



Third Quarter of Fiscal Year Ending January 31, 2026 Financial Results Briefing

Computer Engineering & Consulting Ltd. | 9692 |

Agenda

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

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

- Sales grew 14.7% and operating income 9.0% year-on-year, **setting new records.**
- Incoming orders reached **record highs**, with **+35.2% in orders received** and **+53.7% in outstanding balance of orders received.**

Performance outlook for the fiscal year ending January 31, 2026







- The full-year forecasts announced on September 11 **remain unchanged.**
- Growth investments to **proceed as planned**

Shareholder returns

- **Completed purchase** of up to **2,000 million yen in treasury stock** on June 12. **Retirement planned for January 16, 2026.**
- The year-end dividend **forecast** (**increased by 5 yen** from the previous term to **35 yen**) remains unchanged.

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

(Million yen)

	FY January 2025 3Q	FY January 2026 3Q	YoY	
			Amount	%
Net sales	41,223	 47,273	+6,050	+14.7%
Gross profit/ margin	11,090/26.9%	 12,191/25.8%	+1,101	+9.9%
Operating income/ margin	4,794/11.6%	 5,224/11.1%	+429	+9.0%
Ordinary income/ margin	4,820/11.7%	 5,302/11.2%	+481	+10.0%
Net income <small>attributable to owners of parent / margin</small>	3,277/8.0%	3,592/7.6%	+314	+9.6%
Orders received	43,440	 58,729	+15,289	+35.2%
Outstanding balance of orders received	17,971	 27,619	+9,647	+53.7%

 : Record high

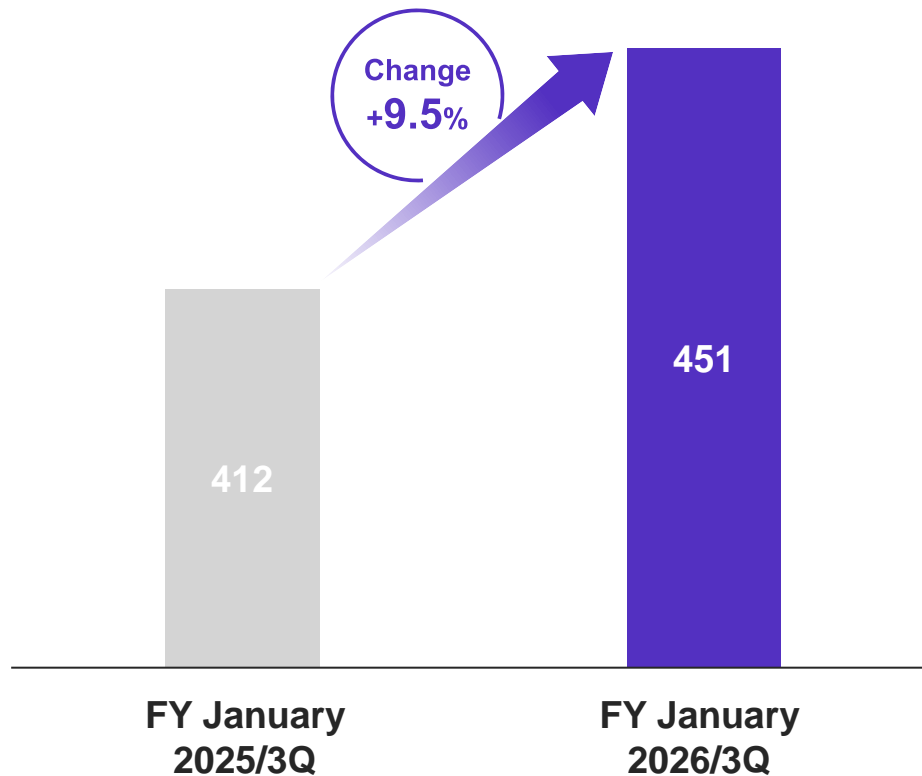
Business results (excl. effects of large-scale orders for network equipment)

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

- Gross profit margin remained flat from the previous term, excluding sales effects of large-scale orders for network equipment.*

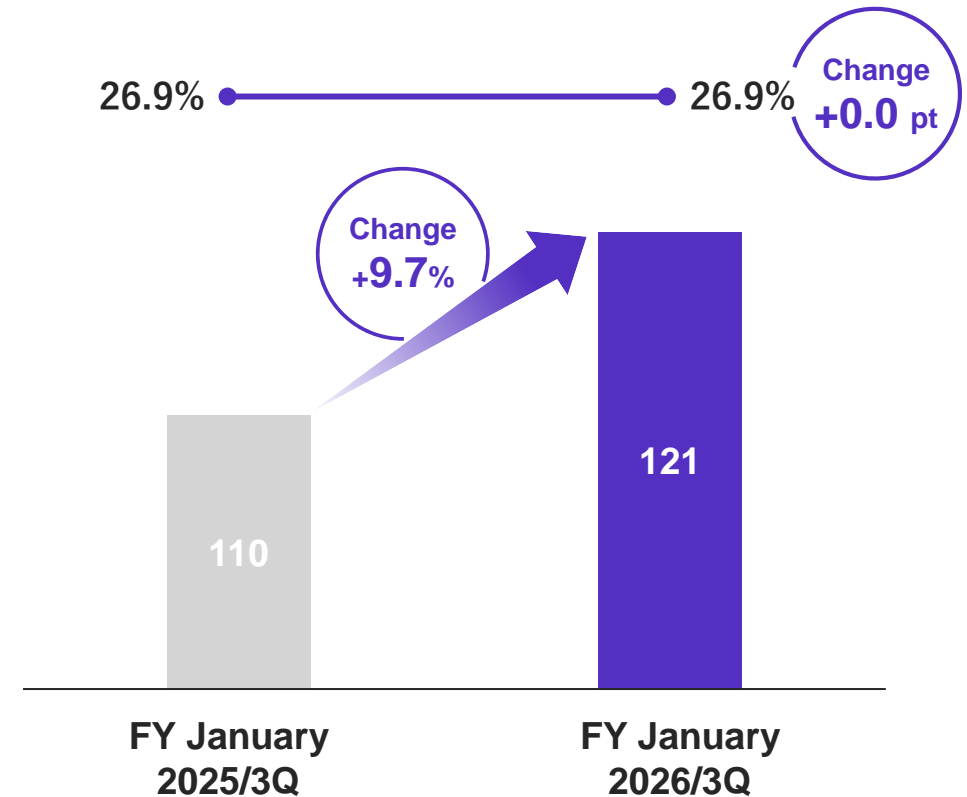
Net sales

(100 million yen)



Gross profit / margin

(100 million yen, %)

