



# **Second Quarter of Fiscal Year Ending January 31, 2026 Financial Results Briefing**

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**Computer Engineering & Consulting Ltd. | 9692 |**

# Agenda

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- 2 Forecasts for the fiscal year ending January 31, 2026**

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# Highlights of financial results for second quarter of the fiscal year ending January 31, 2026

## Summary of performance in second quarter of the fiscal year ending January 31, 2026

- Sales grew 11.9% year-on-year to a record high, while operating income grew 6.2%.
- Incoming orders reached **record highs**, with **+47.6% in orders received** and **+63.6% in outstanding balance of orders received**.

## Performance outlook for the fiscal year ending January 31, 2026





- Due to large-scale orders for government agencies, including network equipment, the full-year forecast has been **revised upward**.
- Growth investments to **proceed as planned**

## Shareholder returns

- **Completed purchase** of up to **2,000 million yen** in treasury stock on June 12.
- The interim dividend **increased by 5 yen** from the previous term **to 30 yen**.

# **Business results for second quarter of the fiscal year ending January 31, 2026**

(Million yen)

	FY January 2025 2Q	FY January 2026 2Q	YoY	
			Amount	%
Net sales	27,570	 30,843	+3,273	+11.9%
Gross profit/ margin	7,438/27.0%	 8,130/26.4%	+691	+9.3%
Operating income/ margin	3,250/11.8%	3,451/11.2%	+200	+6.2%
Ordinary income/ margin	3,268/11.9%	3,516/11.4%	+247	+7.6%
Net income <small>attributable to owners of parent / margin</small>	2,213/8.0%	2,384/7.7%	+170	+7.7%
Orders received	29,038	 42,861	+13,823	+47.6%
Outstanding balance of orders received	17,222	 28,181	+10,958	+63.6%

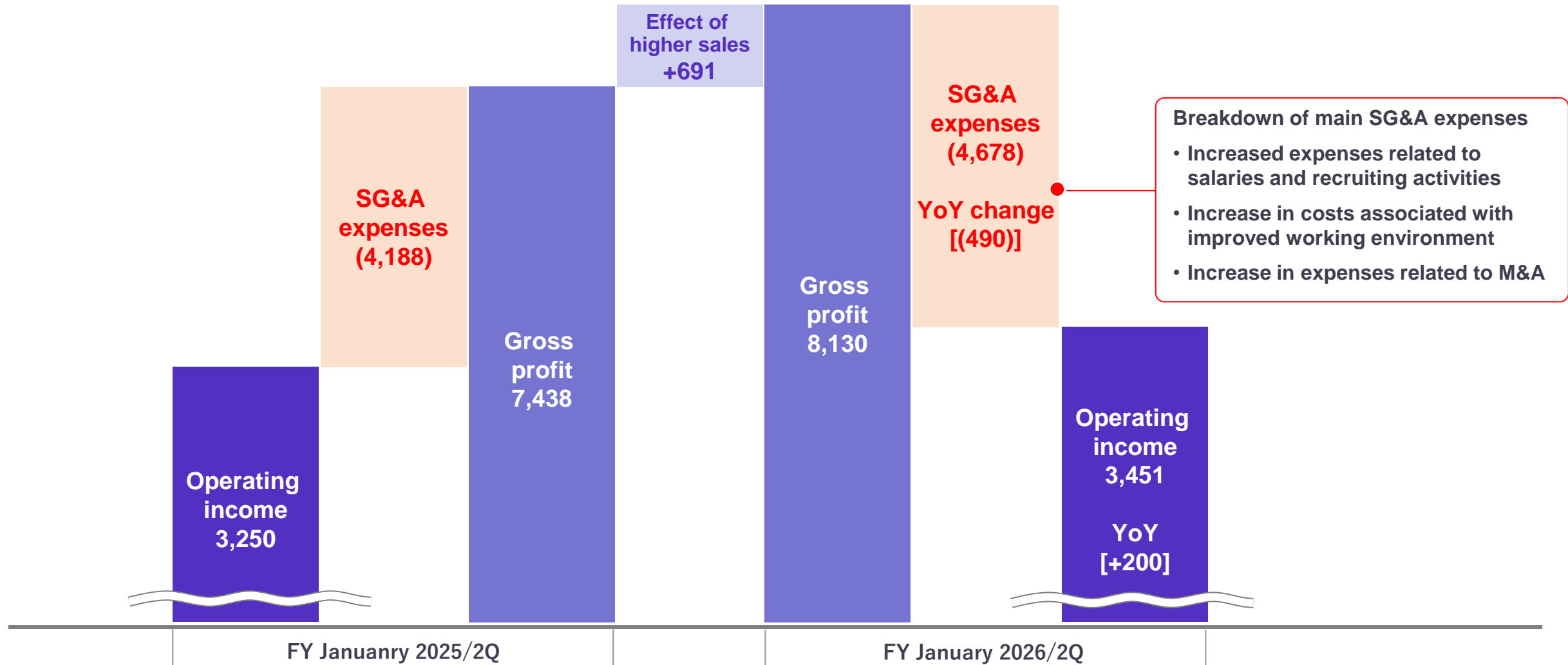
 : Record high

# Main factors affecting operating income

Business results for second quarter of the  
fiscal year ending January 31, 2026

- **Gross profit reached a record high**, while SG&A expenses were driven up mainly by personnel costs.

(Million yen)



# Performance by business segment

Business results for second quarter of the  
fiscal year ending January 31, 2026

(Million yen)

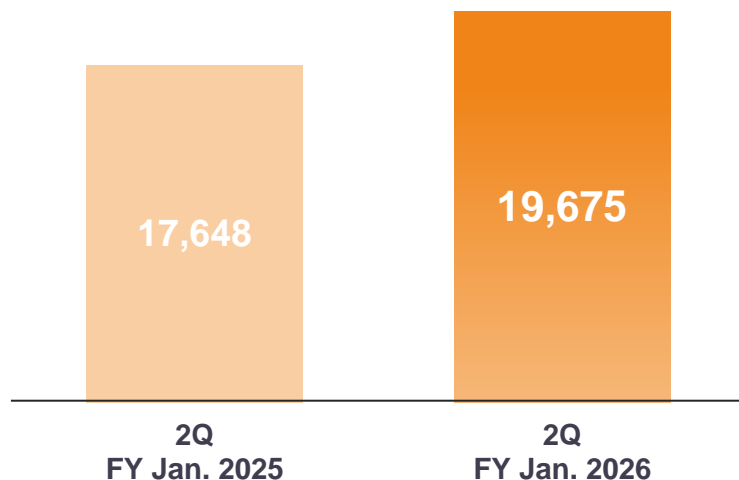
	FY January 2025/2Q		FY January 2026/2Q		YoY	
	Net sales	Segment income/profit margin	Net sales	Segment income/profit margin	Net sales [%]	Segment income [%]
Integration	17,648	3,723 21.1%	19,675	4,167 21.2%	+2,026 [+11.5%]	+444 [+11.9%]
Connected	5,622	941 16.8%	5,945	1,167 19.6%	+323 [+5.7%]	+225 [+23.9%]
Solution	4,299	855 19.9%	5,223	901 17.3%	+923 [+21.5%]	+45 [+5.3%]
Companywide expenses*	—	(2,270)	—	(2,784)	—	(514)
Total	27,570	3,250 11.8%	30,843	3,451 11.2%	+3,273 [+11.9%]	+200 [+6.2%]

\* Companywide expenses are SG&A expenses for the entire company, excluding costs primarily related to sales activities.

# Performance by segment <Integration>

Business results for second quarter of the  
fiscal year ending January 31, 2026

## Net sales (million yen)



+ : increase ± : stable - : decrease

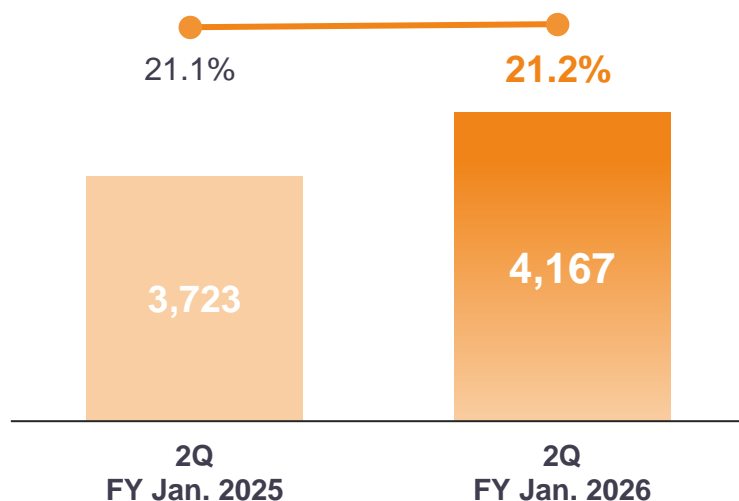
## Net sales

YoY change + **2,026** million yen + **11.5** %

### Focus

- (±) Slow growth in **Migration Services** accompanying protracted business negotiations
- (+) Increased Microsoft-related business as Power Platform demand was strong
- (+) In System and Infrastructure Development business, system development showed positive performance in automotive backbone systems, while infrastructure development secured large government projects.

