



Digital Information Technologies Corporation

# Financial Results for the Fiscal Year Ended June 2025



**1 ——— FY6/25 Financial Report**

**2 ——— FY6/26 Business Forecasts**

**3 ——— Vision for 2030 and  
Update of Medium-Term Management Plan Targets**

**4 ——— Appendix**



# FY6/25 Overview of Financial Results

- We saw large increases in both sales and profits mainly due to robust demand and contributions from two subsidiaries acquired in the previous fiscal year, achieving higher sales and profits for the 15th consecutive year.
- All business segments performed strongly, absorbing investment costs including increasing personnel expenses, and generated earnings that exceeded the upwardly revised plan.

## Key Performance

### Net sales:

**24,159 million yen (+21.5% YoY)**

### Operating profit :

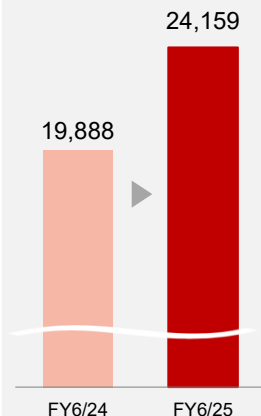
**3,013 million yen (+24.3% YoY)**

### Operating profit margin:

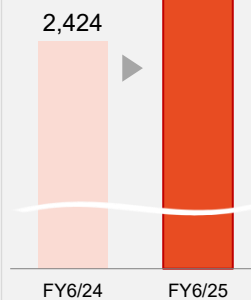
**12.5% (+0.3ppt. YoY)**

## YoY Change

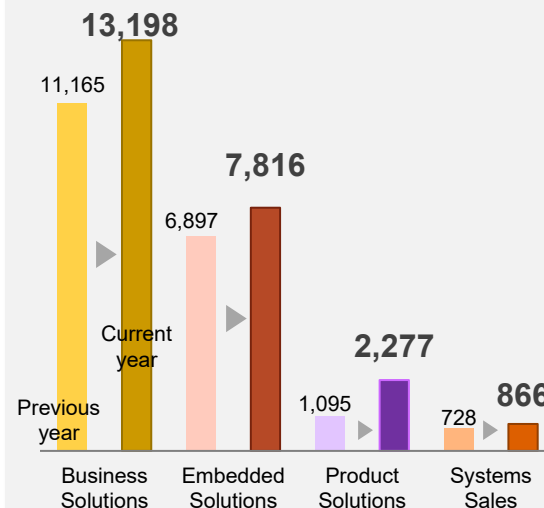
### Net sales



### Operating profit



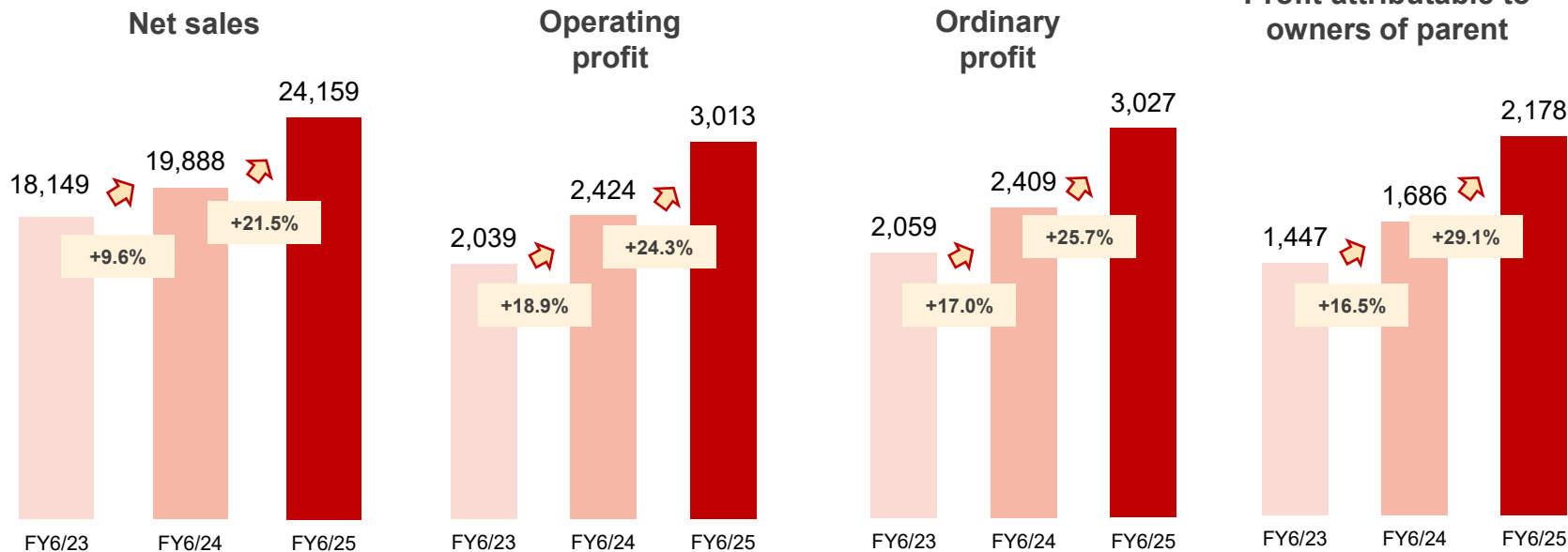
## Sales by Business



# FY6/25 Financial Highlights

- By capturing robust demand, both sales and profits grew by more than 20%, marking record highs.

(Millions of yen)

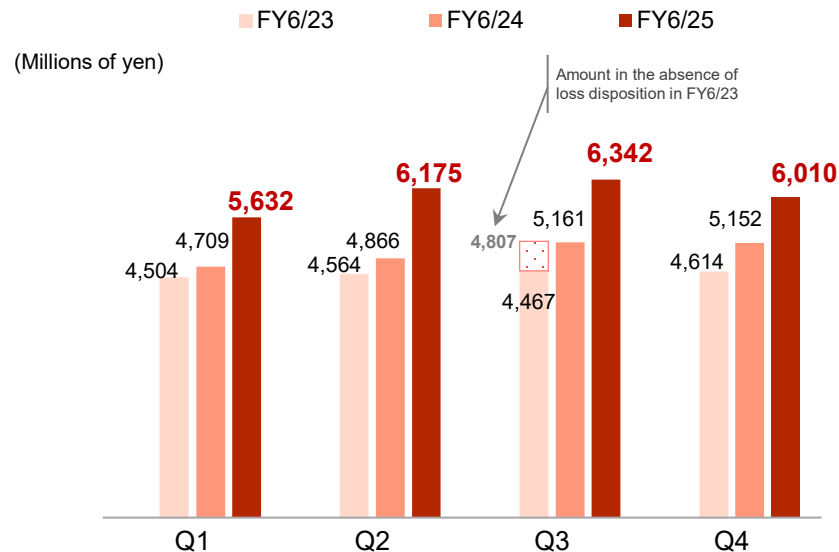




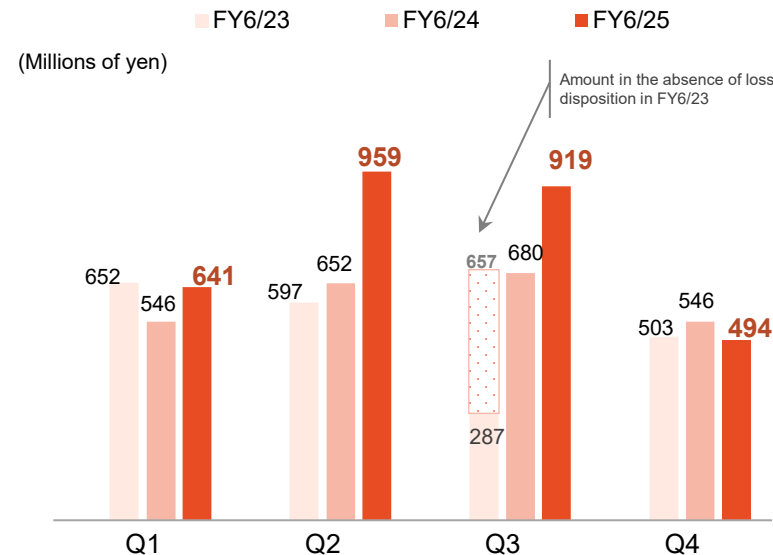
# Changes in Quarterly Net Sales & Operating Profit

- Sales reached record highs in each quarter.
- In Q4, however, sales and profit declined due to seasonal factors such as year-end bonuses, as well as budget adjustments at some domestic automakers.

