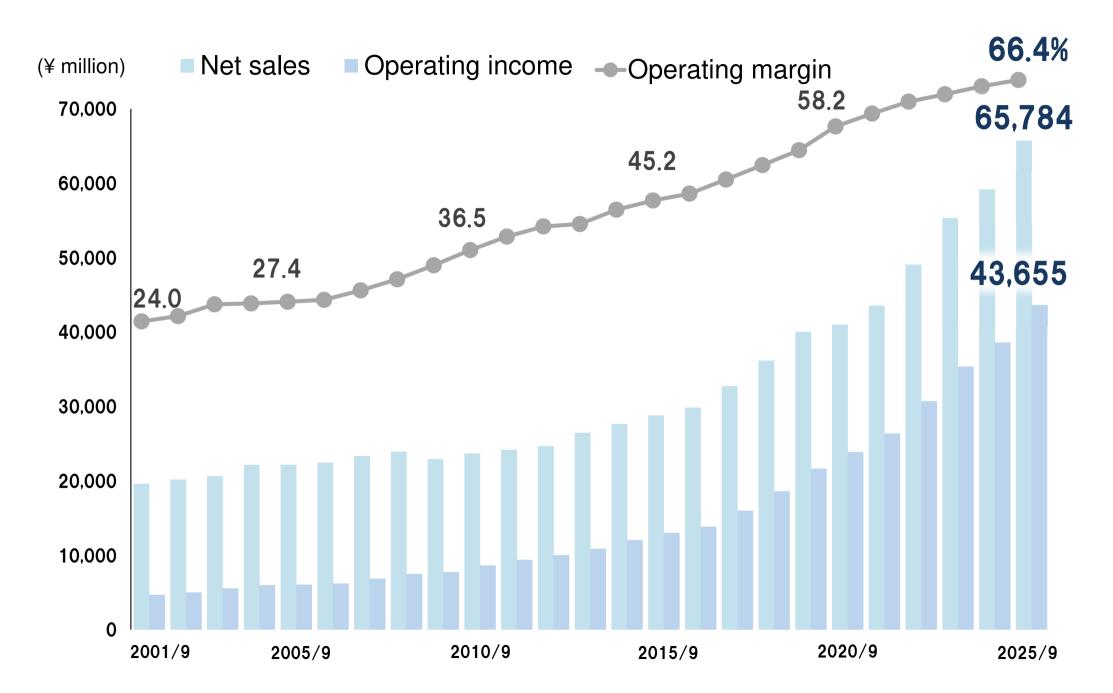
(¥ million)

	2024/9	2025/9	YoY
Net sales	59,173	65,784	111.2%
Operating income	38,629	43,655	113.0%
Ordinary income	44,530	52,228	117.3%
Net income	32,059	37,303	116.4%
Earnings per share (EPS) (yen)	72.88	84.80	116.3%
Average number of total shares outstanding(thousands)	439,881	439,901	-

Note: On October 1, 2024, the Company conducted a 5-for-1 share split of its common shares.

"Basic earnings per share" and "total shares outstanding" are calculated assuming that the share split was conducted at the beginning of the previous fiscal year.

#### First half operating income increases for 25th consecutive period



# Financial Results (consolidated)

(¥ million)

	2024/9	2025/9	Change
Net sales	59,173	65,784	6,611
Cost of goods sold	12,668	13,885	1,217
Gross profit	46,504	51,898	5,393
SG&A expenses	7,874	8,243	368
Operating income	38,629	43,655	5,025
Non-operating profits	3,894	6,354	2,459
Equity-method gains	2,771	2,996	225
Non-operating expenses	764	777	12
Ordinary income	44,530	52,228	7,698
Extraordinary income	321	3	Δ 318
Extraordinary losses	0	24	24
Income taxes, etc.	12,792	14,903	2,111
Net income	32,059	37,303	5,244

Operating income YoY 113.0%

Ordinary income YoY 117.3%

Net income YoY

116.4%

# **Business Results by Segment**

		2024/9	2025/9	YoY
	Sales	24,807	27,330	110.2%
SI	Operating income	15,121	16,686	110.3%
	Operating margin	61.0%	61.1%	
	Sales	30,560	34,499	112.9%
SS	Operating income	22,237	25,621	115.2%
	Operating margin	72.8%	74.3%	
	Sales	3,804	3,955	104.0%
OA	Operating income	1,271	1,347	106.0%
	Operating margin	33.4%	34.1%	
	Sales	59,173	65,784	111.2%
Total	Operating income	38,629	43,655	113.0%
	Operating margin	65.3%	66.4%	

