

# Financial Results Briefing Session for the Fiscal Year Ended January 2022

Computer Engineering & Consulting Ltd.

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Operating Results for the Fiscal Year Ended January 2022

# Year-on-year comparisons



(Unit: Million yen)

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	Results for FY	Results t	for FY ended Jai	nuary 2022
	ended January 2021		Year-on-year amount of change	Year-on-year rate of change
Net sales	48,003	45,220	(2,782)	(5.8)%
Operating income	5,048	4,206	(841)	(16.7)%
Operating income ratio	10.5%	9.3%	(1.2)	-
Ordinary income	5,158	4,282	(876)	(17.0)%
Ordinary income ratio	10.7%	9.5%	(1.2)	_
Net income*	4,036	3,039	(997)	(24.7)%
Net income ratio	8.4%	6.7%	(1.7)	_

#### **Point**

#### [Net sales]

Besides customers having showed a stronger tendency to selectivity in investment in ICT, there were failures in bids and delays in delivery due to a decrease in reaction to a fall in large deals in the previous year and a shortage of semiconductors.

#### [Operating income]

Income ratio decreased owing to responses to unprofitable projects besides a decrease in profits due to lower sales.

#### [Net income]

Though we recorded a gain on sale of investment securities, earnings declined owing to a decrease in reaction to a fall in extraordinary income in the previous year and extraordinary loss on unprofitable projects recorded.

<sup>\*</sup> Net income represents Net income attributable to owners of parent. The same applies hereinafter.

# Comparisons between earnings forecasts and full-year results

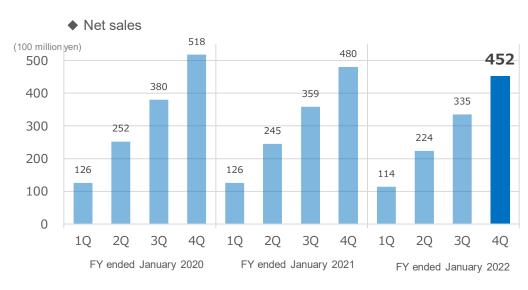


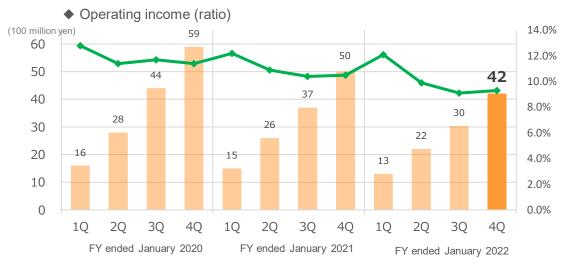
(Unit: Million yen)

					(Offic: William yell
	Term-beginning	Revised	Result	s for FY ended Jan	uary 2022
	forecasts for FY ended January 2022	forecasts for FY ended January 2022		Rate of change compared with term-beginning forecast	Rate of change compared with revised forecast
Net sales	50,000	45,500	45,220	(9.6%)	(0.6%)
Operating income	5,200	4,050	4,206	(19.1%)	3.9%
Operating income ratio	10.4%	8.9%	9.3%	_	_
Ordinary income	5,300	4,100	4,282	(19.2%)	4.5%
Ordinary income ratio	10.6%	9.0%	9.5%	_	_
Net income	3,550	2,550	3,039	(14.4%)	19.2%
Net income ratio	7.1%	5.6%	6.7%	_	_

## Summary of financial results







#### Net sales

- The system development business related to DX promotion performed well, including the services in cooperation with Microsoft Japan and migration services.
- Major customers' investment in ICT showed a tendency to selectivity but gradually recovered from the second half of the year.
- In the infrastructure construction business, there were failures in bids and delays in delivery due to a shortage of semiconductors.
- In the security services business and our subsidiaries, there was a fall in the number of large special procurement projects that had contributed to sales in the previous year.
- Nearshore development reached a plateau at our subsidiaries.

#### Operating income

- A decrease in income due to lower sales
- The income ratio fell owing to the influence of unprofitable projects with some customers.

### Summary of unprofitable projects and outlook for future



Two unprofitable projects that had a great influence on results for the fiscal year ended January 2022

(Summary of Project 1)

#### • A business-system building project in the digital industry business

[Cause] The business and technical requirements that we had recognized were estranged from those specific to the customer.

[Status] In the testing process (cutover scheduled in April 2022)

[Measures] Reconstructing a structure that adapts to the business and

techniques and reviewing the time of completion

(Summary of Project 2)

[Notes]

# • An electronic information-system building project in the service integration business

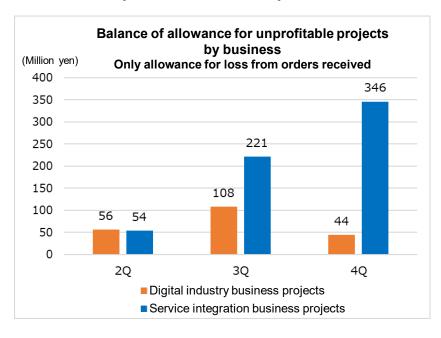
[Cause] Inadequate communication with the customer in upstream processes

[Status] In the testing process (cutover scheduled in September 2022)

[Measures] Strengthening the structure, reviewing the time of completion, and communicating at executive level

A provision for compensation for loss of 414 million yen was

separately recorded in the fiscal year ended January 2022.