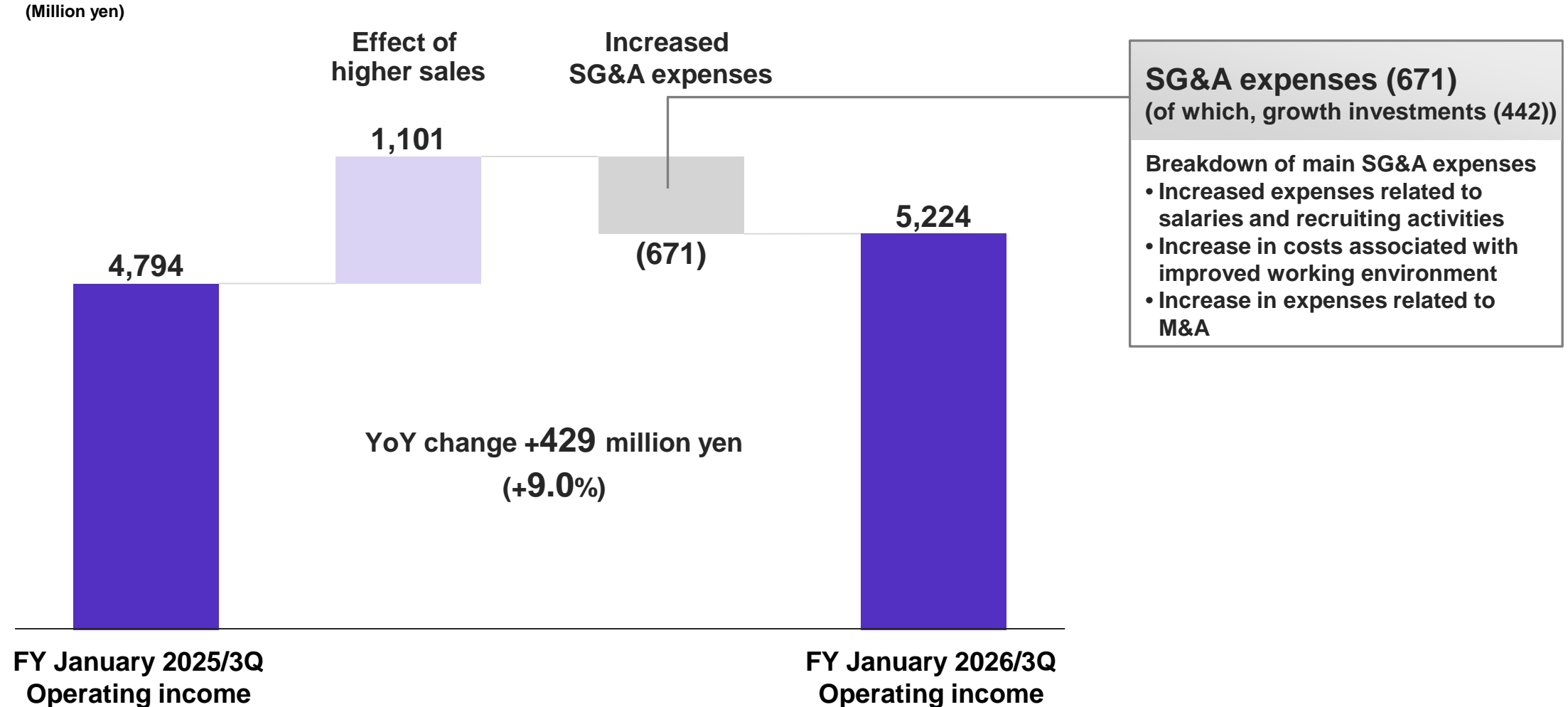


* Large-scale orders from government agencies, including orders for network equipment (reference: p. 12, Second Quarter of Fiscal Year Ending January 31, 2026 Financial Results Briefing)

Main factors affecting operating income

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

- Operating income grew by 429 million yen year-on-year, **setting a new record**.



Performance by business segment

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

(Million yen)

	FY January 2025/3Q		FY January 2026/3Q		YoY	
	Net sales	Segment income/profit margin	Net sales	Segment income/profit margin	Net sales [%]	Segment income [%]
Integration	26,230	5,505 21.0%	30,563	6,300 20.6%	+4,333 [+16.5%]	+795 [+14.5%]
Connected	8,516	1,480 17.4%	8,810	1,704 19.3%	+293 [+3.4%]	+224 [+15.1%]
Solution	6,476	1,222 18.9%	7,900	1,329 16.8%	+1,424 [+22.0%]	+107 [+8.8%]
Companywide expenses*	—	(3,413)	—	(4,111)	—	(697)
Total	41,223	4,794 11.6%	47,273	5,224 11.1%	+6,050 [+14.7%]	+429 [+9.0%]

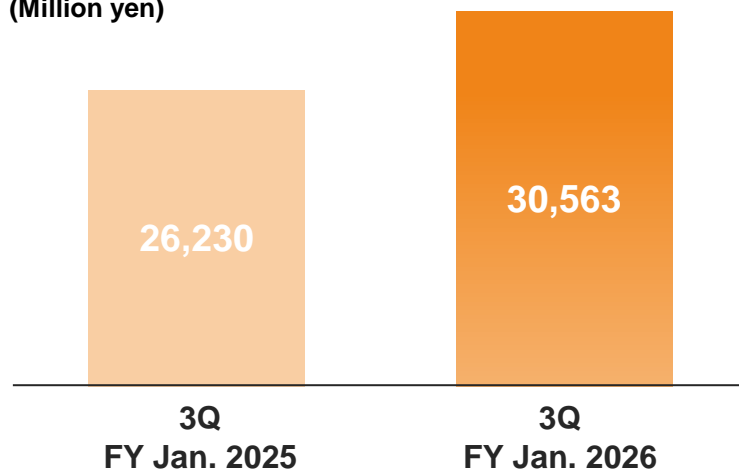
* Companywide expenses are SG&A expenses for the entire company, excluding costs primarily related to sales activities.

Performance by segment <Integration>

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

Net sales

(Million yen)



+ : increase ± : stable – : decrease

Net sales

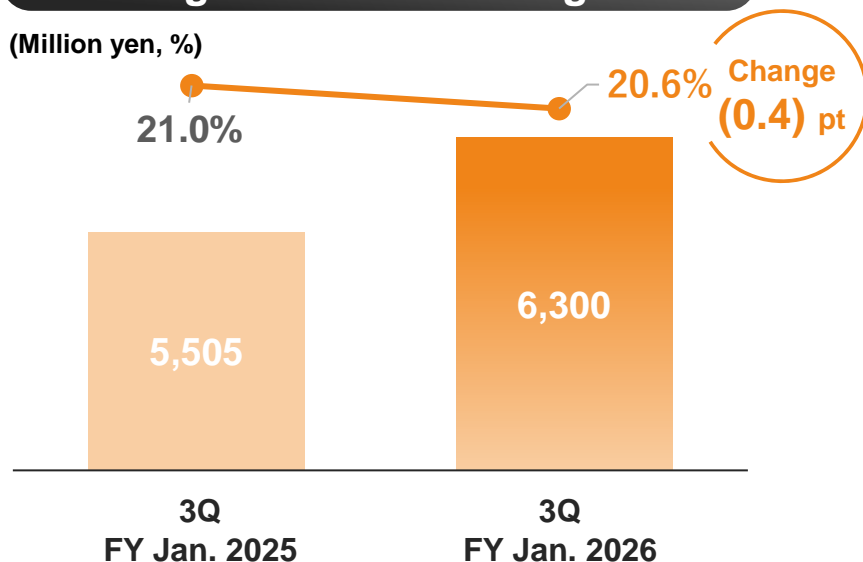
YoY change + **4,333** million yen + **16.5** %

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 of automotive backbone systems expanded, while infrastructure development was driven by large government projects.

Segment income/margin

(Million yen, %)



Segment income

YoY change + **795** million yen + **14.5** %

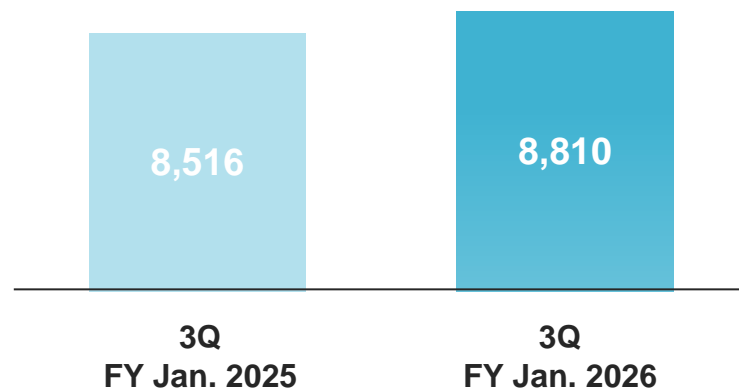
- (+) Income grew with higher sales.
- (±) Improved profitability in system development, maintaining profit margins at the same level as the previous term.