## Net sales



## Operating profit



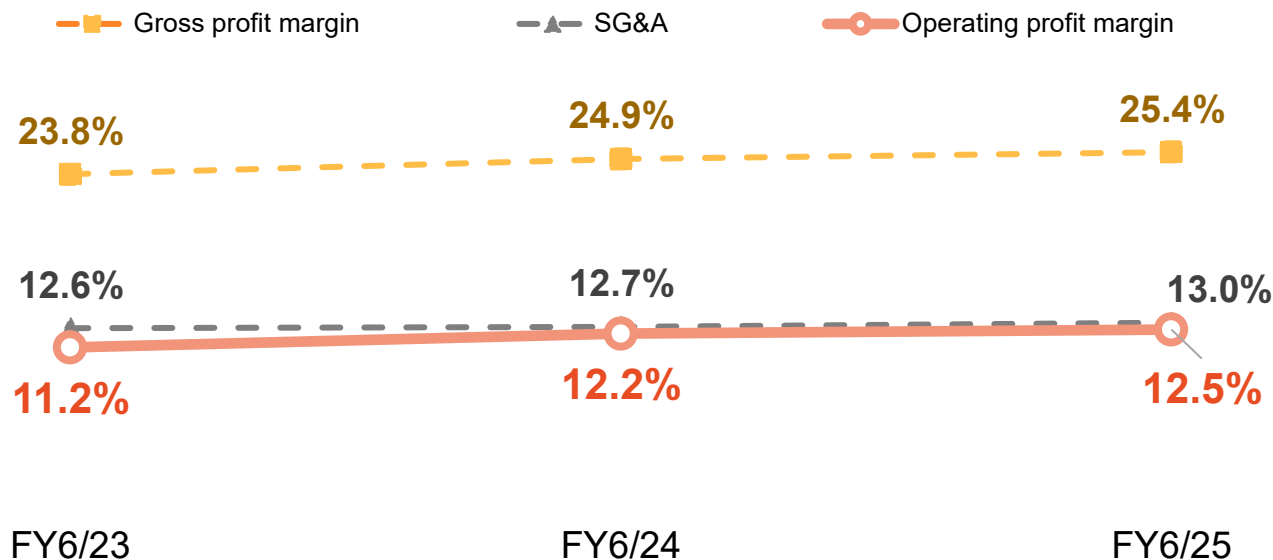
Note: Operating profit typically declines in Q4 due to seasonal factors such as the onboarding of new employees and year-end bonuses.



## Changes in Gross Margin/SG&A Expenses/Operating Profit Margin

- Gross profit margin improved, supported by higher project unit prices and the growth of high-margin Product Solutions Unit.
- Although the SG&A-to-sales ratio increased due to enhancements in the sales structure and goodwill amortization, it was contained at nearly the same level as the previous fiscal year.
- Operating profit margin reached a high level of 12.5%, as the growth in gross profit effectively absorbed the increase in SG&A expenses.

Ratio of each profit and SG&A to sales





# FY6/25 Summary of Financial Results

- Achieved significant increases in sales and profits well above the previous fiscal year, driven by robust demand and the full-year contribution of two subsidiaries that joined the Group.
- Compared with the plan, results exceeded the business forecasts that had been revised upward in February.
- Profit after taxes exceeded expectations, reflecting the application of various tax credits, including the Tax Measure to Promote Wage Increases.

(Millions of yen)	FY6/24 Result	Composition %	FY6/25 Result	Composition %	YoY change %	FY6/25 Forecast	Vs. Forecast %
<b>Net sales</b>	<b>19,888</b>	100.0%	<b>24,159</b>	100.0%	+21.5%	<b>24,000</b>	+0.7%
<b>Gross profit</b>	<b>4,945</b>	24.9%	<b>6,145</b>	25.4%	+24.3%	-	-
<b>SG&amp;A</b>	<b>2,520</b>	12.7%	<b>3,131</b>	13.0%	+24.3%	-	-
<b>Operating profit</b>	<b>2,424</b>	12.2%	<b>3,013</b>	12.5%	+24.3%	<b>2,900</b>	+3.9%
<b>Ordinary profit</b>	<b>2,409</b>	12.1%	<b>3,027</b>	12.5%	+25.7%	<b>2,900</b>	+4.4%
<b>Profit attributable to owners of parent</b>	<b>1,686</b>	8.5%	<b>2,178</b>	9.0%	+29.1%	<b>1,943</b>	+12.1%