- Both projects were those with new customers. In particular, we strategically received an order for the Electronic Information-System Building Project in the service integration business, with an eye toward the future.
- All predictable costs have been allotted for both projects, including those for the future. Visualization of the projects is progressing, so we assume that their risk can be controlled as long as the projects make progress according to the present plans.

# Efforts to reduce unprofitable projects



Measures to reduce unprofitable projects in the future.

# Improving on-site risk management

• The risk management division for unprofitable projects will continue to carry out individual follow-up and monitoring of the business unit concerned even after the completion of the project.

# Cultivating the ability to respond in upstream processes

- Promoting the provision of a framework for setting necessary conditions by adding items to be checked
- Further cultivating engineers for upstream processes

# Improving project management

- Reviewing the training details through training in project management and OJT
- Actively hiring candidates for leaders in mid-career to employ external capable persons

# Further subdividing risk criteria

- Keeping every operating division informed about the subdivided definition of projects requiring care
- Further tightening up of criteria for screening high-risk projects by the risk management division

# Year-on-year comparisons by business segment



- In the digital industry business, although major customers showed a tendency to selectivity in investment in ICT, we carried on with business by capturing a demand for digitization promotion, such as mobility and IoT.
- In the service integration business, business was stagnant in some areas owing to a fall in special procurement for large projects and an insufficient supply of semiconductors. However, we carried on with business by carrying out digital promotion actively to capture demand for DX in the government and the private sector.

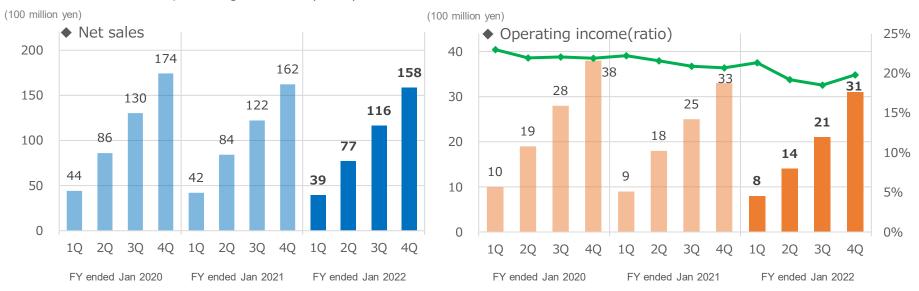
(Unit: Million yen)

	Results for January		Results for January		Amount (rate) of chang	
	Net sales	Operating income Rate of return	Net sales	Operating income Rate of return	Net sales (Rate of change)	Operating income (Rate of change)
Digital industry business	16,298	3,371 20.7%	15,897	3,153 19.8%	(400) (2.5%)	(218) (6.5%)
Service integration business	31,704	5,083 16.0%	29,322	4,546 15.5%	(2,381) (7.5%)	(536) (10.6%)
Corporate expenses	_	(3,406)	_	(3,493)	_	(87)
Total	48,003	5,048 10.5%	45,220	4,206 9.3%	(2,782) (5.8%)	

# Summary of digital industry business



#### Net sales and operating income (ratio)

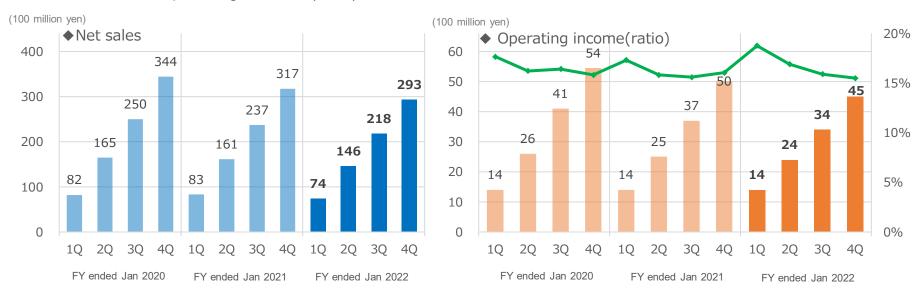


Business category	Point
Smart factory	Business talks about SF-related development tended to recover, but companies remained careful owing to COVID-19 and a shortage of semiconductors.
Digital engineering	Although the recovery of major customers' investments in ICT was stagnant, business talks gradually increased, and orders received tended to recover.
Chubu district	<ul> <li>Full-year results were at the same levels as the previous period in both the mobility and the existing system fields. Those in the existing system field recovered in the second half of the year.</li> </ul>
Nishinihon district	<ul> <li>Major customers' investments were stagnant owing to COVID-19. Results tended to recover in the second half of the year through focusing our efforts on the promotion of the product IoT field.</li> </ul>