Performance by segment <Connected>

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

Net sales

(Million yen)



+ : increase ± : stable - : decrease

Net sales

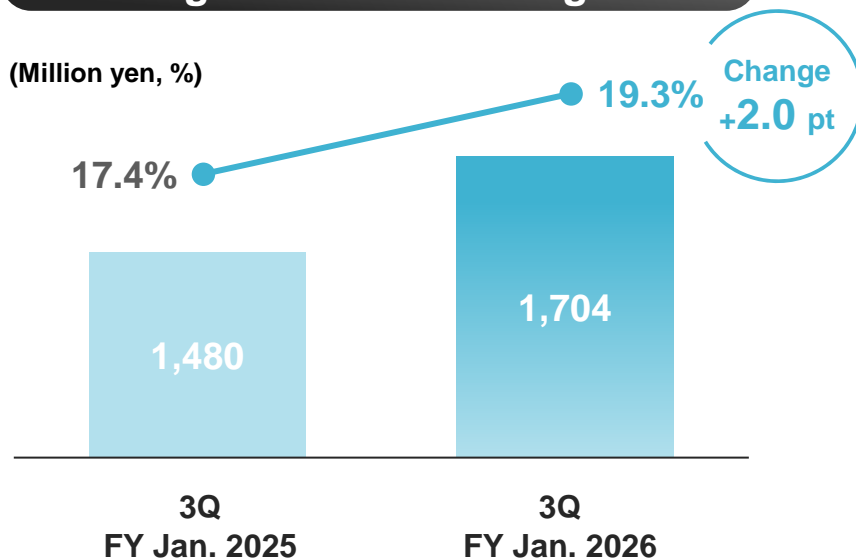
YoY change + **293** million yen + **3.4** %

Focus

- (+) Growth in the **Data Monetization business** was driven by Big Data analysis infrastructure development.
- (-) Cloud Service Development business contracted with the completion of certain projects.
- (+) Control Simulation business increased with onboard controls development for battery-powered EVs.
- (+) Quality Management business recorded growth in in-vehicle verification services.

Segment income/margin

(Million yen, %)



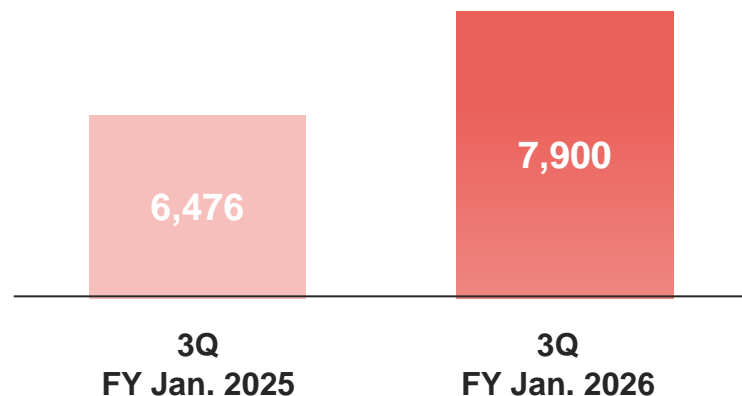
Segment income

YoY change + **224** million yen + **15.1** %

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

Net sales

(Million yen)



+ : increase ± : stable – : decrease

Net sales

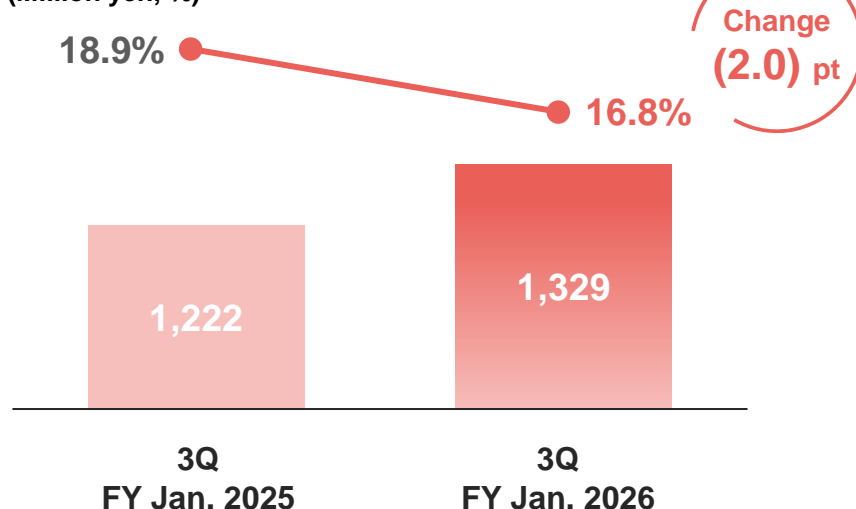
YoY change + **1,424** million yen + **22.0** %

Focus

- (+) **Security Service business** recorded growth in security monitoring services (CEC SOC) for the educational field.
- (±) Data Center business remained flat from the previous term due to the effects of business reorganization resulting in a temporary delay in securing new orders.
- (+) Industry-specific Solutions saw growth in the medical field.

Segment income/margin

(Million yen, %)



Segment income

YoY change + **107** million yen + **8.8** %

- (+) Income grew with higher sales.
- (-) Profit margin temporarily declined due to certain low-profitability projects in the security service business.

Sales progress by focus business

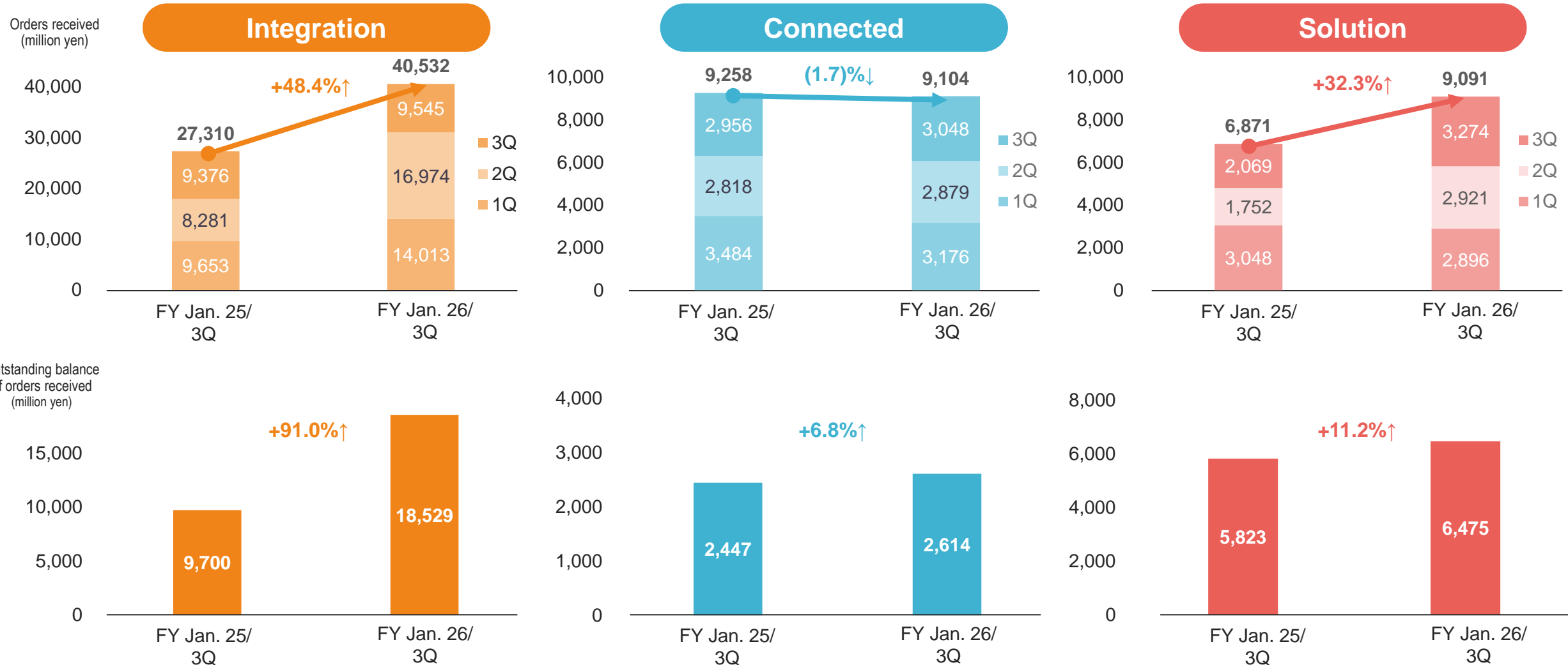
Business results for third quarter of the
fiscal year ending January 31, 2026