## Segment income/margin (million yen, %)



## Segment income

YoY change + **444** million yen + **11.9** %

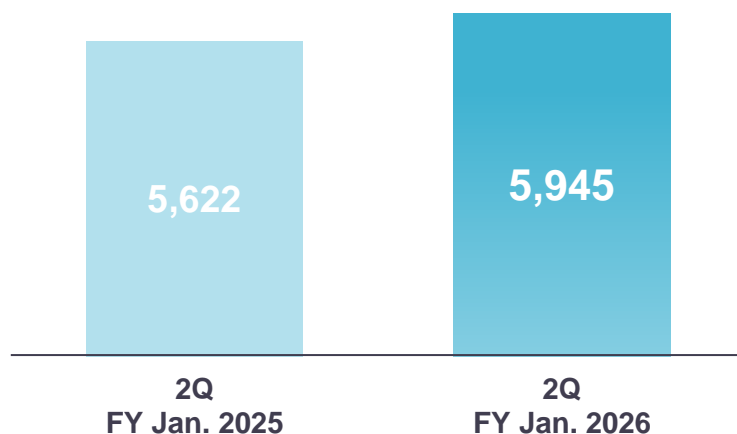
- (+) Income grew with higher sales.
- (±) Improved profitability in system development, maintaining profit margins at the same level as the previous term.



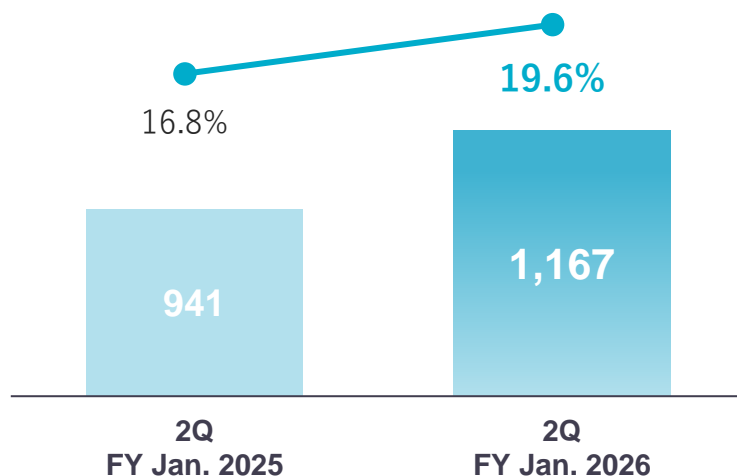
# Performance by segment <Connected>

Business results for second quarter of the  
fiscal year ending January 31, 2026

## Net sales (million yen)



## Segment income/margin (million yen, %)



+ : increase ± : stable - : decrease

## Net sales

YoY change + **323** million yen + **5.7** %

**Focus**

- (+) **Data Monetization business** was led by Big Data analysis infrastructure development and achieved double-digit growth.
- (±) Cloud Service Development business remained flat, even with an increase in AI-based development projects.
- (+) Control Simulation business saw a slight increase for assembly manufacturing industries, while IoT systems for the automotive industry and embedded development increase.
- (+) Quality Management business saw slight growth despite an increase in in-vehicle verification services.

## Segment income

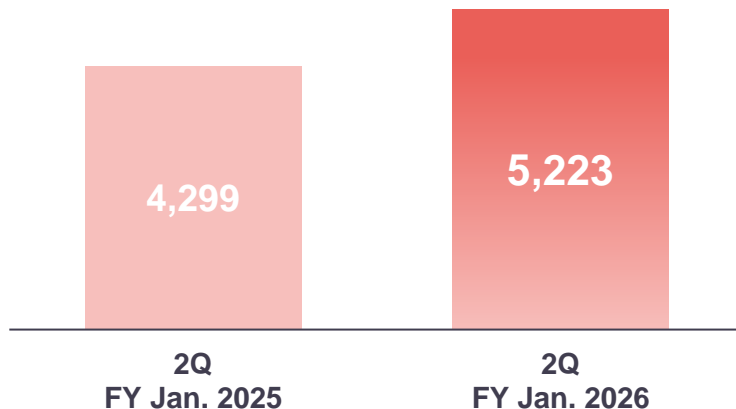
YoY change + **225** million yen + **23.9** %

- (+) Improved profitability for the automotive industry due to higher productivity
- (+) Growth of the high-margin Data Monetization business

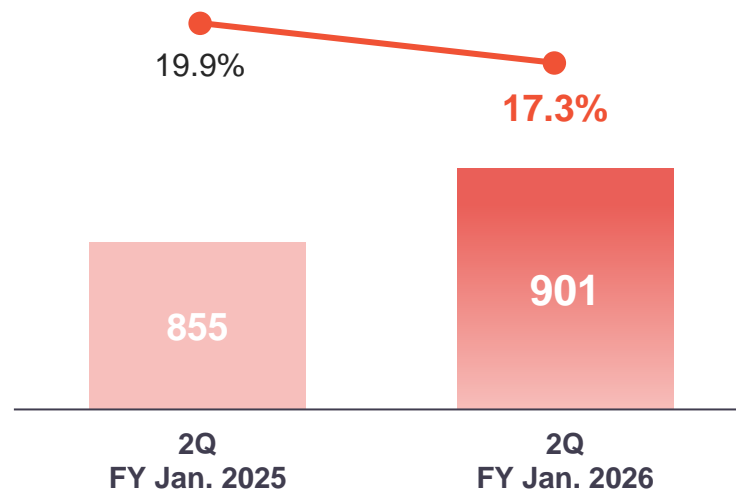
# Performance by segment <Solution>

Business results for second quarter of the  
fiscal year ending January 31, 2026

## Net sales (million yen)



## Segment income/margin (million yen, %)



+ : increase ± : stable – : decrease

## Net sales

YoY change + **923** million yen + **21.5** %

### Focus

- (+) **Security Service business** expanded in both the public and private sectors, with growth in security surveillance services (CEC SOC) and in-house products (SmartSESAME).
- (±) Data Center business remained flat compared to the previous period due to contract terminations associated with relocations.
- (+) Industry-specific Solutions saw growth in the logistics and medical fields.

## Segment income

YoY change + **45** million yen + **5.3** %

- (+) Income grew with higher sales.
- (-) Cost impact due to data center restructuring.

# Sales progress by focus business

Business results for second quarter of the  
fiscal year ending January 31, 2026

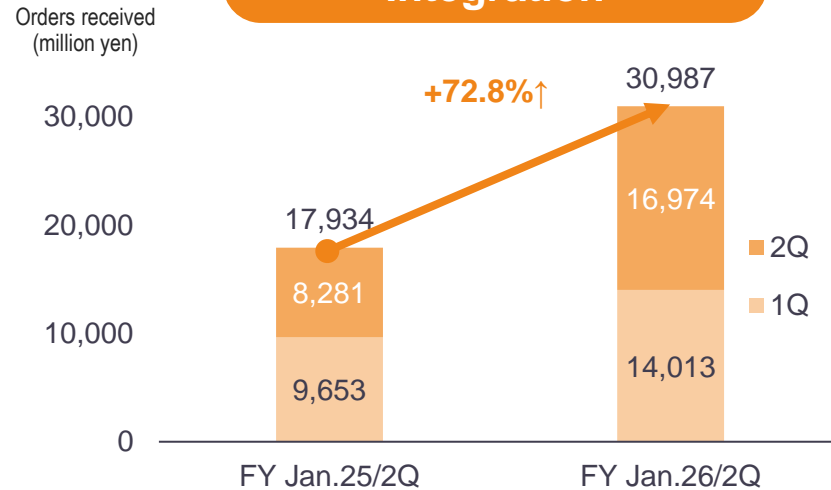
Focus business		FY January 2026/2Q results	FY January 2026 full-year target	Progress	FY January 2025/2Q results	YoY
Integration Connected Solution	Migration Services	1,934 million yen	4,500 million yen	43.0%	1,922 million yen	+0.6%
	Data Monetization	1,507 million yen	3,100 million yen	48.6%	1,326 million yen	+13.7%
	Security Services	3,012 million yen	5,500 million yen	54.8%	2,275 million yen	+32.4%
Business promoted companywide	Cloud Services	8,734 million yen	17,780 million yen	49.1%	7,832 million yen	+11.5%

# Trends in orders received and outstanding balance of orders received

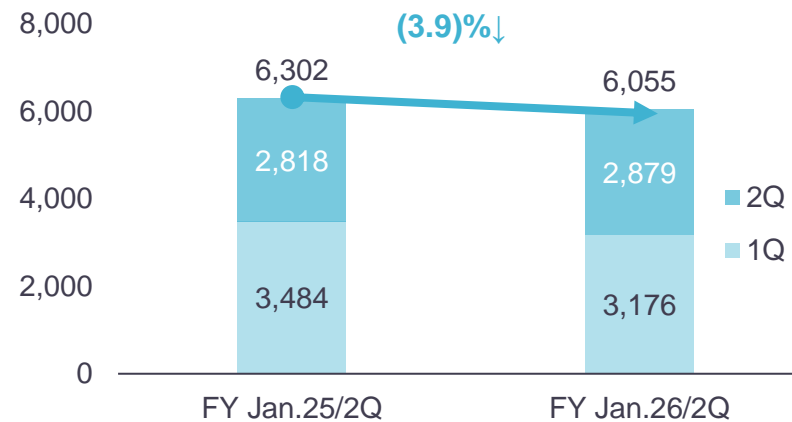
Business results for second quarter of the  
fiscal year ending January 31, 2026

– Large-scale project acquisition for government agencies in the Integration Segment.