# Summary of service integration business



#### Net sales and operating income (ratio)



Business category	Point			
Security services	<ul> <li>Although there remained the influence of a fall in the number of special procurement deals in the previous year, results tended to recover in the second half of the year.</li> </ul>			
Service integration	The whole system development business performed well thanks to a fair wind of demand for DX promotion in the government and the private sector.			
Platform architect	<ul> <li>Results reached a plateau owing to factors such as the change of structures by major customers and an insufficient supply of semiconductors.</li> </ul>			
Group companies	<ul> <li>There was a fall in the number of special procurement deals in the financial industry in the previous year. Nearshore development reached a plateau owing to the spread of COVID-19 to the provinces.</li> </ul>			

### Year-on-year comparisons of sales by industry



(Unit: Million yen)

(Grite William Verl)				
	Results for FY	Results for FY	Year-on-year	comparisons
	ended January 2021	ended January 2022	Amount of change	Rate of change
Manufacturing industry Component ratio	20,390 42.5%	20,316 44.9%	(73)	(0.4%)
Communication and information service industry Component ratio	11,997 25.0%	10,989 24.3%	(1,008)	(8.4%)
Financial industry Component ratio	<b>6,174</b> 12.9%	5,192 11.5%	(982)	(15.9%)
Distribution industry Component ratio	2,249 4.7%	2,513 5.6%	263	11.7%
Government and public offices Component ratio	<b>2,815</b> 5.9%	2,087 4.6%	(728)	(25.9%)
Other industries Component ratio	<b>4,375</b> 9.0%	<b>4,121</b> 9.1%	(253)	(5.8%)
Total	48,003 100%	45,220 100%	(2,782)	(5.8%)

#### Points by industry

[Manufacturing industry]
Although companies carefully used the budget for investment in ICT in our company's areas, the investment tended to recover gradually in the second half of the year and remained at the same level in the full year.

[Communication and information service industry/Distribution industry] Income decreased as that from communications companies reached a plateau though income from the distribution industry tended to recover.

[Financial industry]
Income decreased owing to a fall in special procurement projects in our subsidiaries in the previous year though business talks increased thanks to finding new demands from existing customers and newly developed projects.

[Government and Public Offices] Income decreased owing to a fall in the number of SmartSESAME special procurement projects in the previous year.

## Orders received/orders in hand by quarter



Although orders received decreased owing to a fall in the number of special procurement projects in the previous year, orders in hand tended to improve.
 (Unit: Million yen)



Segment	ltem	Results for FY ended January 2020	Results for FY ended January 2021	Results for FY ended January 2022	Year-on-year comparisons (Rate of change)
Digital industry business	Orders received	17,626	16,173	16,198	0.2%
Digital industry business	Orders in hand	2,846	2,720	3,021	11.0%
Carriag integration business	Orders received	34,589	31,640	30,023	(5.1%)
Service integration business	Orders in hand	7,828	7,764	8,465	9.0%

# Term beginning comparisons of balance sheets



(Unit: Million yen)

(Critic Williams)					
	End of January	End of January	Year-on-year comparisons		
	2021	2022	Amount of change	Rate of change	
Current assets	33,086	34,060	974	2.9%	
Cash and deposits	21,020	22,430	1,410	6.7%	
Notes and accounts receivable - trade	10,452	9,943	(509)	(4.9%)	
Non-current assets	10,703	11,087	383	3.6%	
Property, plant and equipment	6,147	6,567	420	6.8%	
Intangible assets	260	244	(16)	(6.4%)	
Investments and other assets	4,295	4,275	(19)	(0.5%)	
Total liabilities	9,410	9,411	0	0.0%	
Current liabilities	8,270	8,310	39	0.5%	
Non-current liabilities	1,139	1,100	(39)	(3.5%)	
Total net assets	34,379	35,736	1,357	3.9%	
Liabilities and net assets	43,789	45,147	1,358	3.1%	

#### Point

[Current assets]
Cash and deposits
increased thanks to the
collection of accounts
receivable - trade among
other reasons.

[Non-current assets]
They increased thanks
to investments such as
in property, plant and
equipment.

#### [Liabilities]

They were at the same level year on year due to a decrease in accounts payable - trade despite an increase due to allowances recorded.

[Net assets]

Net assets increased thanks to an increase in retained earnings.