Focus business		FY January 2026/3Q results	FY January 2026 full-year target	Progress	FY January 2025/3Q results	YoY
Integration	Migration Services	2,855 million yen	4,500 million yen	63.5%	2,938 million yen	(2.8)%
	Data Monetization	2,252 million yen	3,100 million yen	72.7%	2,043 million yen	+10.2%
	Security Services	4,659 million yen	5,500 million yen	84.7%	3,420 million yen	+36.2%
Business promoted companywide	Cloud Services	12,854 million yen	17,780 million yen	72.3%	11,919 million yen	+7.8%

Trends in orders received and outstanding balance of orders received

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

- Orders received in the third quarter were up in all segments from the third quarter of previous year.



Sales by industry

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

(Million yen)

	FY January 2025 3Q*	FY January 2026 3Q	YoY	
			Amount	%
Manufacturing [Share of total]	16,722 [40.6%]	16,974 [35.9%]	+252	+1.5%
Telecommunications/ information services [Share of total]	8,574 [20.8%]	9,634 [20.4%]	+1,059	+12.4%
Finance [Share of total]	4,345 [10.5%]	4,401 [9.3%]	+56	+1.3%
Distribution [Share of total]	2,667 [6.5%]	2,787 [5.9%]	+120	+4.5%
Government agencies [Share of total]	3,903 [9.5%]	8,072 [17.1%]	+4,169	+106.8%
Other [Share of total]	5,010 [12.1%]	5,402 [11.4%]	+392	+7.8%
Total	41,223 [100%]	47,273 [100%]	+6,050	+14.7%

Key points by industry
[Manufacturing] Flat due to the effects of restrained investment
[Telecommunications/ information services] Growth in numbers of cloud development projects
[Finance] Growth in the number of system development projects for life insurers
[Distribution] Healthcare projects increased
[Government agencies] Acquired large-scale projects.

* Revised due to review of customer categories

Consolidated balance sheet

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

(Million yen)

	FY January 2025	FY January 2026 3Q	Amount	%	Points
Current assets	39,114	38,497	(617)	(1.6)%	Total assets: Up Increase in product Increase in investment securities
Cash and deposits (included above)	25,472	24,571	(900)	(3.5)%	
Non-current assets	13,521	15,569	+2,048	+15.1%	Current liabilities: Up Increased the allowance for bonuses
Total assets	52,636	54,067	+1,430	+2.7%	
Current liabilities	10,389	11,462	+1,073	+10.3%	Shareholder equity: Up Growth in retained earnings Decreased due to acquisition of treasury shares
Non-current liabilities	1,844	1,995	+150	+8.1%	
Shareholder equity	40,365	40,587	+221	+0.5%	
Equity ratio	76.7%	75.1%	—	(1.6) pt	

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

- Full-year forecasts announced on September 11 remain unchanged.

(Million yen)

	FY Jan. 2026			YoY		
	Full-year forecasts	3Q results	Progress	FY Jan. 2025	Amount	%
Net sales	62,000	47,273	76.2%	56,208	+5,792	+10.3%
Operating income / margin	6,900 /11.1%	5,224 /11.1%	75.7%	6,696 /11.9%	+204	+3.0%
Ordinary income / margin	6,960 /11.2%	5,302 /11.2%	76.2%	6,807 /12.1%	+153	+2.2%
Net income attributable to owners of parent /margin	5,000 /8.1%	3,592 /7.6%	71.9%	4,040 /7.2%	+960	+23.7%

Full-year forecasts by business segment

Forecasts for the fiscal year ending
January 31, 2026

(Million yen)

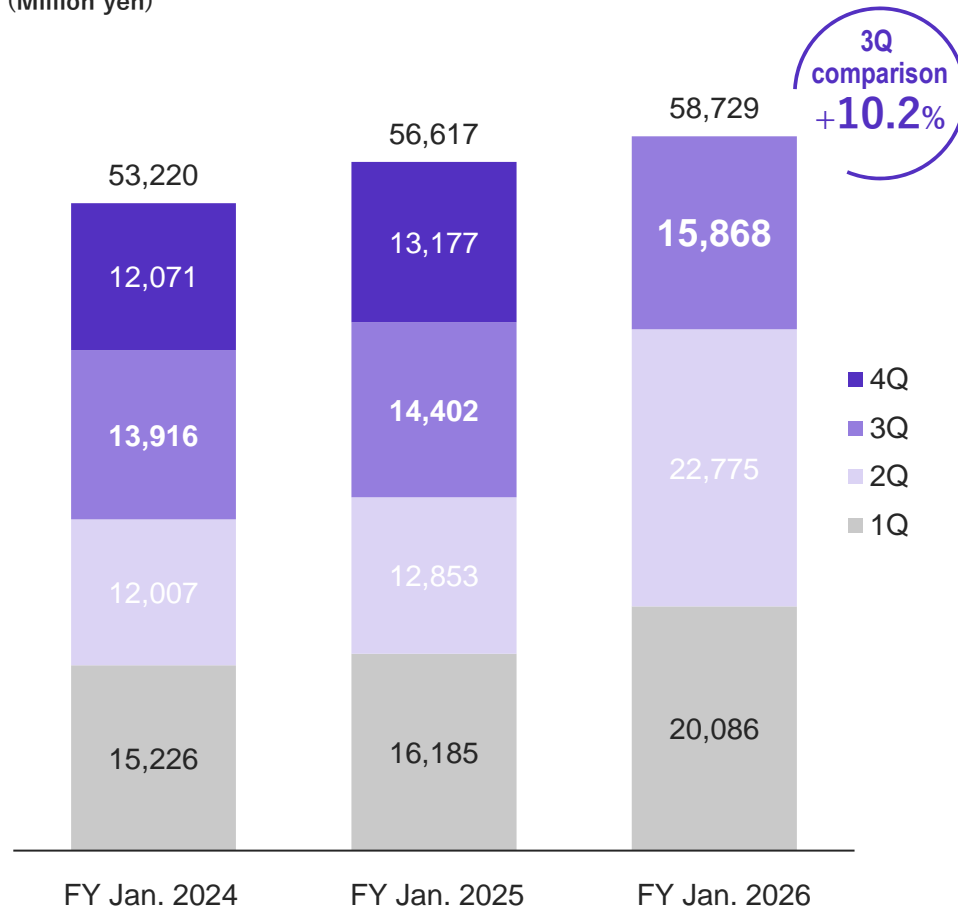
		FY Jan. 2026			YoY		
		Full-year forecasts	3Q results	Progress	FY Jan. 2025	Amount	%
Integration Segment	Net sales	39,000	30,563	78.4%	35,706	+3,294	+9.2%
	Segment income/margin	8,160 /20.9%	6,300 /20.6%	77.2%	7,595 /21.3%	+565	+7.4%
Connected Segment	Net sales	12,500	8,810	70.5%	11,418	+1,082	+9.5%
	Segment income/margin	2,680 /21.4%	1,704 /19.3%	63.6%	2,078 /18.2%	+602	+29.0%
Solution Segment	Net sales	10,500	7,900	75.2%	9,083	+1,417	+15.6%
	Segment income/margin	2,190 /20.9%	1,329 /16.8%	60.7%	1,817 /20.0%	+373	+20.5%