#### Sales

Segments	YoY
SI	110.2%
Software	110.2%
Hardware	110.5%
SS	112.9%
Software system operation support	113.2%
Hardware maintenance	<b>75.5</b> %
OA	104.0%
Total	113.0%

The core software-related sales And Cloud-related systems were strong

# **Profitability**

	2024/9	2025/9	
Operating margin	65.3%	66.4%	1.1 points
Ordinary income margin	75.3%	79.4%	4.1 points
Net income margin	54.2%	56.7%	2.5points

#### Absorbed R&D expenses of about ¥1.2billion

#### **Consolidated Cash Flow**

	2025/9
Cash flows from operating activities	33,271
Cash flows from investing activities	2,026
Cash flows from financing activities	Δ16,715
Change in cash and cash equivalents	18,582
Balance at the beginning of the year	200,065
Balance at the end of the year	218,647

#### **Orders Received**

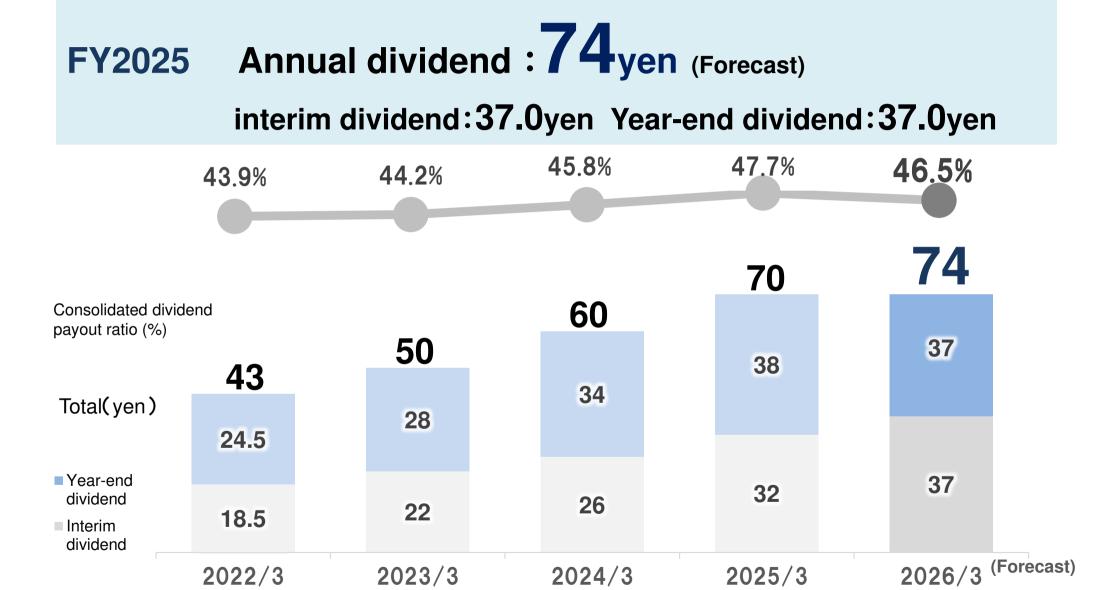
(¥ million) 80.000 70,706 YoY 70,000 63,498 109.4% SI 60.000 27,450 25,101 50.000 SS 113.6% 40.000 30.000 39,098 34,413 OA 104.4% 20.000 10.000 4,156 3,983 111.4% **Total** 0 2024/9 2025/9

# **Earnings Forecasts** Fiscal Year Ending March 31,2026

# Fiscal Year Ending March 31,2026(Full-year)

	Earnings forecasts	YoY
Net sales	133,400	10.0%
Operating income	86,200	10.0%
Ordinary income	97,300	8.4%
Net income	70,000	8.3%

# **Profit-sharing With Shareholders**



Note: On October 1, 2024, the Company conducted a 5-for-1 share split of its common shares. "Dividends" is calculated assuming that the share split was conducted at the beginning of the FY2020 - FY2024.

2024/3

2023/3

2022/3

2025/3

# **Basic Management Policies**

#### Management focus on both quantity and quality **Emphasis on compliance**

#### **Efficient management**

Promotion of innovation management

Selection and concentration Persistence is the key to achieve corporate growth OBIC Co.,Ltd.

www.obic.co.jp

This document contains forward-looking statements.

Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties.

Actual results may differ from those in the forward-looking statements as a result of various factors.

These materials were prepared for the sole purpose of providing information to use as reference in making investment decisions, and are not intended as a solicitation for investment.