[Equity ratio]  $78.1\% \rightarrow 78.7\%$ 





Earnings Forecast for the Fiscal Year Ending January 2023

# Year-on-year comparisons of full-year earnings forecast

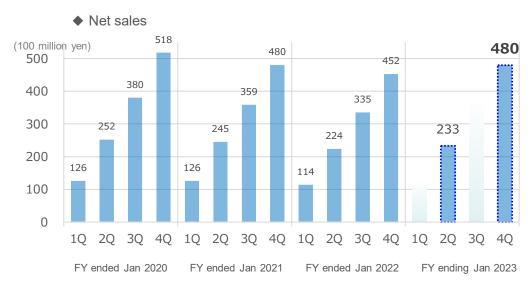


In the first fiscal year of the new medium-term management plan, we will aim at meeting our target by closing deals that tend to increase thanks to a growing demand related to DX.
(Unit: Million yen)

	Results for FY	Forec	asts for FY ending Jan	uary 2023
	ended January 2022		Amount of change	Rate of change
Net sales	45,220	48,000	2,779	6.1%
Operating income	4,206	5,000	793	18.9%
Operating income ratio	9.3%	10.4%	1.1%	_
Ordinary income	4,282	5,050	767	17.9%
Ordinary income ratio	9.5%	10.5%	1.0%	_
Net income	3,039	3,400	360	11.9%
Net income ratio	6.7%	7.1%	0.4%	_

### Point of earnings forecast









#### Net sales

- Find further demand from large customers by strengthening our sales force.
- Major customers' investments in ICT in our business areas would continue the trend to increase from the second half of the previous year.
- Increase the items of our products and services and shift our business activities in and to the fields in which customers intensively invest.
- Find new deals by utilizing to the full a synergy effect produced from a fusion of business fields and the integration of areas.

#### Operating income

- Further promote the services in cooperation with Microsoft Japan and migration services with high added value.
- Improve productivity by concurrently working on projects in fields less influenced by a shortage of semiconductors.
- Endeavor to reduce opportunity loss by earlier settling unprofitable projects that we had worked on from the fiscal year ended January 2022.

# Full-year earnings forecast by business segment



(Unit: Million yen)

	Results for FY ended January 2022		Forecast for FY ending January 2023		Amount of change	
	Net sales	Operating income Rate of return	Net sales	Operating income Rate of return	Net sales (Rate of change)	Operating income (Rate of change)
Digital industry business	15,897	3,153 19.8%	17,100	3,600 21.1%	1,202 7.6%	:
Service integration business	29,322	4,546 15.5%	30,900	5,100 16.5%	1,577 5.4%	:
Corporate expenses	_	(3,493)	-	(3,700)	_	(206)
Total	45,220	4,206 9.3%	48,000	5,000 10.4%	2,779 6.1%	

# Full-year earnings forecast for digital industry business



#### Net sales and operating income

		Results for FY ended	FY ending January 2023		
		January 2022	Full-year forecast	Rate of change	
Digital industry business	Net sales	15.8 billion yen	17.1 billion yen	7.6%	
Digital industry business	Operating income	3.1 billion yen	3.6 billion yen	14.1%	
Areas to be focused on this business	Net sales	4.3 billion yen	5.1 billion yen	19.5%	

	Point
Core business	<ul> <li>Make further proposals for our products and services to existing large customers through a fusion of development and verification.</li> <li>Improve customer satisfaction through general services ranging from planning and development to system operation support.</li> <li>Promote response to new and existing customers by strengthening cooperation through integrating areas.</li> </ul>
Focused business areas	<ul> <li>Increase new business talks by expanding the territories of mobility service provision.</li> <li>Make proposals for smart factory products whose functions have been improved in the fiscal year ended January 2022.</li> <li>Increase visibility by proposing to large customers the cross-selling of products developed by the whole company in focused business areas.</li> </ul>

# Full-year earnings forecast for service integration business



#### Net sales and operating income

		Results for FY ended January 2022	FY ending January 2023	
			Full-year forecast	Rate of change
Service integration business	Net sales	29.3 billion yen	30.9 billion yen	5.4%
	Operating income	4.5 billion yen	5.1 billion yen	12.2%
Areas to be focused on this business	Net sales	6.1 billion yen	6.9 billion yen	12.2%

	Point		
	<ul> <li>Further expand digital promotion in line with a demand for development, including DX promotion.</li> </ul>		
Core business	<ul> <li>Strengthen our business system by training pre-SEs who can answer technical questions.</li> </ul>		
	<ul> <li>Make effective use of personnel by concurrently working on projects in the fields less influenced by a shortage of semiconductors.</li> </ul>		
Focused business areas	<ul> <li>Continue to intensively develop the services in cooperation with Microsoft Japan and migration services.</li> </ul>		
	<ul> <li>Increase our influence on the market by improving products and services with high profitability and feasibility.</li> </ul>		
	<ul> <li>Increase business talks with local governments year on year and strengthen activities by utilizing sales channels.</li> </ul>		