Appendix

Quarterly trends in orders received and balance of orders received

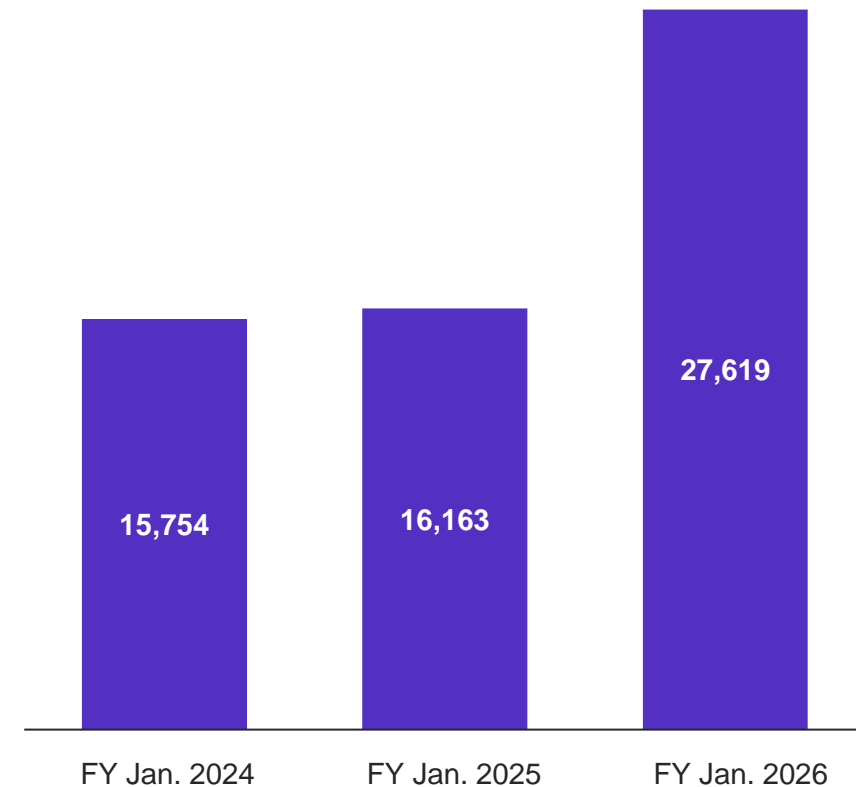
Orders received

(Million yen)



Outstanding balance of orders received

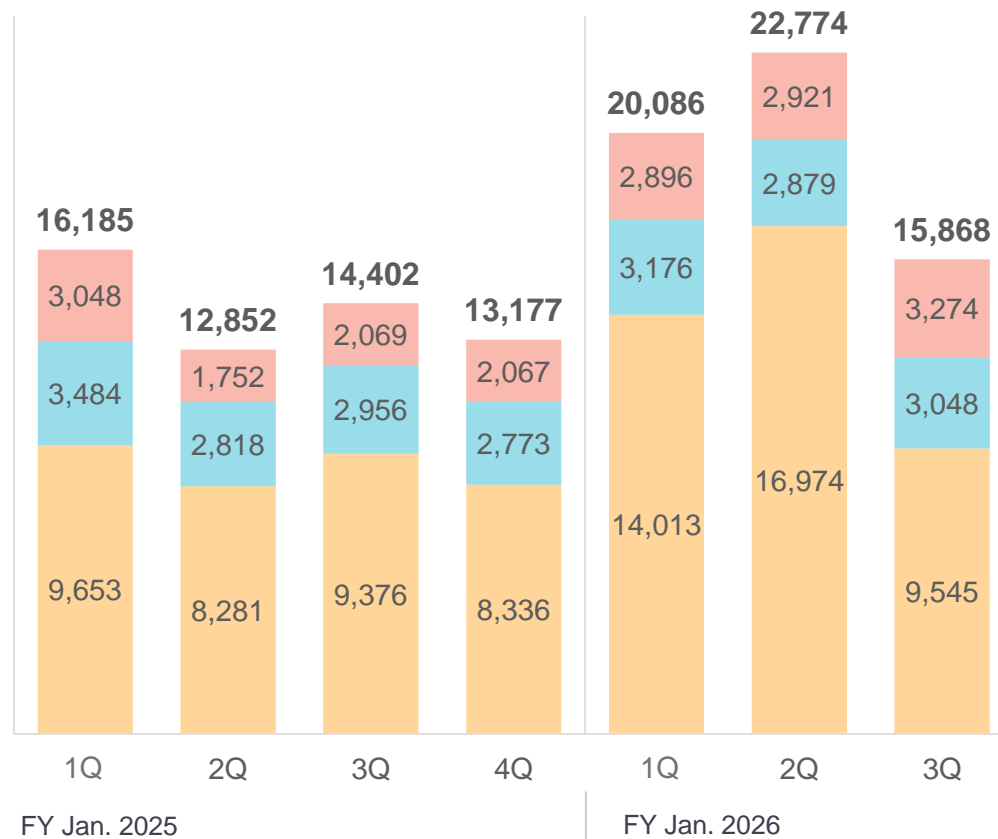
(Million yen)



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

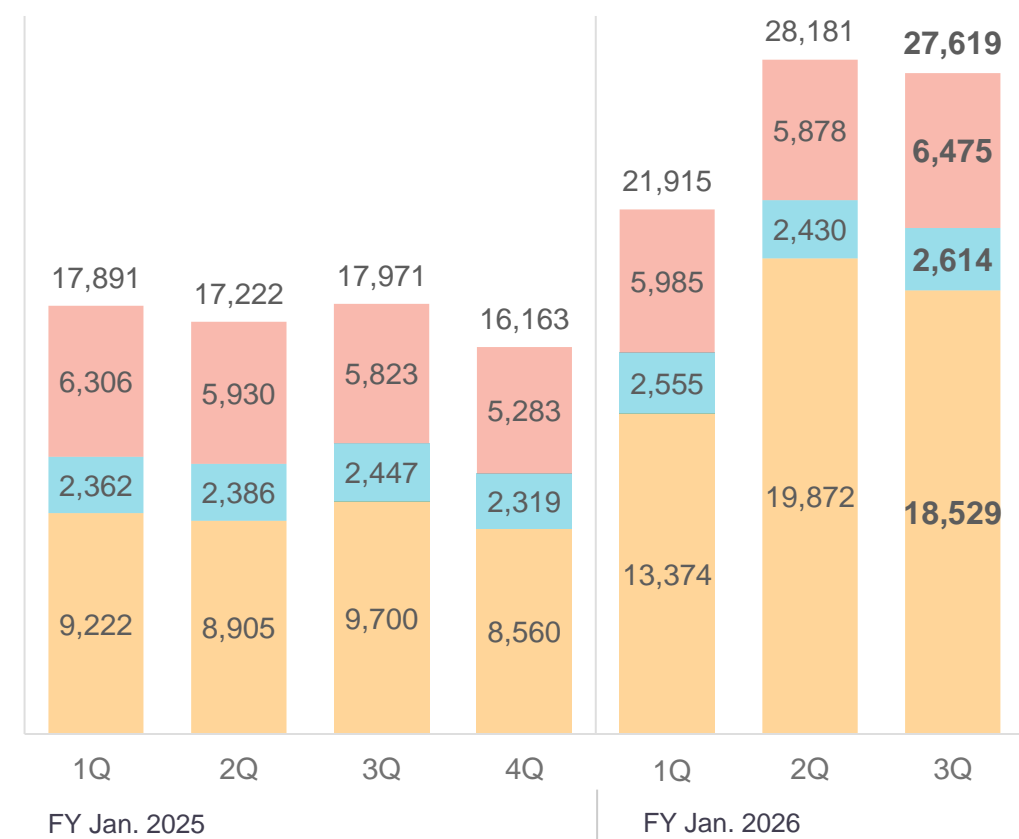
Orders received

(Million yen)