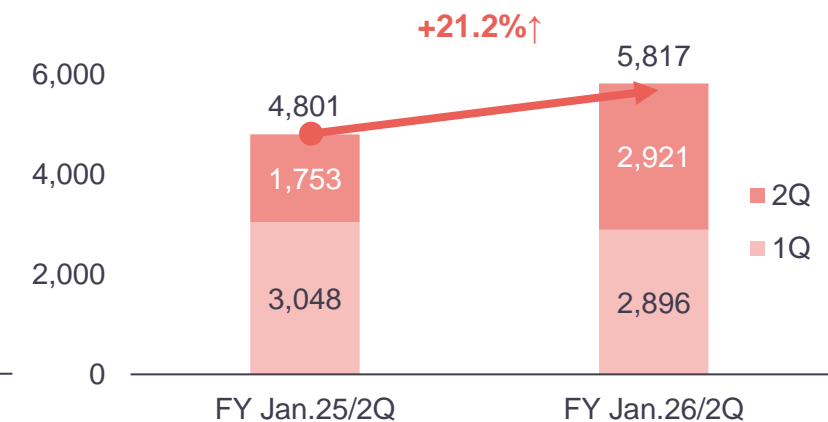
## Integration



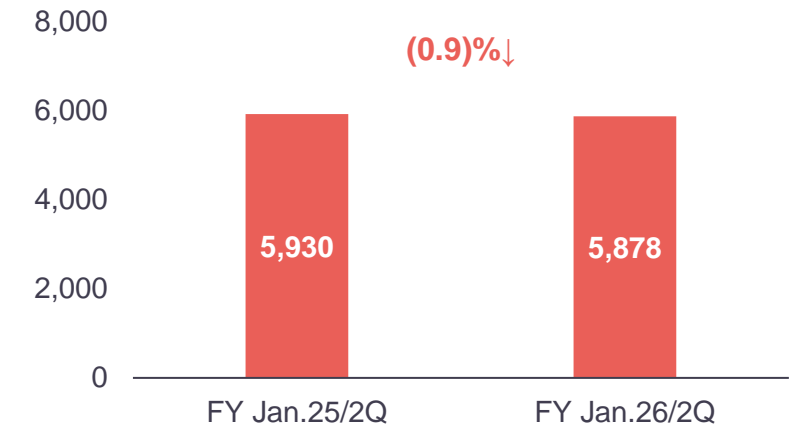
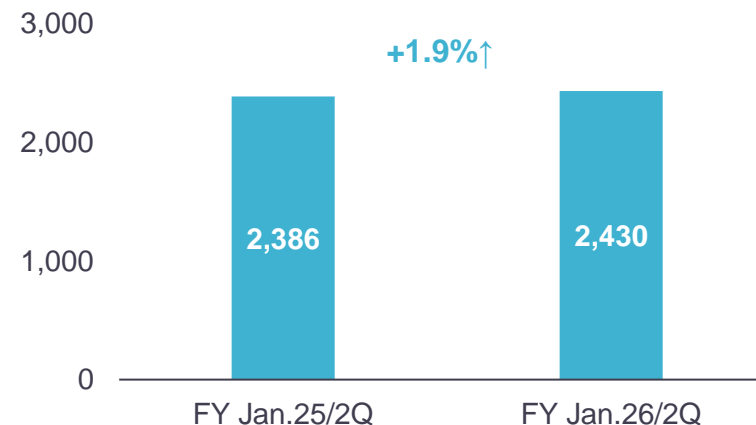
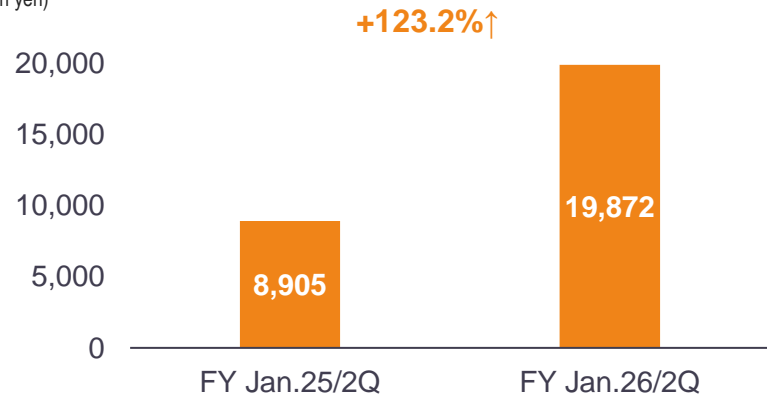
## Connected



## Solution



Outstanding balance  
of orders received  
(million yen)

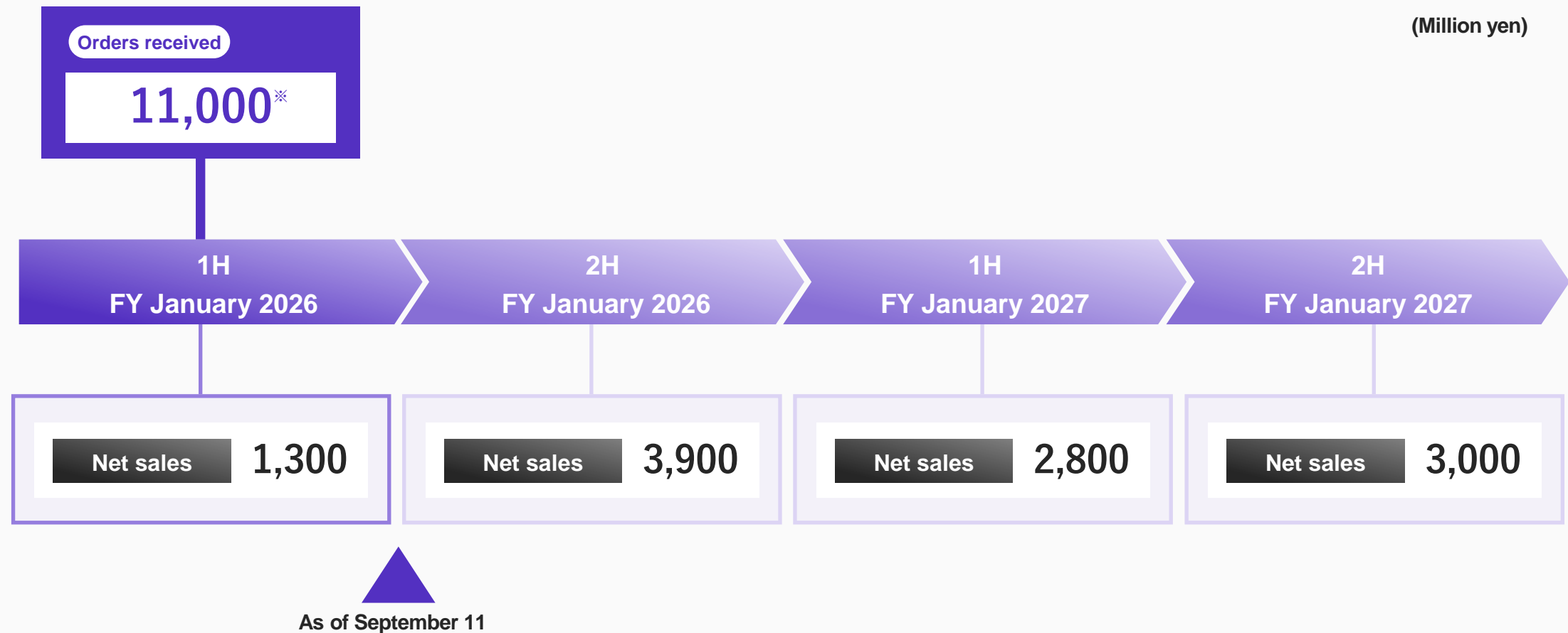


# Reference Information for orders received

Business results for second quarter of the  
fiscal year ending January 31, 2026

- The large-scale project for government agencies is scheduled to be recorded as sales over two periods (fiscal years ending January 2026 and January 2027)

## Timing and amount of revenue recognition (estimated)



\* Includes 3,000 million yen in orders received in FY Jan. 2026/1Q.

# Sales by industry

Business results for second quarter of the  
fiscal year ending January 31, 2026

(Million yen)

	FY January 2025 2Q*	FY January 2026 2Q	YoY	
			Amount	%
Manufacturing [Share of total]	11,116 [40.3%]	11,467 [37.2%]	+350	+3.2%
Telecommunications/ information services [Share of total]	5,717 [20.7%]	6,062 [19.7%]	+344	+6.0%
Finance [Share of total]	2,911 [10.6%]	2,951 [9.6%]	+39	+1.3%
Distribution [Share of total]	1,805 [6.5%]	1,837 [6.0%]	+31	+1.8%
Government agencies [Share of total]	2,468 [9.0%]	5,135 [16.6%]	+2,667	+108.1%
Other [Share of total]	3,550 [12.9%]	3,390 [10.9%]	(159)	(4.5)%
Total	27,570 [100%]	30,843 [100%]	+3,273	+11.9%

Key points by industry
<b>[Manufacturing]</b> While the assembly manufacturing industry was sluggish, the auto industry remained strong
<b>[Telecommunications/ information services]</b> Application development and maintenance projects were firm
<b>[Finance]</b> Power Platform projects increased
<b>[Distribution]</b> Healthcare projects increased
<b>[Government agencies]</b> Acquired large-scale projects

\* Revised due to review of customer categories

# Consolidated balance sheet

Business results for second quarter of the  
fiscal year ending January 31, 2026

(Million yen)

	FY January 2025	FY January 2026 2Q	Amount	%
<b>Current assets</b>	39,114	<b>39,028</b>	(85)	(0.2)%
Cash and deposits (included above)	25,472	<b>25,972</b>	+500	+2.0%
<b>Non-current assets</b>	13,521	<b>14,317</b>	+795	+5.9%
<b>Total assets</b>	52,636	<b>53,346</b>	+710	+1.3%
<b>Current liabilities</b>	10,389	<b>11,493</b>	+1,103	+10.6%
<b>Non-current liabilities</b>	1,844	<b>1,986</b>	+141	+7.7%
<b>Shareholder equity</b>	40,365	<b>39,844</b>	(521)	(1.3)%
<b>Equity ratio</b>	76.7%	<b>74.7%</b>	—	(2.0) pt