Measures		Results		
Key measures Basic policies	<ul> <li>Forming the organization with emphasis on business efficiency</li> <li>Creating business, products, and services with distinction</li> <li>Promoting M&amp;A considering expansion of focused business areas</li> </ul>	<ul> <li>✓ Gathered management resources into two groups</li> <li>✓ While we put emphasis on focused business areas, creation of new business, and investment in development, there was a lack of synergy among business areas.</li> <li>✓ We carried on with selection of companies meeting our growth strategy and suiting capital cost in M&amp;A, but could not realize mergers or acquisitions with companies meeting our conditions.</li> </ul>		
	<ul> <li>Cultivating and securing human capital</li> </ul>	✓ Failed to line up IT human resources as planned owing to change in the environment in the coronavirus crisis and a sudden surge in demand for DX/digital human resources		
	■ Return to shareholders	<ul> <li>Continued the payout ratio at 30% or more by actively promoting a policy on stable dividends and returning profits to shareholders</li> </ul>		
	■ Diversity of human resources	✓ Although the commission of human resources to hopeful ICT fields and the utilization of women and disabled persons made progress, there remained problems with the lining up of DX human resources and the age structure.		
	■ Work-style reform	✓ Promoted the reduction of long hours of work and the taking of paid leave with emphasis on work-life balance		



#### Key management indices

Although we planned to improve our business efficiency and scale up our business, we failed to achieve them. Owing to the spread of COVID-19 infection, results were lower than we had expected.

■ Net sales 45.2 billion yen:

Failed to achieve a target of 54.5 billion yen, and our business slowed for two consecutive years owing to the coronavirus crisis

Ordinary income 4.2 billion yen:

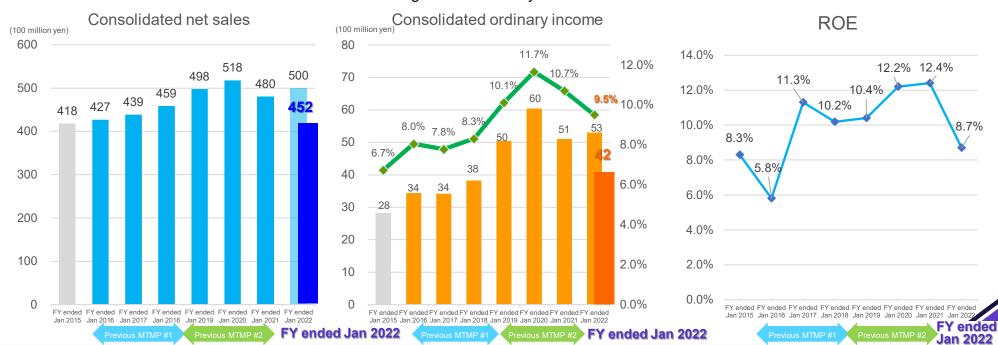
We achieved a target of 5.5 billion yen in the FY ended January 2020, but our profitability deteriorated owing to unprofitable projects.

Ordinary income ratio 9.5%:

We achieved a target of 10% or more in the FY ended January 2019, but our business efficiency fell owing to unprofitable projects.

I ROE 8.7%:

We achieved a target of 12% or more in the FY ended January 2020, but it largely fell owing to extraordinary loss.





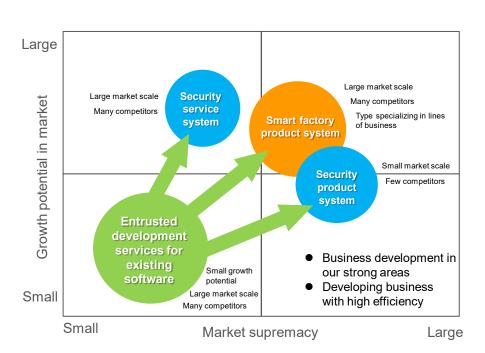
#### Net sales of focused business areas

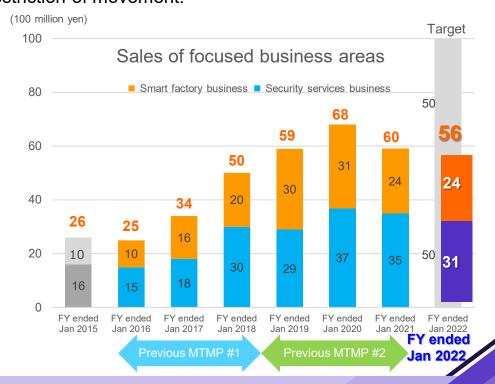
We were halfway through scaling up our business even though we continuously created our own products and services (30 products and services) as the enlargement measure made no progress, including M&A in focused business areas.

□ Smart factory business: We failed to achieve a target of 5.0 billion yen. It was stagnant owing to

restriction of entry into production sites.

Security services business: We failed to achieve a target of 5.0 billion yen. Direct sales reached a plateau due to restriction of movement.















# New Medium-term Management Plan

From FY ending January 2023 to FY ending January 2025

#### **Business environment**



Digital transformation (DX) is accelerating to realize a sustainable society.