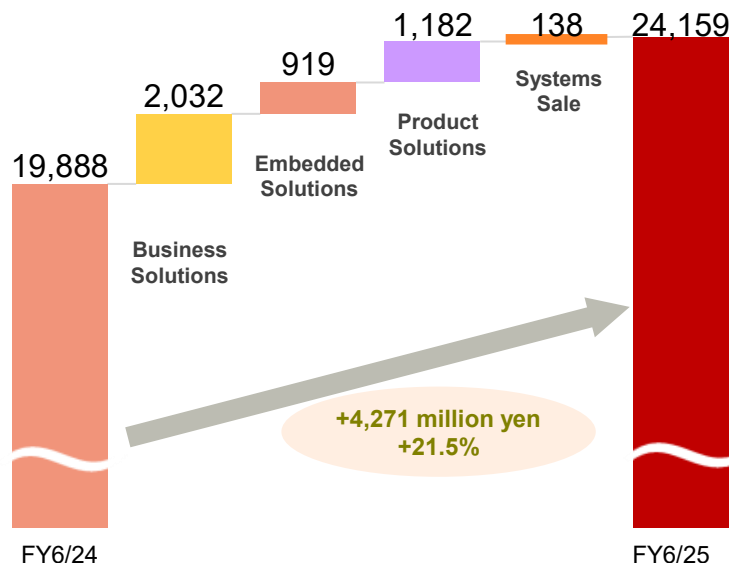


# Factors behind Changes in Net Sales and Operating Profit (YoY)

- All three core segments—Business Solutions, Embedded Solutions, and Product Solutions—continued to perform strongly.
- Operating profit increased significantly, as the growth in gross profit absorbed the rise in SG&A expenses, including personnel costs and goodwill amortization.

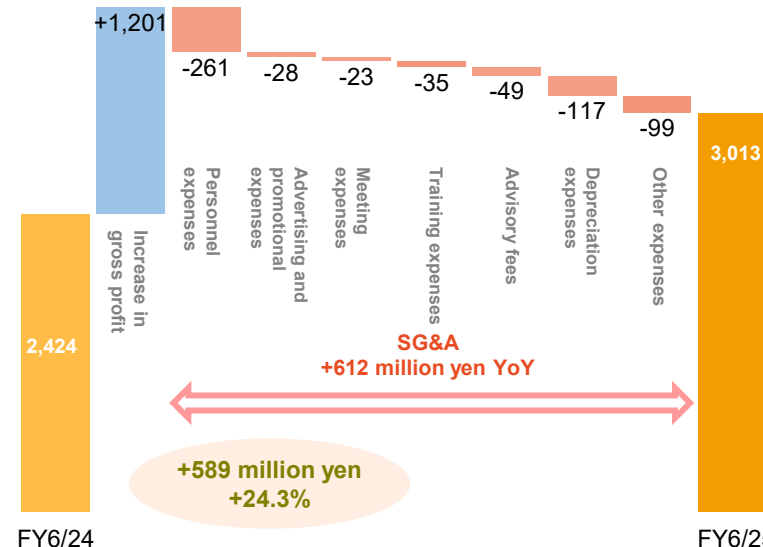
## Net sales

(Millions of yen)



## Operating profit

(Millions of yen)







# Business Segments and Composition of Sales

- With the addition of sales from Jungle Inc., acquired through M&A, the composition ratio of the Product Solutions Unit expanded to just under 10%.
- In addition to sales growth at System Product Co., Ltd, acquired through M&A, and the recovery of business system development from the impact of unprofitable projects in the previous fiscal year, embedded system verification expanded by winning automotive projects through collaboration with embedded development.

Sales composition by business segment	Classification	FY6/23	FY6/24	FY6/25
<b>Software Development Business</b>		<b>96.2%</b>	<b>96.3%</b>	<b>96.4%</b>
<b>Business Solutions Unit</b>	Business Bases	<b>57.0%</b>	<b>56.1%</b>	<b>54.6%</b>
Business System Development		55.3%	55.9%	58.8%
Operational Support		44.7%	44.1%	41.2%
<b>Embedded Solutions Unit</b>	Business Bases	<b>34.5%</b>	<b>34.7%</b>	<b>32.4%</b>
Embedded System Development		73.4%	73.9%	70.3%
Embedded System Verification		26.6%	26.1%	29.7%
<b>Product Solutions Unit</b>	Growth Field	<b>4.7%</b>	<b>5.5%</b>	<b>9.4%</b>
<b>Systems Sales Business</b>	Business Bases	<b>3.8%</b>	<b>3.7%</b>	<b>3.6%</b>