Points
<b>Assets: Up</b> Increased goodwill Increased cash and deposits
<b>Liabilities: Up</b> Increased accounts payable – trade
<b>Shareholder equity: Down</b> Decreased due to acquisition of treasury shares

# **Forecasts for the fiscal year ending January 31, 2026**



# Full-year forecasts for the fiscal year ending January 31, 2026

Forecasts for the fiscal year ending  
January 31, 2026

- **Upward revision** of the full-year forecast, reflecting the order capture of large-scale projects for government agencies

(Million yen)

	Before revision	After revision	Change	%	YoY		
					FY Jan. 2025	Amount	%
Net sales	60,500	62,000	+1,500	+2.5%	56,208	+5,792	+10.3%
Operating income / margin	6,780 /11.2%	6,900 /11.1%	+120	+1.8%	6,696 /11.9%	+204	+3.0%
Ordinary income / margin	6,820 /11.3%	6,960 /11.2%	+140	+2.1%	6,807 /12.1%	+153	+2.2%
Net income attributable to owners of parent /margin	4,900 /8.0%	5,000 /8.1%	+100	+2.0%	4,040 /7.2%	+960	+23.7%

	Focus business	FY January 2026 full-year target	Market trend	Future measures
Integration	Migration Services	4,500 million yen	Continuing demand related to digital transformation (DX), migration to the cloud, etc.	<ul style="list-style-type: none"> <li>➤ Strengthening customized proposal capabilities to address DX challenges unique to each customer.</li> <li>➤ Promote expansion in the migration field by strengthening alliance collaborations for legacy office computer products reaching end of support.</li> </ul>
Connected	Data Monetization	3,100 million yen	Growth trends for data analysis demand for generative AI, AI utilization, etc.	<ul style="list-style-type: none"> <li>➤ Leverage strengths in control technology to further expand proposal areas through integration with AI and cloud fields.</li> </ul>
Solution	Security Services	5,500 million yen	Cybersecurity demand trending at a high level	<ul style="list-style-type: none"> <li>➤ Strengthening proposal activities in anticipation of the new guidelines for the next municipal information security cloud and resilience.</li> </ul>
Business promoted companywide	Cloud Services	17,780 million yen	Growing cloud demand driven by the proliferation of generative AI and accelerating DX	<ul style="list-style-type: none"> <li>➤ With the manufacturing industry's high demand for AI, we are strengthening the development of DX talent in cloud and AI.</li> </ul>

## – Growth investments partially rescheduled to H2



### Human resource investments

**880/2,000** million yen

- Base pay was increased by 2.5% on average in April to strengthen salaries.
- Midcareer human resources were hired as planned, by enhancing hiring.



### R&D investments

**190/500** million yen

- Surveys to develop the data analysis infrastructure
- Adding functionality to our SmartSESAME security product
- Development and building of the BizAxis cloud integration platform



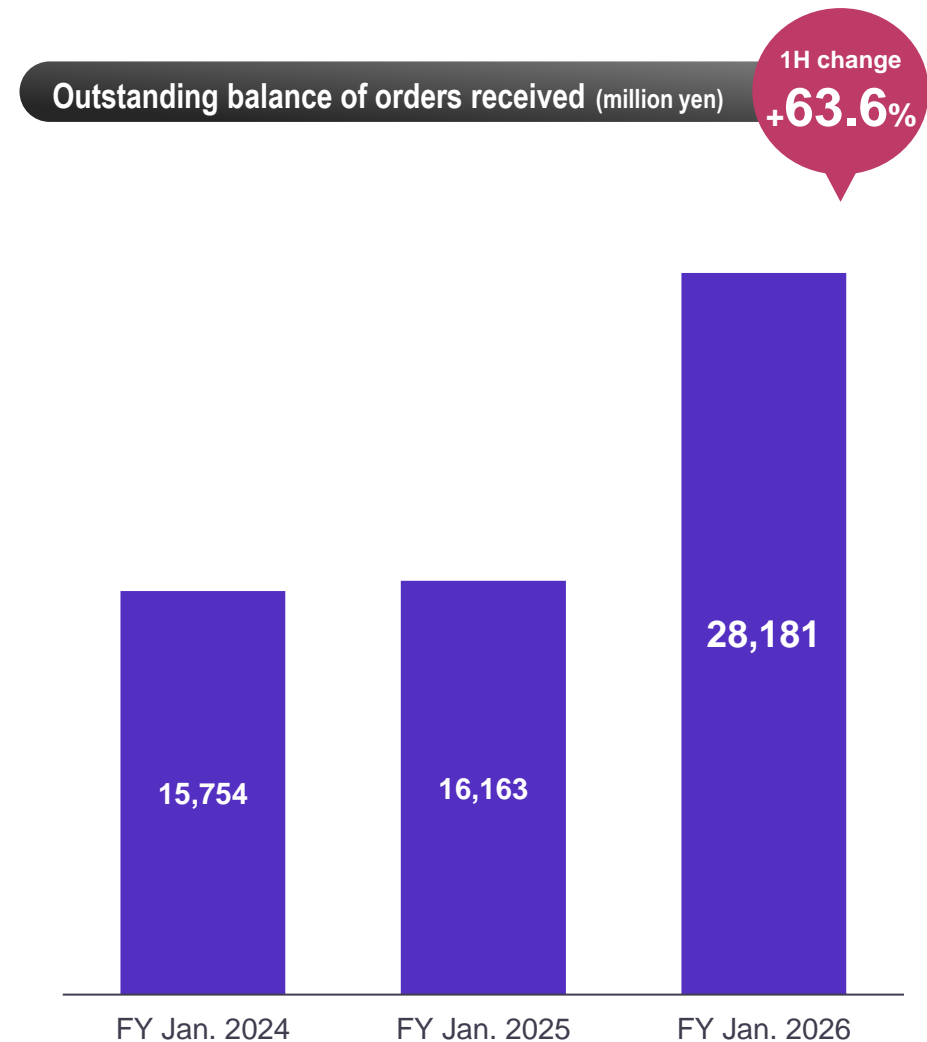
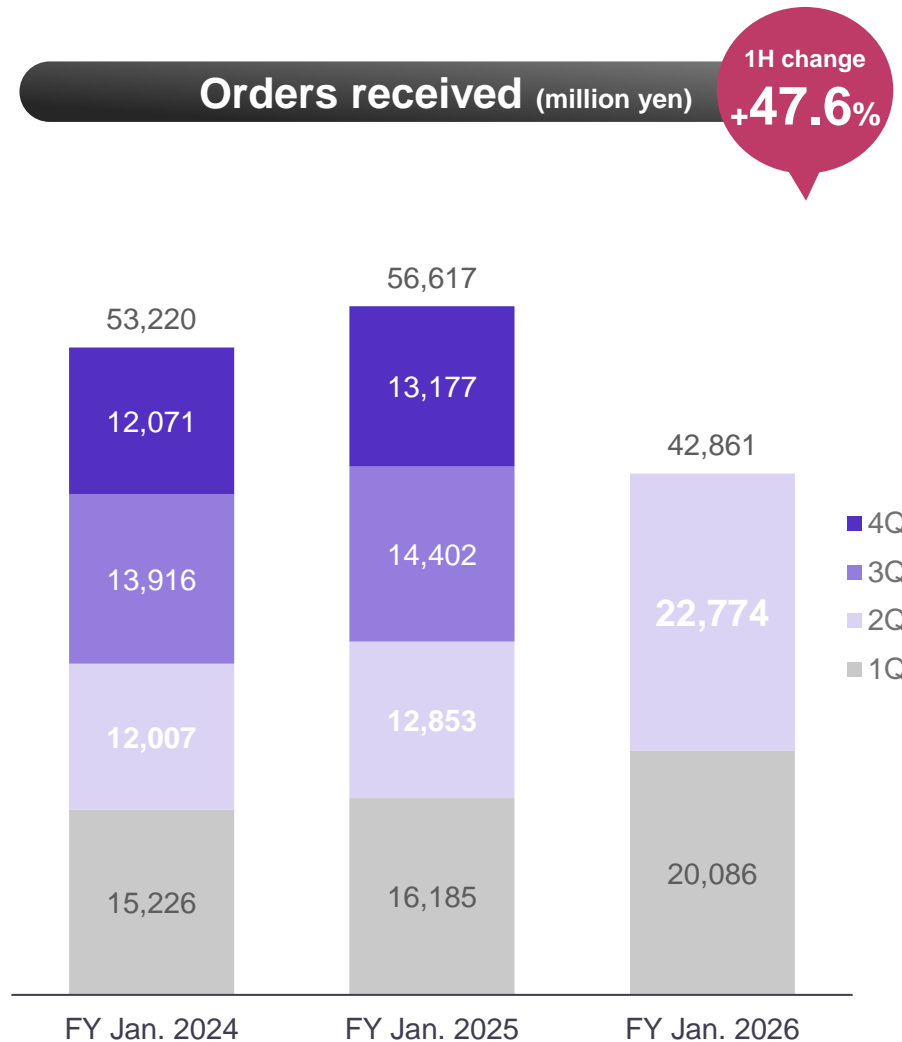
### M&A investments

**770/2,000** million yen

- Jyoho system Service Co., Ltd. made consolidated subsidiary on April 2
- Continuing to seek out M&A opportunities through a dedicated section, focusing on companies that offer business synergies