#### Social environment

- Napid acceleration of the aging population and lower birthrate
- Request to balance business growth and contribution to society
- ESG/SDGs
- Diversified sense of values

# Digital Transformation DX

#### **ICT** market

- Market growth thanks mainly to investment in DX
- Accelerated servitization
- Demand for security tends to grow
- A chronic shortage of ICT human resources

#### **Customer trends**

- Developing the ability to respond to changes in the management environment
- Insourcing in-house systems
- A labor shortage/changed work style
- Accelerating cloud, agile, and DevOps

#### Technologies and trends

- >> AI, IoT, cloud, and 5G
- Progress of CASE in the car industry
- Security/risk management
- Migration (2025 Digital Cliff)

### Medium-term issues to respond to



 Issues to overcome to Realize a Sustainable Society and for the Sustained Growth of the CEC Group

Provision of ICT technologies and services and contribution to realization of a sustainable society







Making our management advanced and efficient after our stock's being listed on the prime market

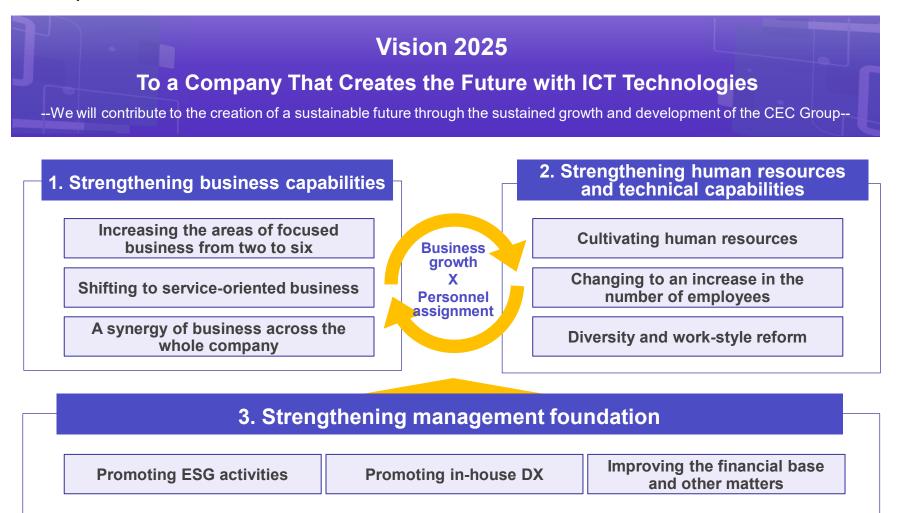
- Realization of a low-carbon society
- A supplement of labor and a solution to a labor shortage
- Response to the risk of more sophisticated cybercrimes
- Response to the "2025 Digital Cliff"
- Solutions to problems specific to industries and customers
- Developing and providing services to realize DX

- Strengthening governance
- Optimizing our business portfolio
- Increasing the number of employees and training DX human resources
- Promoting diversity and work-style reform
- Continuously improving quality and productivity
- Promoting in-house DX
- Strengthening group management and synergy in Our Group

### Medium-term management plan



#### Basic policies



## Strengthening business capabilities (1)



Evolution to flexible business structure resistant to changes in the environment = DX in the whole company

Basic policies

- Expanding focused business areas
- Shifting to service-oriented business
- ► A synergy of business across the whole company

#### Strategic investment

# Investing mainly in growing fields and ICT technologies with a high synergy effect

- Distributing investments in development and growth
- Starting investment in M&A with emphasis on synergy
- Expanding R&D and PoC created with customers

#### **Strengthening the customer base**

# Acquiring demand for DX and ICT from customers in both the type specializing in lines of business and new areas

- A type specializing in manufacturing, IT, finance, and the public sector
- A type to create highly profitable business and those in new areas
- Focusing on customers' strategic DX and ICT projects

# Organization resistant to changes in the market and the environment

# Creating a system of invested capital which utilizes autonomous organizations and human resources

- Integrating organizational functions into the autonomous division system
- Making the decision-making process quicker
- Improving our portfolio strategy

Solving social and industrial issues through our business activities

# Strengthening business capabilities (2)



Promoting the sustained growth of our core business and enlarging the areas of focused business

Growth potential in market

# Focused business areas (long-term growing areas)

(Time of introduction in the market: Resource investment and increase of market share)

- DX cloud platform (cloud services)
- Digital twin/CPS
- New business
- New technology

# Focused business areas (medium-term growing areas) (Strategic investment: Capital investment and R&D)

- Production and logistics solutions
- Mobility services
- Services in cooperation with Microsoft Japan (CX\*)
- Migration services
- Security services

### Focused business areas

- DX-related business that we will grow to the revenue base in the medium and long term
- Providing support for customers' DX promotion and providing our own DX services and solutions

#### Structural reform areas

(Business in maturity: A change, reduction, and withdrawal of business)

- Dispatching and stationing business
- Operation package business
- Third-party verification of home electrical appliances and mobile phones
  - \* They are included in core business. A decision on structural reform is needed in the medium term.