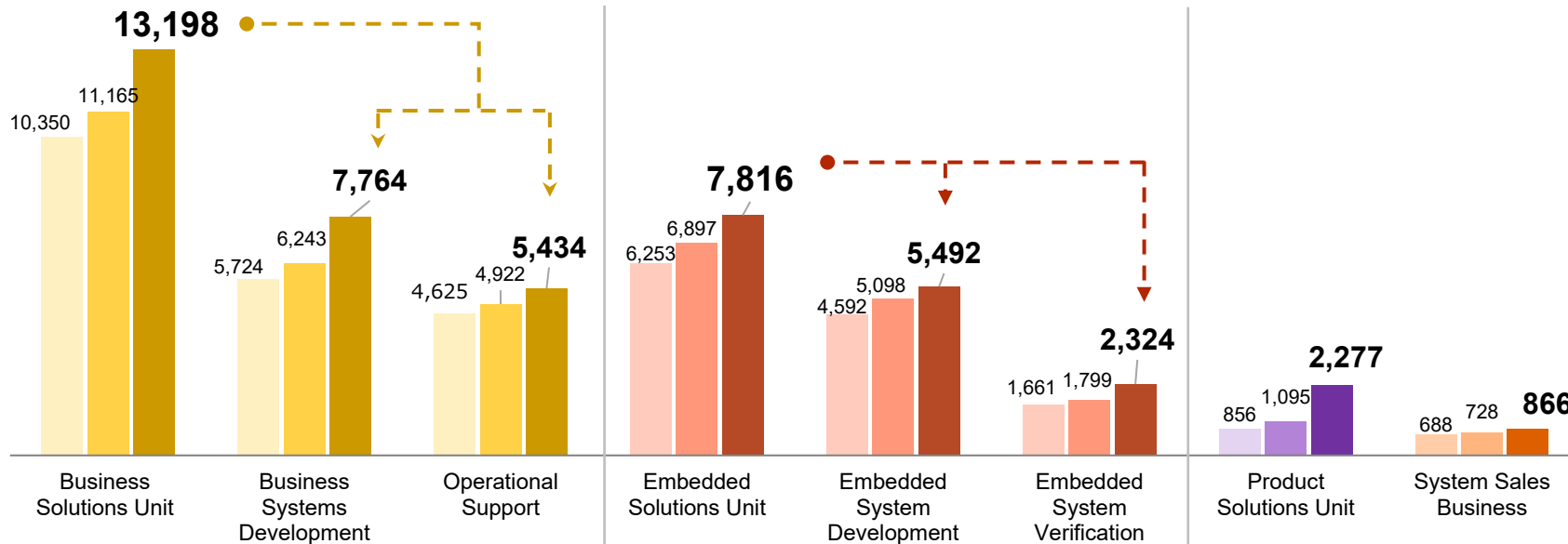


# Sales by Business Segment

- All business segments recorded sales growth, with notable increases in the stable Business Solutions and Embedded Solutions units.
- The Product Solutions Unit, positioned as a growth driver, saw its sales double year-on-year.

## Quarterly Sales by Business

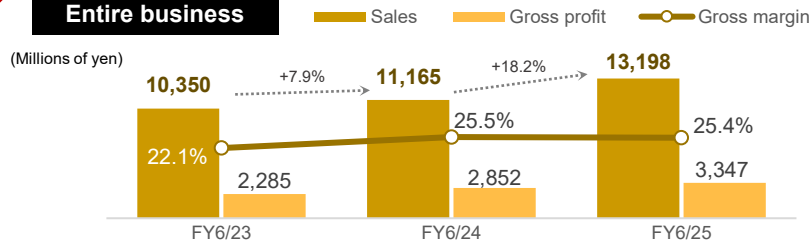
(From left to right: FY6/23, FY6/24, FY6/25)