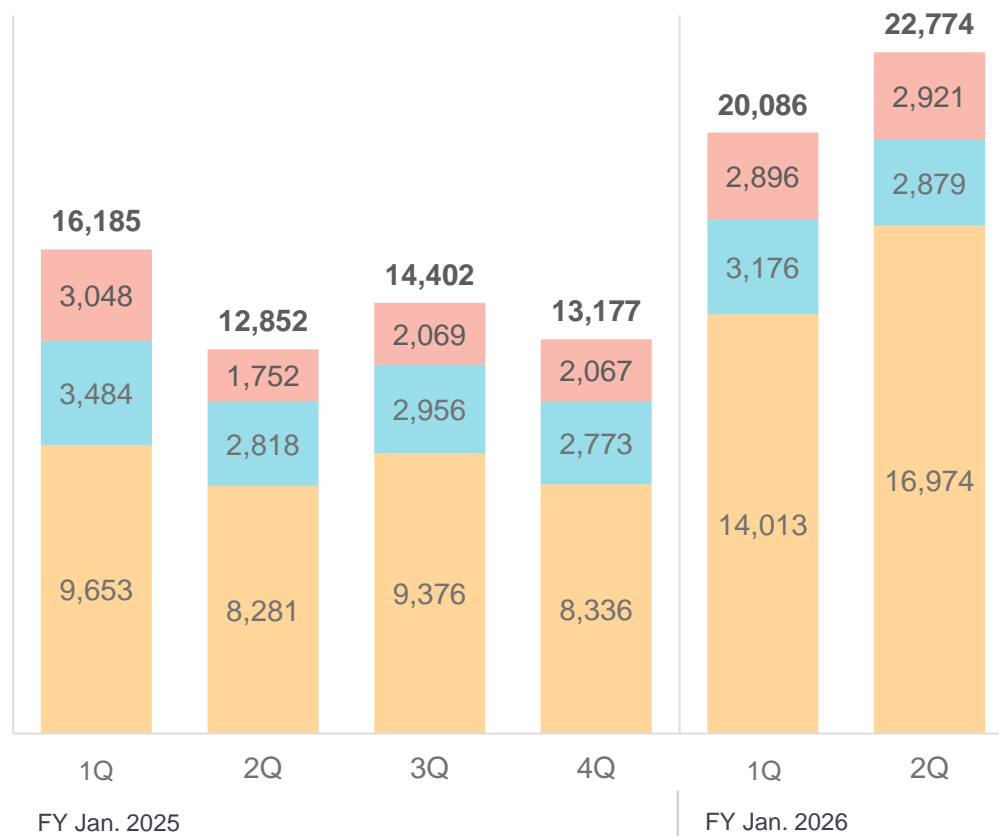
# Appendix

# Quarterly trends in orders received and balance of orders received

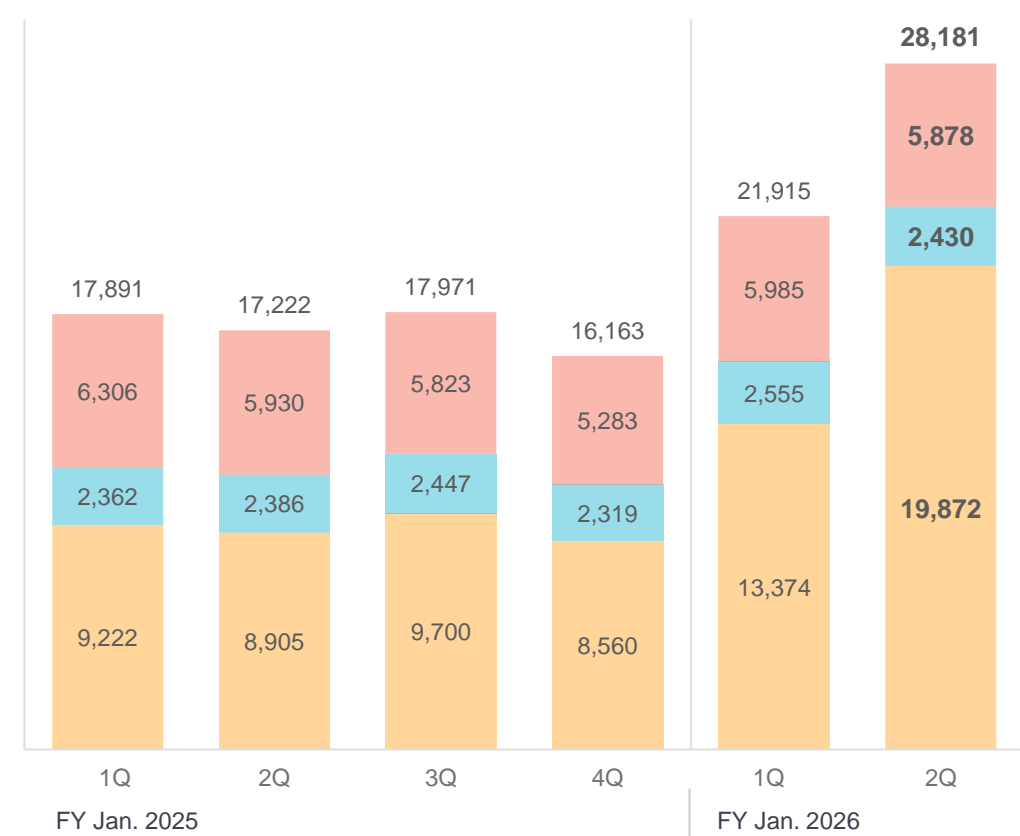


# Quarterly trends in orders received and balance of orders received (by segment)

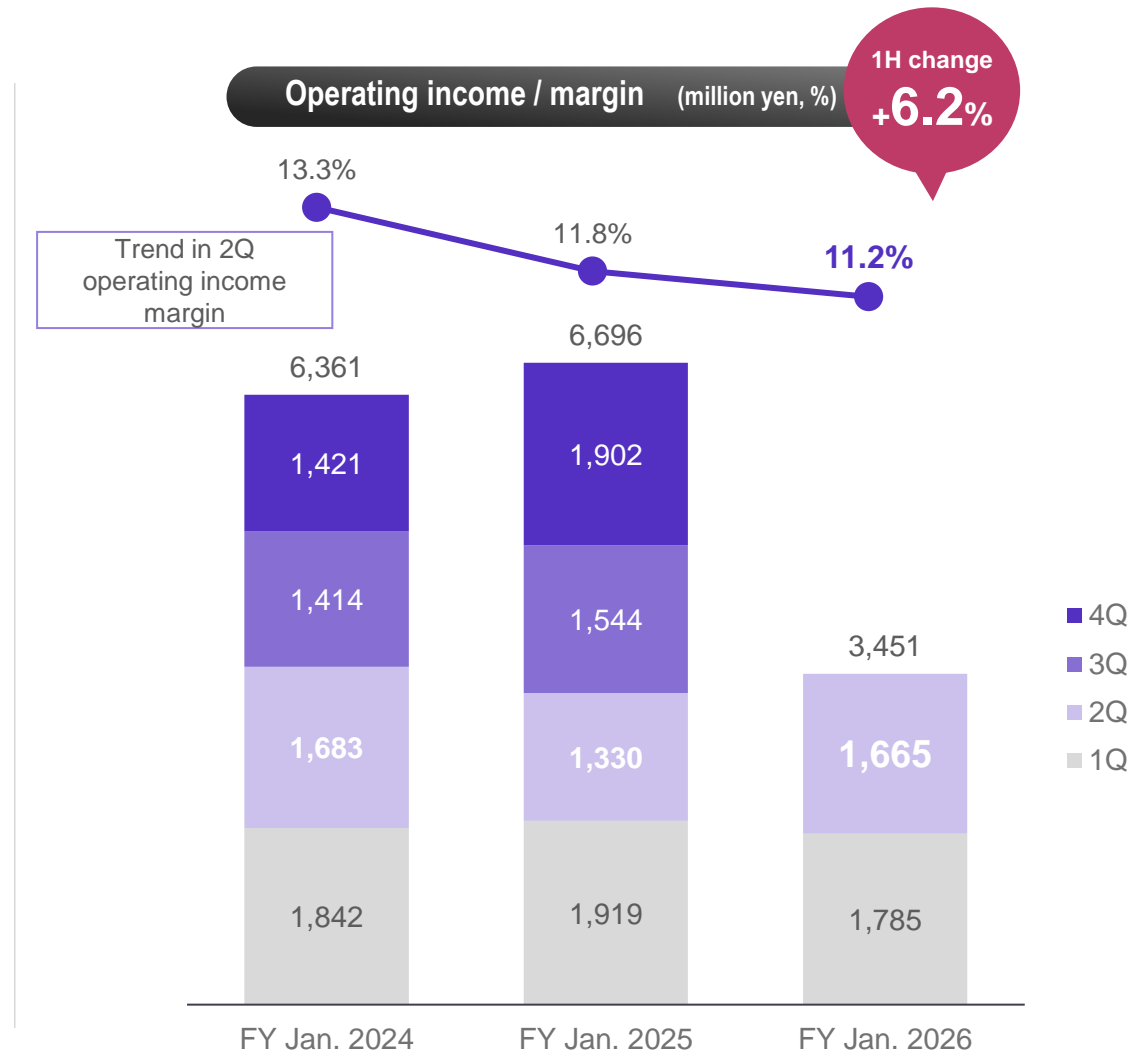
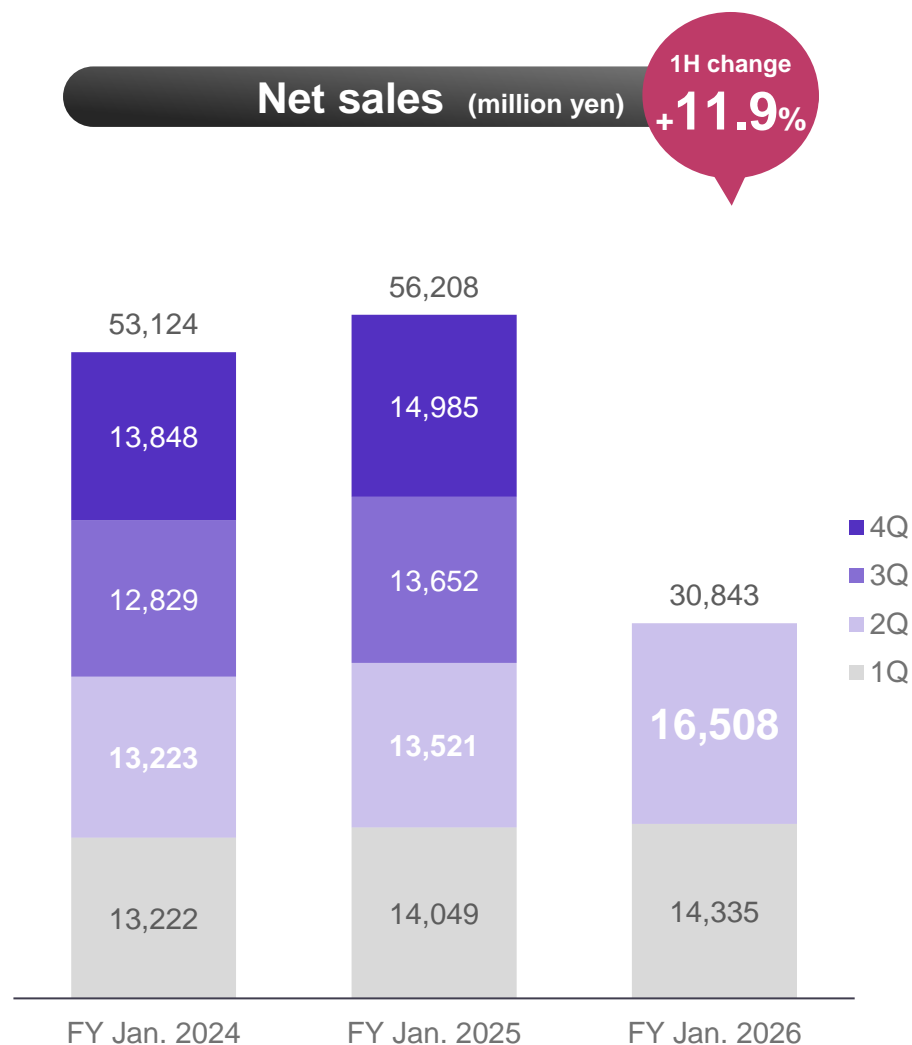
Orders received (million yen)