# Core business (stable and foundation business) (Investment control and cash acquisition)

- Commissioned development
- ICT infrastructure (data centers and construction/operations)
- Development of car-mounted and built-in devices and a verification business

#### **Core business**

- Commissioned business, which is our revenue base
- Consulting, planning and design, development, building, verification, operations, and BPO

Small

**Business efficiency** 

Large

<sup>\*</sup> Customer Experience (CX; A digital shift and cloud use in the marketing area which leads to the increased value of the customer)

# Strengthening business capabilities (3)



 Focused business areas: Working out a DX strategy and creating synergy for business across the whole company

#### New medium-term management plan

Previous medium-term management plan

FY ended Jan 2022 FY ending Jan 2023

FY ending Jan 2024 FY ending Jan 2025

#### **Smart factory**

Developing ICT products and providing ICT services for factory IoT, productivity, and technical succession in the manufacturing industry

#### **Security services**

Developing products and providing services in which technologies for authentication and monitoring are utilized in the security field

# **Production and logistics solutions**

Support for digitization of SCM (procurement, production, distribution, and sale) and a DX strategy in the manufacturing industry

# Services in cooperation with Microsoft Japan

Support for CX improvement as well as management analysis and marketing for Dynamics365/Azure base

#### **Security services**

Improving automation of and cooperation in CPS (cyber-physical system) integrated defense and technologies for monitoring

#### **Mobility services**

Support for the development of carmounted/traffic big data and low-carbon products in the connected field

#### **Migration services**

Support for legacy ICT innovation, a cloud shift, and the DX-compliant environment for systems and apps

#### **DX cloud platform** (Cloud services)

Promoting the DX base as well as powersaving and environmentally considered DC for a hybrid/multicloud environment

# Strengthening human resources and technical capabilities



 Aiming at employing, cultivating, and re-stationing capable persons who are the source of competitiveness

# Cultivating human resources

- Developing cloud skills
- Selecting and training engineers of high rank
- Improving management power

# Changing to an increase in the number of employees

- Increasing by 150 or more the number of employees in three years of the Medium-term Plan
- Active employment and restraining turnover



- Putting emphasis on all employees' diverse personalities and sense of values and improving the environment where the employees can be active
- Promoting women's activity and increasing the proportion of female managerial staff

Work-style reform

- Designing a new personnel system based on the staff organization, career paths, and diverse work styles
- Continuing work-style reform, improvement of working conditions, and average monthly overtime of 20 hours or less, etc.

# Strengthening management foundation (1)



Aiming at strengthening the management base that supports our sustained growth



[Environment] Framing an environmental policy and setting an environmental target, and promoting PDCA and CO<sub>2</sub> reduction

[Society] Contribution to society and medical support

[Governance] Corporate governance, risk management, and compliance, etc.

#### **Efforts through business**

- Logistics solutions Reducing trucks' standby time and CO<sub>2</sub>
- Worker support systems Communication with foreigners and hearing-impaired persons
- Authentication printing systems Reducing paper usage and electricity consumption















#### Promoting inhouse DX

- Innovating in key systems as well as digitizing and automating business processes
- Strengthening the in-house infrastructure base

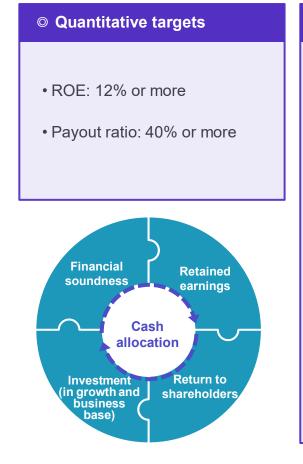
# Improving financial base and other matters

- · Maintaining and improving the financial base
- Improving quality and eradicating deficit projects
- M&A, alliances, and co-creation projects, etc.

# Strengthening management foundation (2)



Aiming at the sustained increase of our corporate value through active investment in growth and increased returns to shareholders while maintaining and improving the financial base