Outstanding balance of orders received

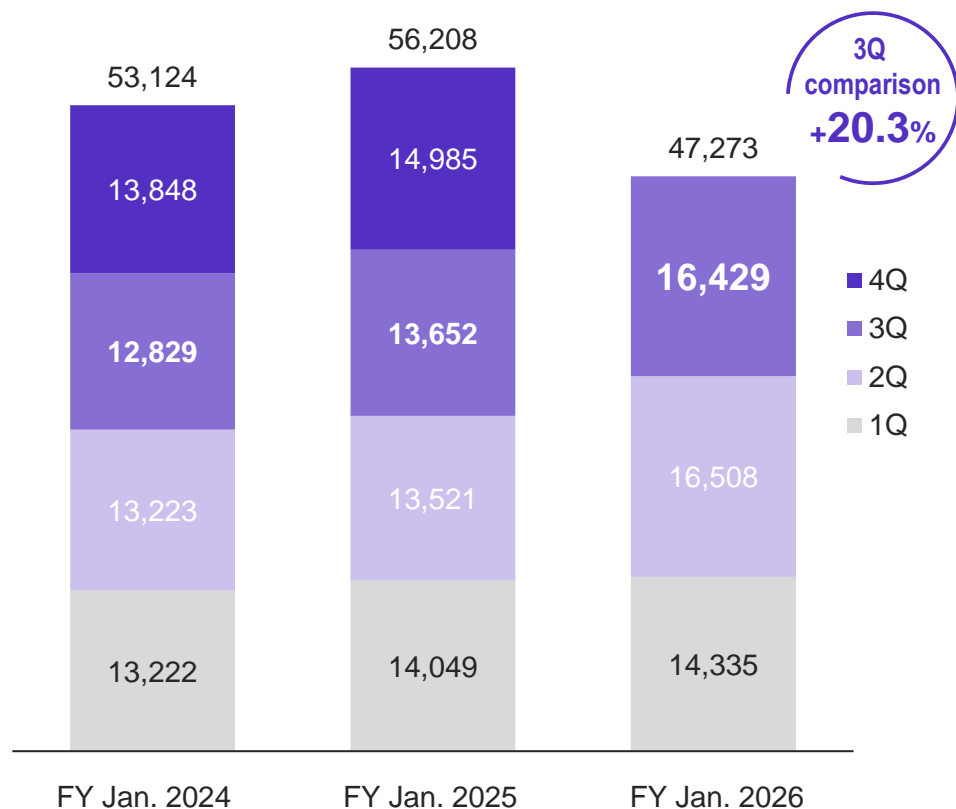
(Million yen)



Integration Connected Solution

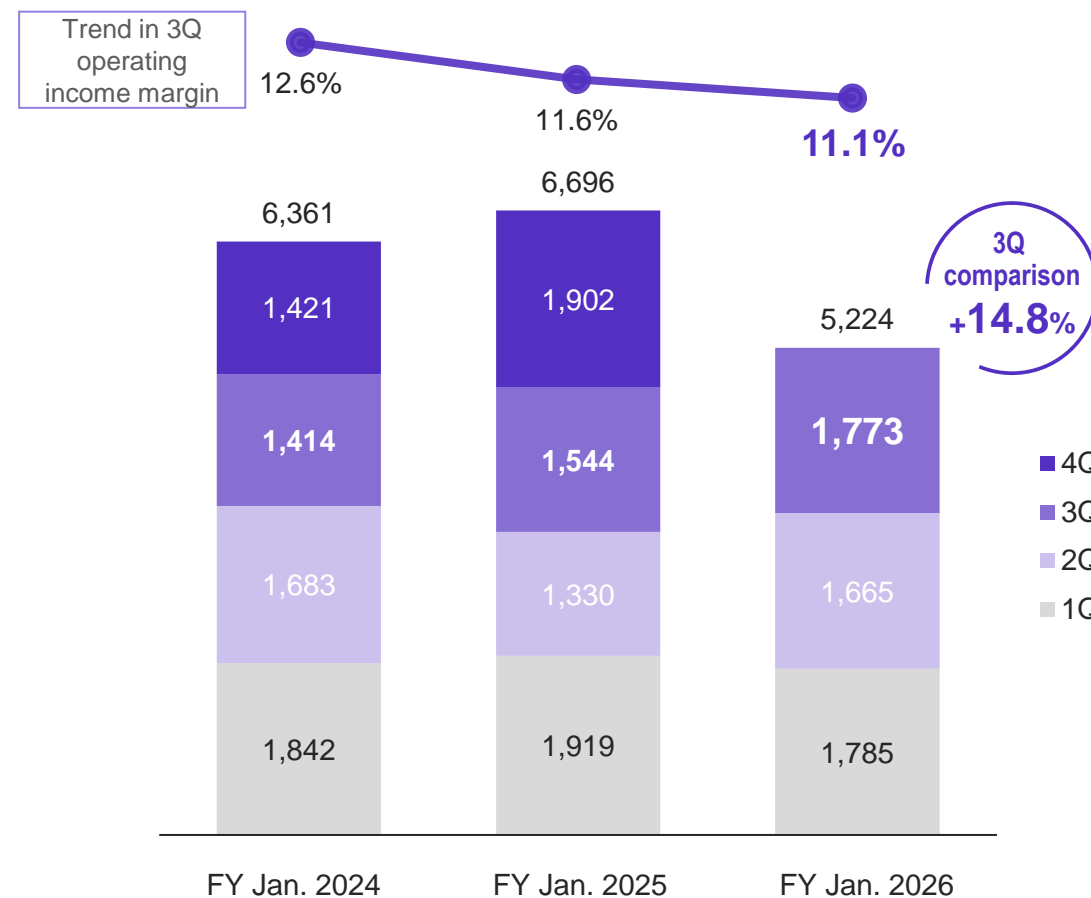
Net sales

(Million yen)



Operating income / margin

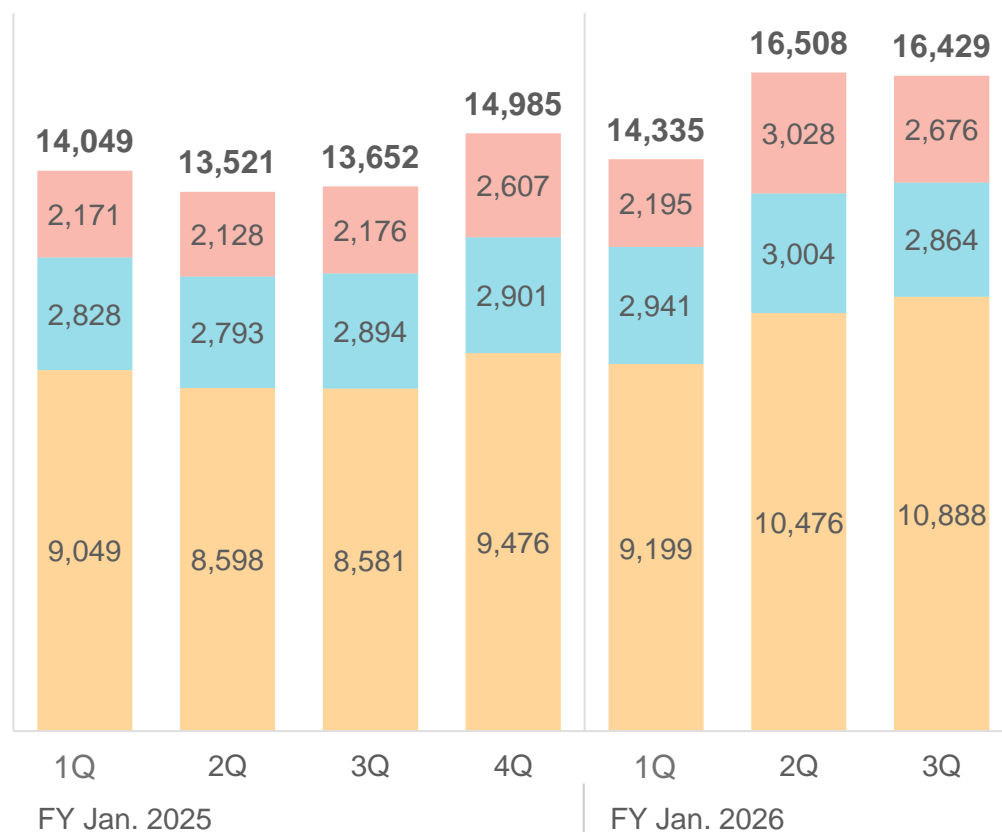
(Million yen, %)