Outstanding balance of orders received (million yen)

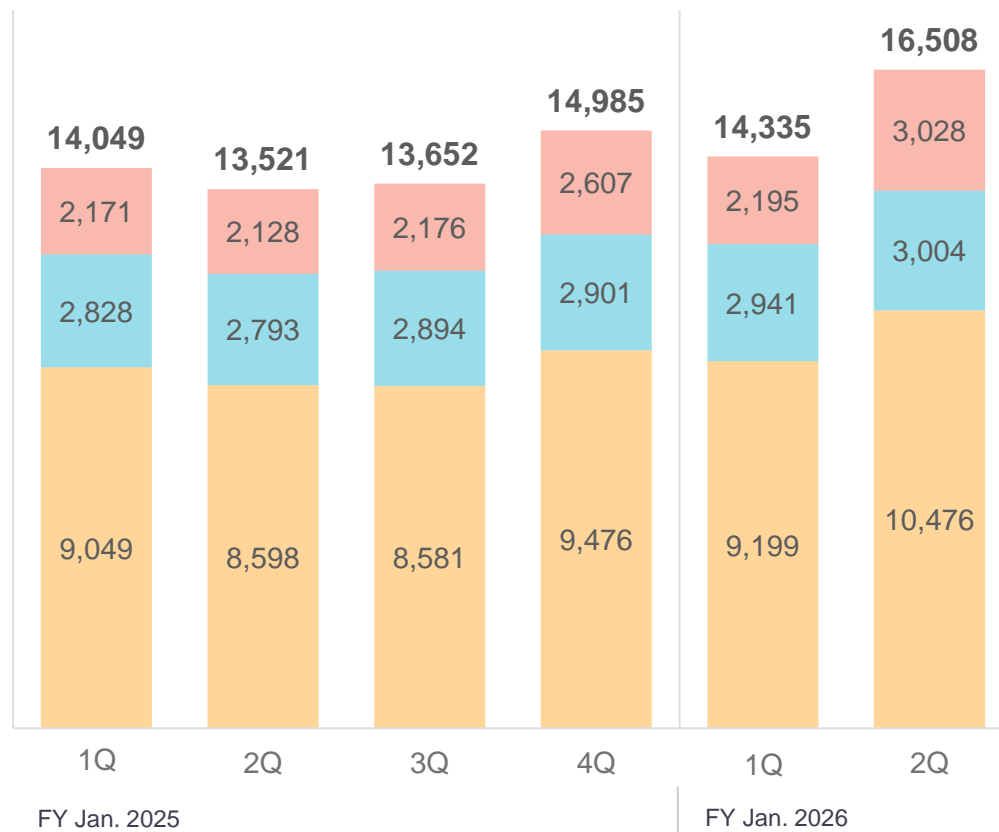


Integration Connected Solution

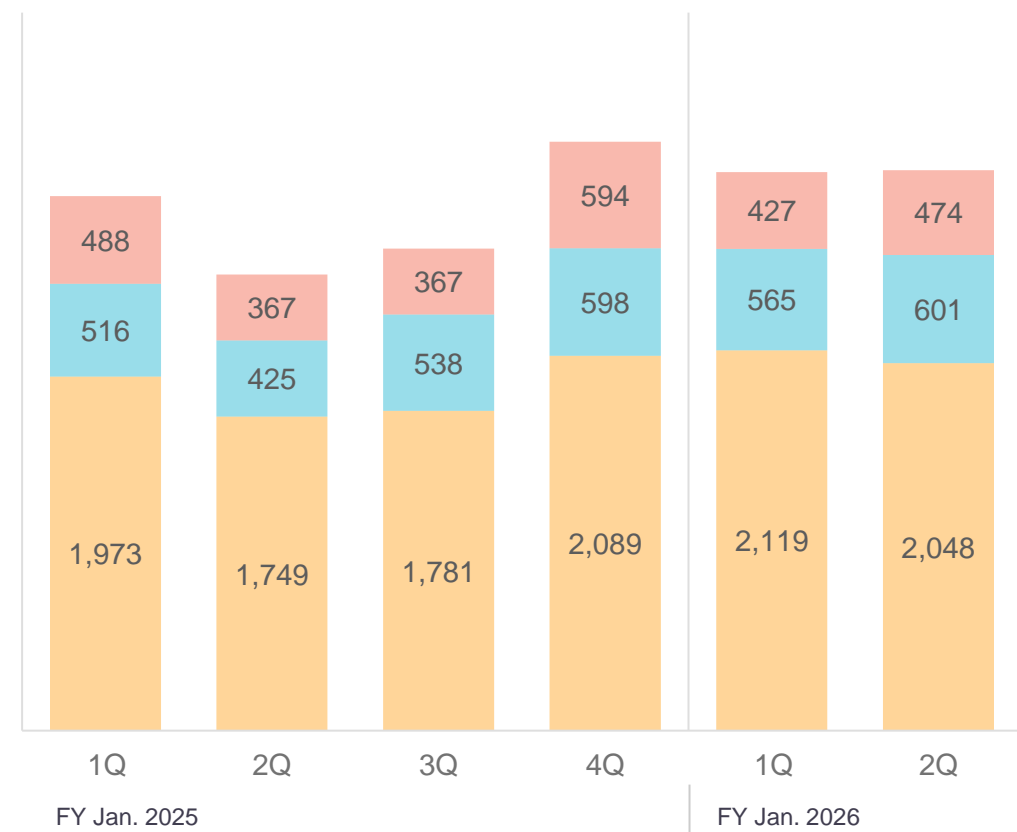


# Quarterly performance trends (by segment)

## Net sales (million yen)



## Segment income (million yen)



Integration Connected Solution



(Million yen)

	FY Jan. 2025 1Q	FY Jan. 2025 2Q	FY Jan. 2025 3Q	FY Jan. 2025 4Q	FY Jan. 2026 1Q	FY Jan. 2026 2Q
Manufacturing [Share of total]	5,545 [39.5%]	5,570 [41.2%]	5,606 [41.1%]	5,814 [38.8%]	5,717 [39.9%]	<b>5,749</b> <b>(34.8%)</b>
Telecommunications/ information services [Share of total]	2,874 [20.5%]	2,843 [21.0%]	2,856 [20.9%]	2,949 [19.7%]	2,858 [19.9%]	<b>3,203</b> <b>(19.4%)</b>
Finance [Share of total]	1,473 [10.5%]	1,438 [10.6%]	1,433 [10.5%]	1,530 [10.2%]	1,485 [10.4%]	<b>1,465</b> <b>(8.9%)</b>
Distribution [Share of total]	904 [6.4%]	901 [6.7%]	861 [6.3%]	982 [6.6%]	978 [6.8%]	<b>859</b> <b>(5.2%)</b>
Government agencies [Share of total]	1,197 [8.5%]	1,270 [9.4%]	1,434 [10.5%]	1,923 [12.8%]	1,576 [11.0%]	<b>3,558</b> <b>(21.6%)</b>
Other [Share of total]	2,054 [14.6%]	1,495 [11.1%]	1,459 [10.7%]	1,784 [11.9%]	1,717 [12.0%]	<b>1,672</b> <b>(10.1%)</b>
Total	14,049 [100%]	13,521 [100%]	13,652 [100%]	14,985 [100%]	14,335 [100%]	<b>16,508</b> <b>(100%)</b>