# Numerical targets



#### Key management indices

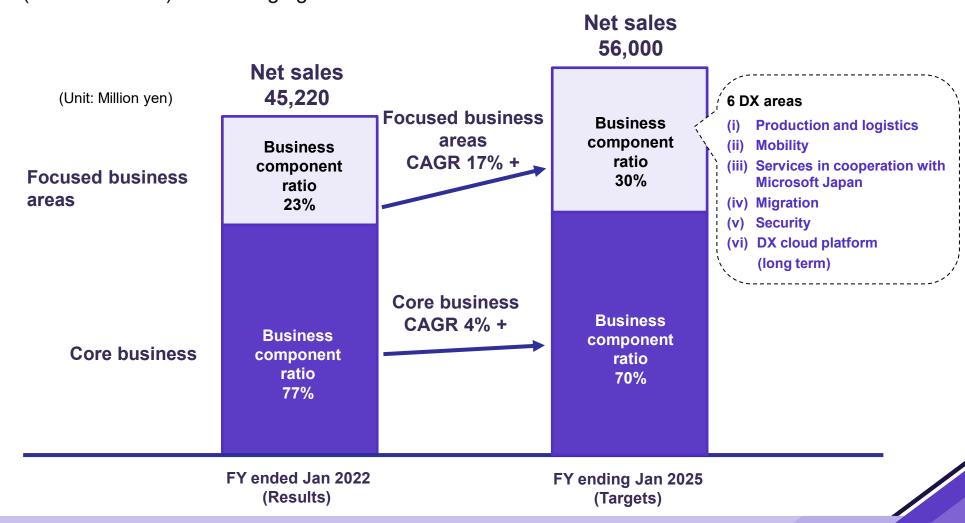
(Unit: Million yen)

	FY ended Jan 2022 (Results)	FY ending Jan 2025 (Targets)	
Net sales	45,220	56,000	
Ordinary income	4,282	6,900	
Ordinary income ratio	9.5%	12.0% or more	
Return on Equity (ROE)	8.7%	12.0% or more	

# Numerical targets (core business and focused business areas)



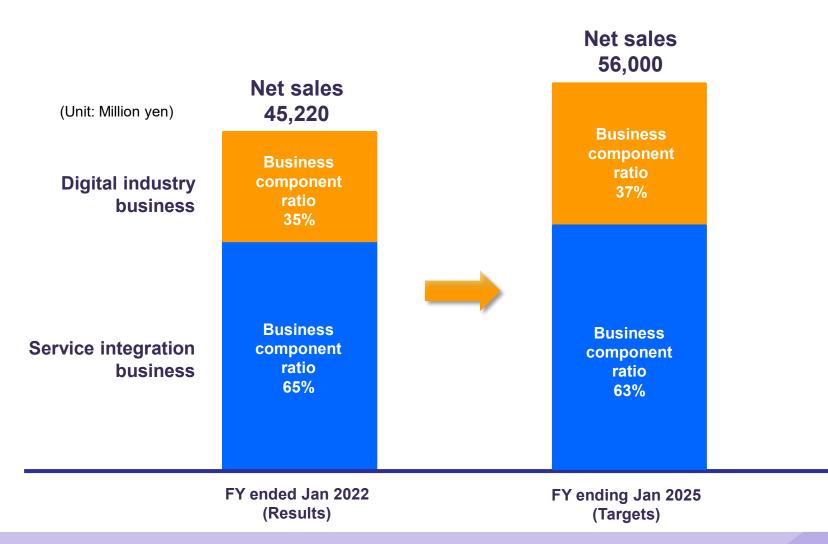
 Growing core business steadily as well as establishing the base of focused business areas (in the DX area) and enlarging their areas



## Numerical targets (business segments)



Sales targets by business segment







# Shape your future

Inquiries: Computer Engineering & Consulting Ltd.

E-mail: <u>IR@cec-ltd.co.jp</u>

- This document is not made for the purpose of soliciting investments.
- The prospects for future earnings that are mentioned in this document are calculated based on a judgment and an assumption from the trends of the Japanese economy and the information service industry and other information available at the present time. Accordingly, please be aware that there is a possibility of a fluctuation due to indefinite factors included in the forecasts and changes in the internal or external situation in the future business operations.

### Company profile



Name Computer Engineering & Consulting Ltd.

February 24, 1968

Listed on Tokyo Stock Exchange 1st section (July 2001)

Capital 6,586 million yen

Net sales 45,220 million yen (FY ended Jan 2022)

JQA certification Quality management system

Information security management system

Cloud service information security management system

IT service management system

Environmental management system

Other matter Privacy mark certified business operator

Business types

Establishment date

#### Digital industry business

Provides customers in the manufacturing industry with ICT services to support efficient business operations, quality improvement, and production of attractive products

#### Service integration business

Provides integrated services from full support for the ICT lifecycle to cloud and security which are needed to reform and improve the operations of companies and organizations

**Employees** 2,260 (as of April 1, 2021)

Consolidated subsidiaries

8

Head office JR Ebisu Bldg., 5-5 Ebisu Minami 1-chome, Shibuya-ku, Tokyo 150-0022

Representatives Hirosato Iwasaki, Chairman

Hitoshi Ooishi, President

ISO9001:2015 Registration certificate No.: JQA-1481

ISO/IEC27001 Registration certificate No.: JQA-IM007

ISO/IEC27017 Registration certificate No.: JQA-IC0040

ISO/IEC20000 Registration certificate No.: JQA-IT0005

ISO14001:2015 Registration certificate No.: JQA-EM7701

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#### Two types of business to contribute to the realization of a sustainable society