Quarterly performance trends (by segment)

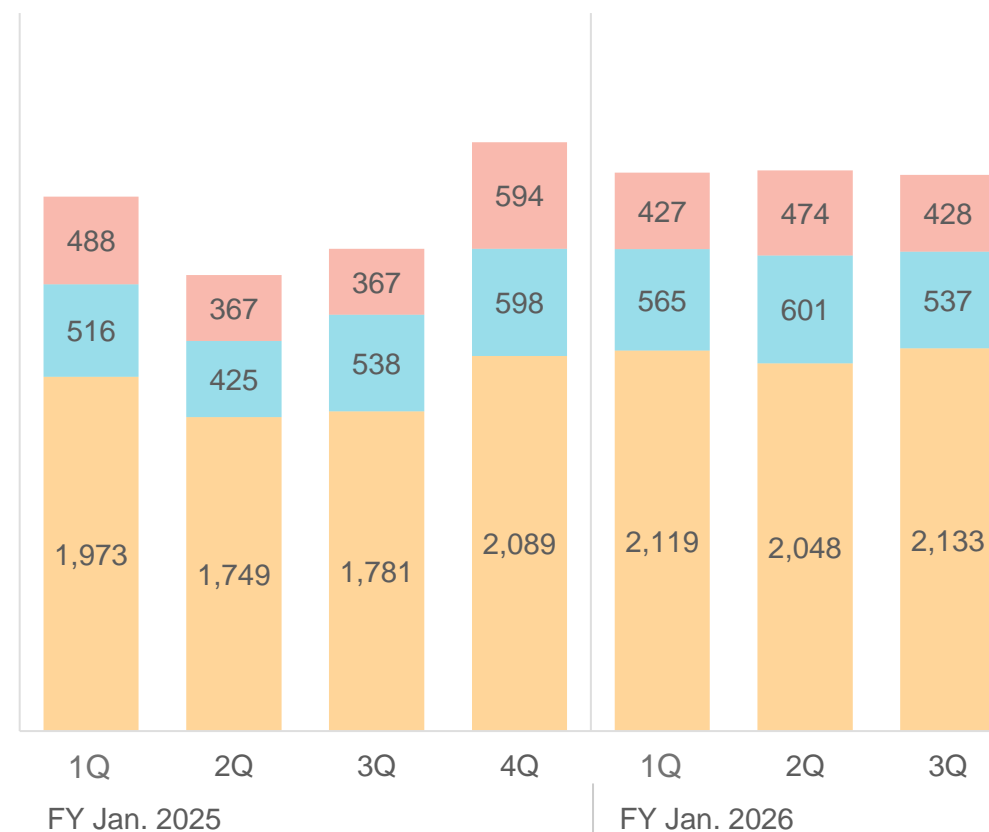
Net sales

(Million yen)



Segment income

(Million yen)

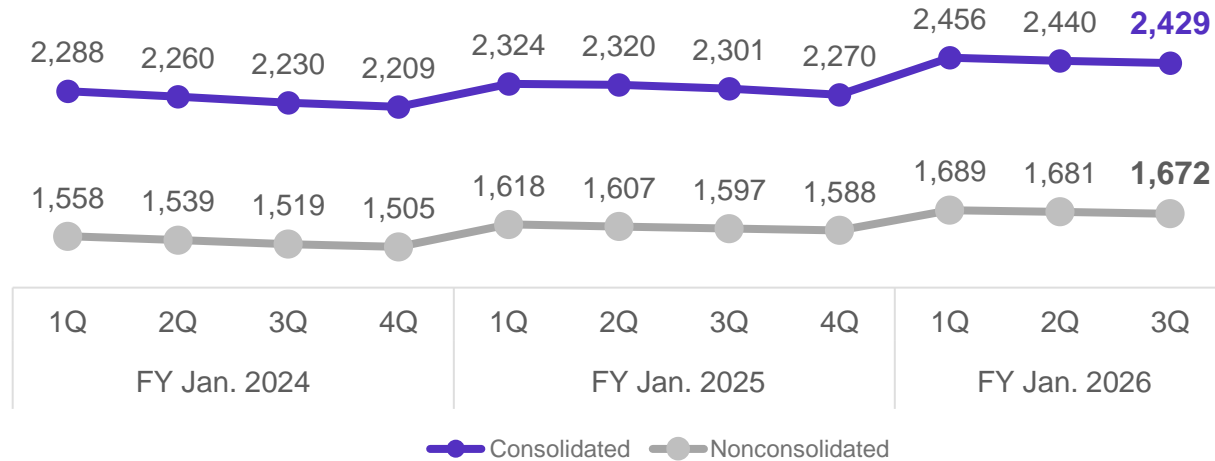


Integration Connected Solution

Other indicators

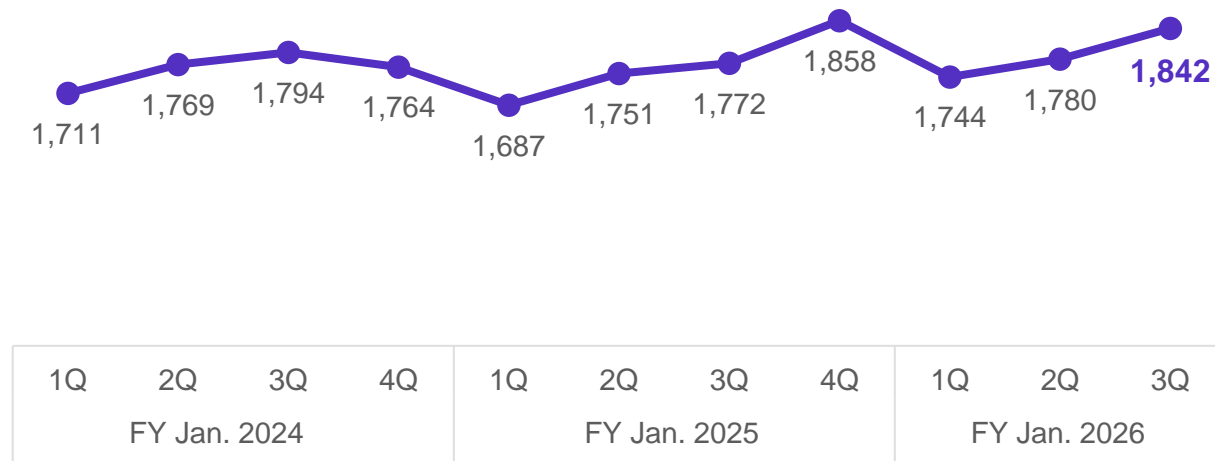
– Trends in numbers of employees

(persons)