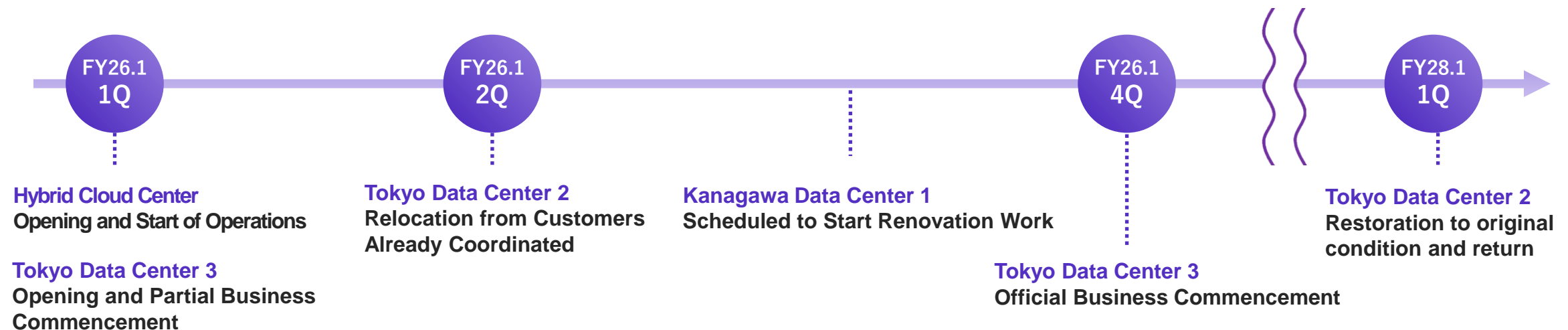
## Business Outlook

- Despite new business suspensions due to relocation and the terminations of some client contracts this term, sales at our new data center are expected to gradually increase toward the end of the term. A year-on-year increase is planned for the full year.
- While new contracts are expected to moderate due to the relocation peak next term, business performance is projected to be maintained as planned.
- Business growth from investment in restructuring is expected from the fiscal year ending January 2028.

## Investment Outlook

- Regarding data center equipment for this term, postponement of some processes to the next term will be considered due to the rise in material costs.
- Relocation will become full-scale starting second half of the next fiscal year. Although concerns about cost increases due to external factors remain, there is no major change to the relocation plan.
- No changes to the implementation plan for site restructuring during the medium-term management plan period.

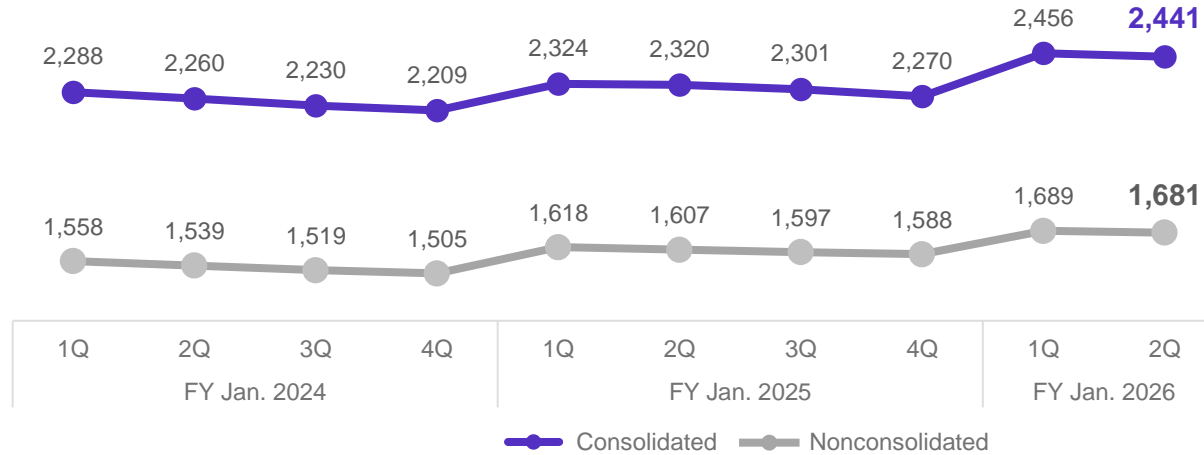
## Relocation and Expansion Schedule



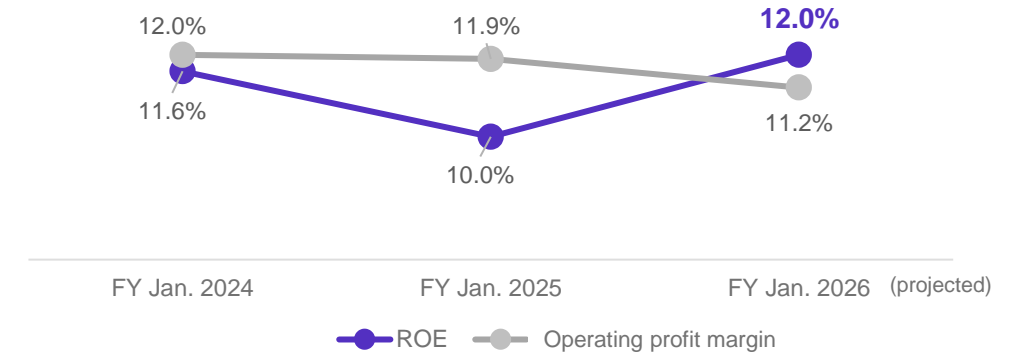
## Other indicators

### – Trends in numbers of employees

(persons)

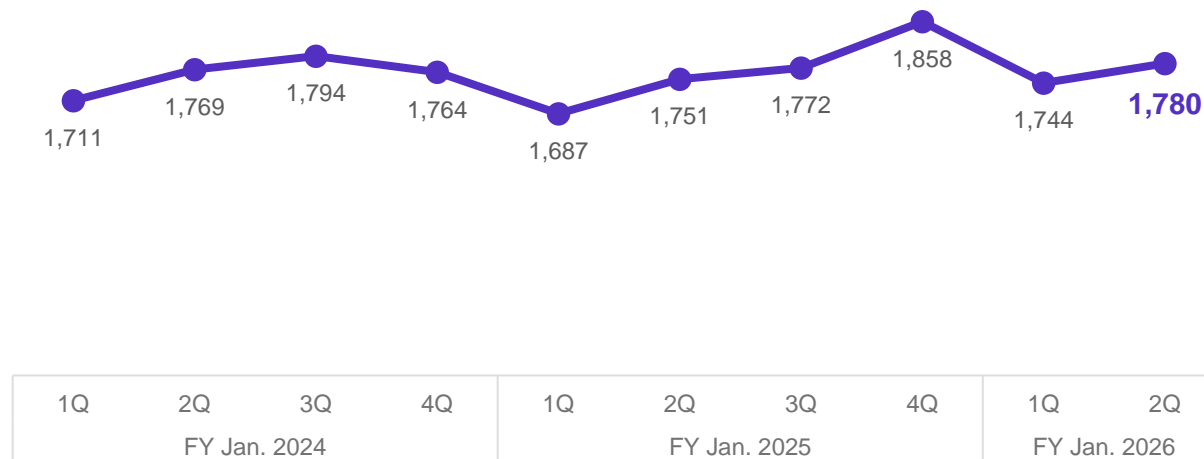


### – Trends in ROE and operating profit margin

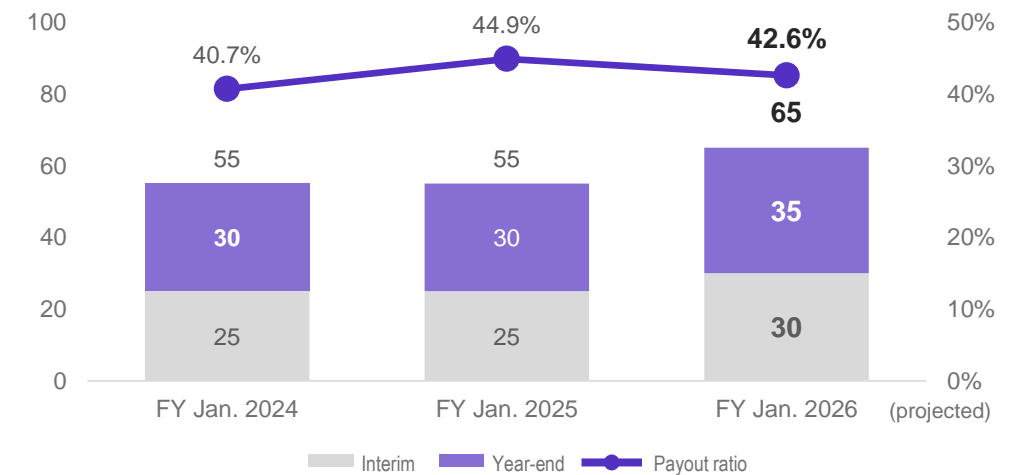


### – Trends in number of partners \*1

(persons)