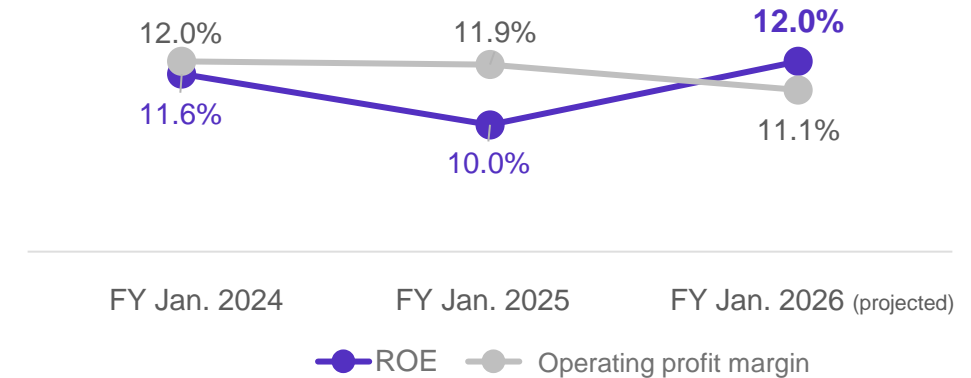
– Trends in number of partners^{*1}

(persons)

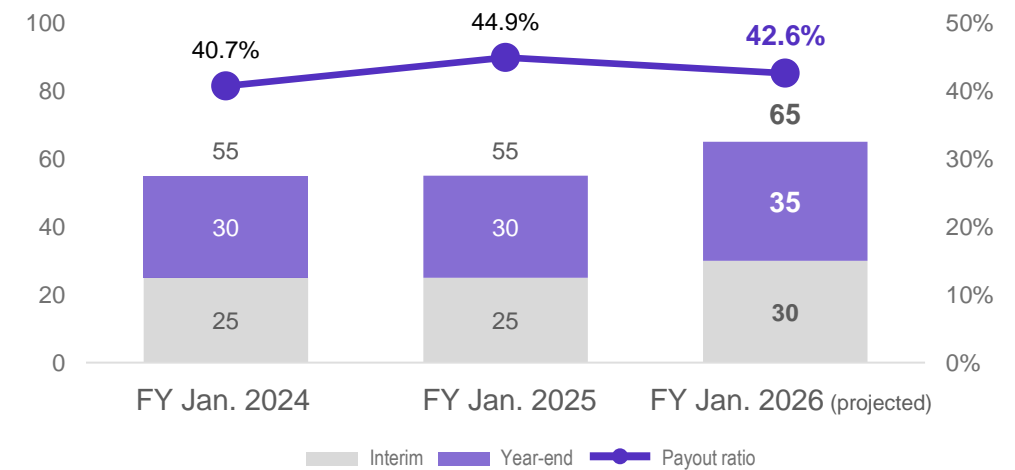


^{*1} CEC nonconsolidated, not including persons working under subcontracting agreements

– Trends in ROE and operating profit margin



– Trends in payout ratio and dividends



Start of cooperation with Sony Semiconductor Solutions Corporation to promote digital transformation (DX) in the logistics field

Linking the berth management system of the LogiPull logistics efficiency solution with the Sony Semiconductor Solution Group's AITRIOS™ edge AI sensing platform* will achieve automated recording and visualization of loading/unloading times, enhancing efficiency.

* Platform integrating AI cameras and AI management software for real-time processing of image data



Business and capital tie-ups with DDS, Inc. Enhancing authentication technologies and expanding the Security Service business

Targeting complementarity and higher value-added services in the Security Service business, we will link CEC's authentication and security product lines to DDS's advanced capabilities in the zero-trust domain and multifactor and cloud authentication services.



Medium-Term Management Plan initiatives

– DE&I Promotion Policy formulated as part of sustainability initiatives

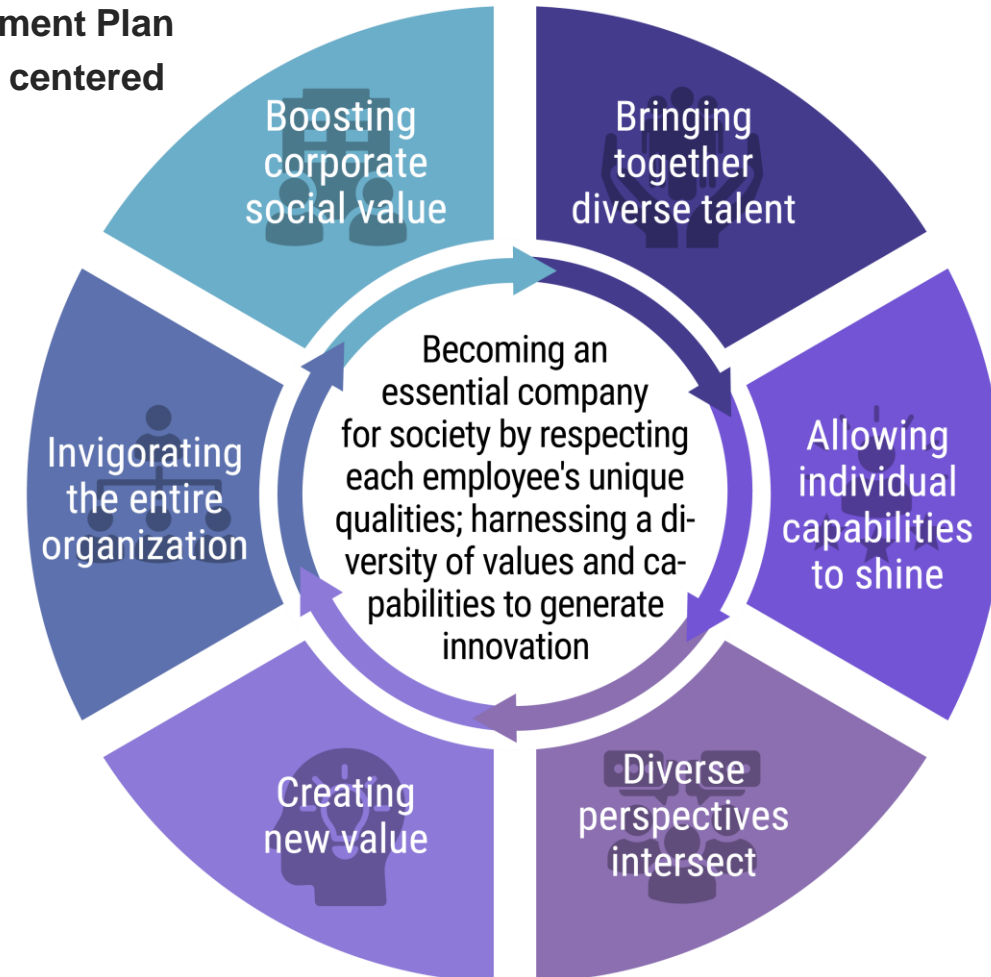
New growth strategies announced under the VISION 2030 Long-Term Management Plan Under the theme "Creating new value by accelerating sustainability initiatives centered on two growth strategies," we are implementing sustainability management.

Our thinking

Under our Purpose- "Toward a brighter future for society, customers, and employees by harnessing the power of ICT to create new value"-we have positioned the creation of workplaces where diverse talent can work actively and thrive as one of our key management priorities.

DE&I initiatives

1. Advancing women in the workplace
2. Advancing employees with disabilities
3. Leveraging senior talent
4. Fostering an inclusive workplace culture
5. Supporting life-career balance



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

Connected Segment

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

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

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

Name	Computer Engineering & Consulting Ltd.	Employees	2,429 (as of October 31, 2025)
Established	February 24, 1968	Consolidated Subsidiaries	8 companies
Date of listing	April 2022 (Prime Market, Tokyo Stock Exchange) July 2001 (First Section, Tokyo Stock Exchange)	Head Office	JR Ebisu Bldg., 1-5-5 Ebisu Minami, Shibuya-ku, Tokyo, 150-0022, Japan
Capital	6,586 million yen	Representative	Takashi Himeno, Representative Director & President
Net Sales	56,208 million yen (FY2025/1)	Business Segments	<div> <div>■ Integration Segment</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>■ Connected Segment</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>■ Solution Segment</div> <div>Leveraging our security technologies and data centers to provide proprietary products and services to customers across diverse fields</div> </div>
Licenses and Certifications	<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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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