### – Trends in payout ratio and dividends



\*1 CEC nonconsolidated, not including persons working under subcontracting agreements

## Providing comprehensive ICT solutions for customer businesses based on information systems planning, consulting, and application development

	Business overview	Strengths
<div>Focus business</div> <div>Migration Services Business</div>	<ul style="list-style-type: none"> <li>● Providing services related to migration and modernization of infrastructure (mainframes, office computers, virtualization platforms) and applications, to realize corporate DX</li> </ul>	<ul style="list-style-type: none"> <li>✓ Providing services ranging from infrastructure to applications</li> <li>✓ Providing services ranging from legacy (mainframe and office computer) to open legacy systems</li> <li>✓ Providing multi-architecture, multivendor, and multi-platform services</li> <li>✓ A wealth of expertise × automation tools × expert engineers</li> <li>✓ Comprehensive support ranging from consulting through development, maintenance, and operation</li> </ul>
Microsoft Services Businesses	<ul style="list-style-type: none"> <li>● Adoption consulting, systems development, and maintenance and operation services for Microsoft cloud services (e.g., Dynamics 365, Microsoft 365, Power Platform, Azure)</li> </ul>	<ul style="list-style-type: none"> <li>✓ A wealth of proprietary templates to enhance basic features</li> <li>✓ Support for collaboration with other cloud services</li> <li>✓ Comprehensive support ranging from adoption consulting through operational support and support for firm establishment</li> <li>✓ A wealth of expertise, advanced technological capabilities, and extensive real-world experience</li> </ul>
Systems and Infrastructure Development Business	<ul style="list-style-type: none"> <li>● Systems development, maintenance, and operations for the public sector, local governments, and corporate fields such as finance, insurance, and securities</li> <li>● Full life-cycle management from planning and study for ICT infrastructure and cloud services to design, development, migration, and operation</li> <li>● Providing consulting and integration using cloud services</li> <li>● Providing a full range of ICT services for technological information sections, corporate information sections, and HR and production logistics in the auto industry</li> </ul>	<ul style="list-style-type: none"> <li>✓ Relationships based on trust built from direct transactions since our founding</li> <li>✓ Track record in development for the public sector and local governments</li> <li>✓ Insights on legacy systems based on a wealth of business experience</li> <li>✓ Ability to provide one-stop ICT infrastructure solutions from design through development, migration, and operations</li> <li>✓ Ties to major automakers and related business expertise</li> </ul>
Group companies	<ul style="list-style-type: none"> <li>● Near-shore development, systems development, maintenance, and operations</li> <li>● HR placement services</li> </ul>	<ul style="list-style-type: none"> <li>✓ Ties to major customers and related business expertise</li> </ul>

# Connected Segment

## Cloud-linked IoT systems development and offers products and services to support data analysis and utilization

	Business overview	Strengths
<b>Focus business</b> <b>Data Monetization Business</b>	<ul style="list-style-type: none"> <li>● Businesses related to analysis planning, collection, infrastructure development, and analytics for Big Data</li> <li>● Providing ICT products and services related to Big Data collection infrastructure and use</li> </ul>	<ul style="list-style-type: none"> <li>✓ Petabyte-class Big Data analysis infrastructure development technologies</li> <li>✓ Proprietary data collection infrastructure products for factory IoT</li> <li>✓ Broad pool of engineers with expert knowledge of mobility and manufacturing workplaces</li> </ul>
<b>Cloud Services Development Business</b>	<ul style="list-style-type: none"> <li>● Businesses related to software development and operation for cloud services and smartphone apps</li> <li>● Provision of ICT products and services to support DevOps</li> </ul>	<ul style="list-style-type: none"> <li>✓ Numerous engineers with specialized knowledge of the cloud, AI, etc. as an AWS Well-Architected Partner</li> <li>✓ One-stop solutions extending to cloud operation and maintenance</li> <li>✓ Extensive product lineup to support DevOps, auto-testing, etc.</li> </ul>
<b>Controls Simulation Business</b>	<ul style="list-style-type: none"> <li>● Businesses related to embedded software development for edge devices</li> <li>● Businesses related to simulation and digital twins and providing ICT products and services</li> <li>● Providing ICT products and services for factory IoT</li> </ul>	<ul style="list-style-type: none"> <li>✓ Broad pool of engineers with expert knowledge of vehicle controls, machine tools, etc.</li> <li>✓ Extensive product lineup to support factory IoT</li> </ul>
<b>Quality Management Business</b>	<ul style="list-style-type: none"> <li>● Businesses related to software quality for comprehensive IoT systems</li> </ul>	<ul style="list-style-type: none"> <li>✓ Broad pool of engineers with expert knowledge of quality verification technologies</li> <li>✓ Ability to manage quality across all facets of IoT systems, including devices and the cloud</li> </ul>
<b>Group companies</b>	<ul style="list-style-type: none"> <li>● Development, implementation, maintenance, operations of information systems, including package sales</li> </ul>	<ul style="list-style-type: none"> <li>✓ Ties to major customers and related business expertise</li> </ul>

**Drawing on advanced security technologies and robust data center services to provide solutions for a wide range of fields, including the public sector, education, logistics, medicine, and healthcare**

	Business overview	Strengths
<b>Focus business</b> <b>Security Services Business</b>	<ul style="list-style-type: none"> <li>Services (Cyber NEXT): Providing comprehensive security solutions including consulting, diagnostics, integration, monitoring, and operations</li> <li>Products (SmartSESAME): Product development, sales, solutions services, and systems development, maintenance, and operations related to office security based on authentication technologies</li> </ul>	<ul style="list-style-type: none"> <li>✓ Services: Multivendor services, breadth of service domains and scope</li> <li>✓ Products: Multi-maker compatible, nationwide sales channels resulting in track record of more than 1,000 local governments</li> </ul>
<b>Data Center Business</b>	<ul style="list-style-type: none"> <li>Service planning, development, and operations for cloud, data center, and network services</li> <li>Provision of system operation design, implementation support, and operational management services</li> </ul>	<ul style="list-style-type: none"> <li>✓ Staffing for 24/365 monitoring and operations</li> <li>✓ Multi-cloud services with low latency, high-speed connectivity to hyperscale clouds</li> <li>✓ Data sovereignty assured by domestic data retention</li> <li>✓ Use of 100% green power</li> </ul>
<b>Industry-specific Solutions</b>	<ul style="list-style-type: none"> <li>Providing product planning, development, maintenance, operating, and product services for improved operations in logistics, manufacturing, and the public sector (including local governments)</li> <li>Providing product planning, development, maintenance, adoption, operating, and product services using cloud technologies for the medical device and healthcare fields</li> </ul>	<ul style="list-style-type: none"> <li>✓ Providing logistics services tailored to customer needs (operation)</li> <li>✓ Track record in specialized deployments for airports, factories, and other facilities</li> <li>✓ Service lineup drawing on industry-specific knowledge and expertise</li> </ul>

<b>Name</b>	Computer Engineering & Consulting Ltd.	<b>Employees</b>	2,441 (as of July 31, 2025)
<b>Established</b>	February 24, 1968	<b>Consolidated Subsidiaries</b>	8 companies
<b>Date of listing</b>	April 2022 (Prime Market, Tokyo Stock Exchange) July 2001 (First Section, Tokyo Stock Exchange)	<b>Head Office</b>	JR Ebisu Bldg., 1-5-5 Ebisu Minami, Shibuya-ku, Tokyo, 150-0022, Japan
<b>Capital</b>	6,586 million yen	<b>Representative</b>	Takashi Himeno, Representative Director & President
<b>Net Sales</b>	56,208 million yen (FY2025/1)	<b>Business Segments</b>	<div> <div>■ <b>Integration Segment</b></div> <div>Providing comprehensive one-stop ICT services centered on traditional system development, ranging from information systems planning through infrastructure design, development, and operations</div> </div> <div> <div>■ <b>Connected Segment</b></div> <div>Systems development in areas like mobility and smart factories and providing services based on the use and analysis of digital data</div> </div> <div> <div>■ <b>Solution Segment</b></div> <div>Leveraging our security technologies and data centers to provide proprietary products and services to customers across diverse fields</div> </div>
<b>Licenses and Certifications</b>	<div> <div>■ Registered in the System Audit Corporate Ledger of the Ministry of Economy, Trade and Industry</div> <div>■ Registered in the Information Security Audit Corporate Ledger of the Ministry of Economy, Trade and Industry</div> <div>■ Privacy Mark Certification No. 11820032 (14)</div> <div>■ JQA Certifications <div> <div>• Quality Management System ISO 9001:2015 (Certification No. JQA-1481)</div> <div>• Information Security Management System ISO/IEC 27001 (Certification No. JQA-IM0007)</div> <div>• Information Security Controls for Cloud Services ISO/IEC 27017 (Certification No. JQA-IC0040)</div> <div>• Information Technology Service Management System ISO/IEC 20000 (Certification No. JQA-IT0005)</div> <div>• Environmental Management System ISO 14001:2015 (Certification No. JQA-EM7701)</div> </div> </div> <div>■ Telecommunications Construction Business License no. 28700 from the Ministry of Land, Infrastructure, Transport and Tourism (General-4) (Licensed November 21, 2022)</div> </div>		



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Contact us

### Computer Engineering & Consulting Ltd.

Management Strategy Office, Business Promotion Unit,  
Corporate Management Group (attn.: IR)

 **03-5789-2442**

Accounting & Finance Div., Corporate Administration  
Unit, Corporate Management Group (attn.: IR)

 **046-252-4111**

 **IR@cec-ltd.co.jp**