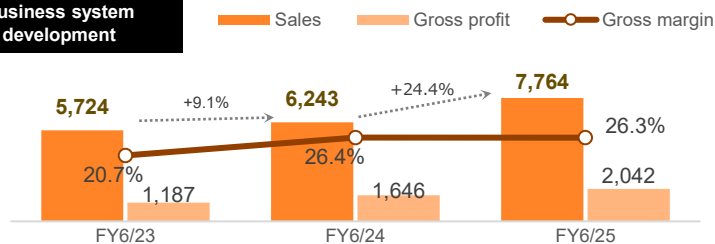


# Sales by Segment: Business Solutions Unit

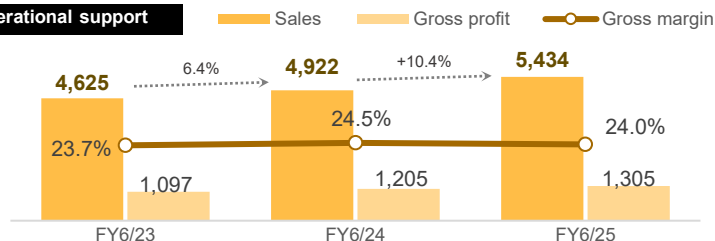
## Entire business



## Business system development



## Operational support



**Net sales: 13,198 million yen**  
**YoY change: +18.2%**

### < Segment-wide performance >

Achieved significant year-on-year increases in both sales and profits compared with the previous fiscal year, supported by robust demand, the resolution of unprofitable projects recorded in the previous year, and contributions from System Product Co., Ltd., which joined the Group.

### ■ Business System Development

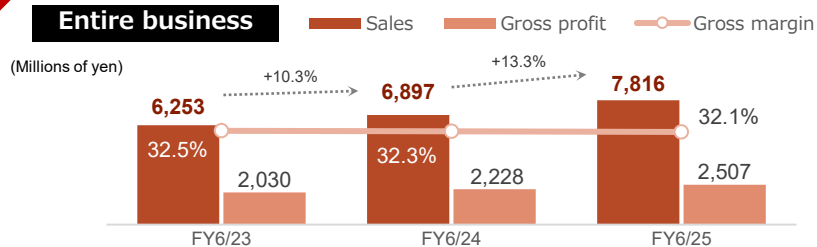
Our strategic re-engagement with the financial sector—supported by a favorable investment environment—delivered strong results, while business in the public, telecom, and manufacturing sectors also grew. In addition, sales from System Product Co., Ltd. (sales of 854 million yen) were included. On the profit side in particular, high-value public sector projects contributed through the third quarter.

### ■ Operational Support

While steadily expanding business domains, such as growth in cloud-based infrastructure construction, sales continued on an upward trend. However, as the rollout of new services such as Salesforce was somewhat delayed, expenses were front-loaded, resulting in higher sales but only a slight increase in profit compared to the previous fiscal year.



# Sales by Segment: Embedded Solutions Unit



**Net sales: 7,816 million yen**  
**YoY change: +13.3%**

## < Segment-wide performance >

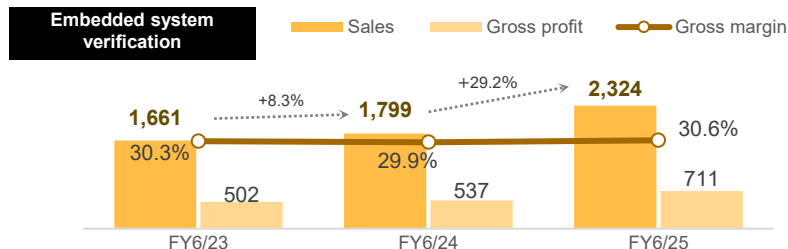
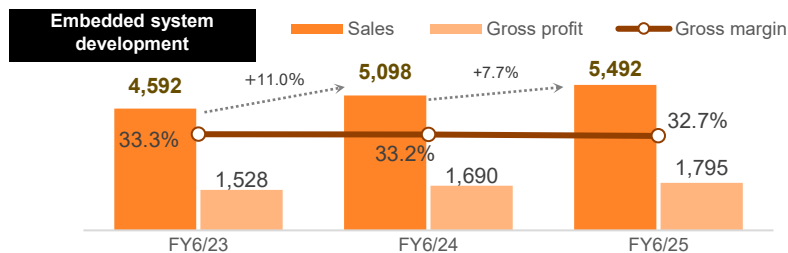
In Q4, demand declined in some areas due to the impact of U.S. trade policies, but for the full year, strong investment appetite among automakers continued. Automotive-related projects drove overall performance, and projects that integrated development and verification also progressed, resulting in substantial increases in both sales and profits.

### ■ Embedded System Development

Both sales and profits increased year on year, as demand for automotive-related projects—particularly in R&D—remained strong, although sales in the semiconductor and mobile-related sectors temporarily leveled off, and IoT-related projects for home appliances also continued to grow.

### ■ Embedded System Verification

Although industrial fields such as pharmaceuticals and 5G entered a trough in their project cycle, the Company secured in-vehicle IVI projects\* from a major components manufacturer and conducted AI-based test PoC (proof of concept) with a major manufacturing company, leading to a significant increase in sales and profits year on year.

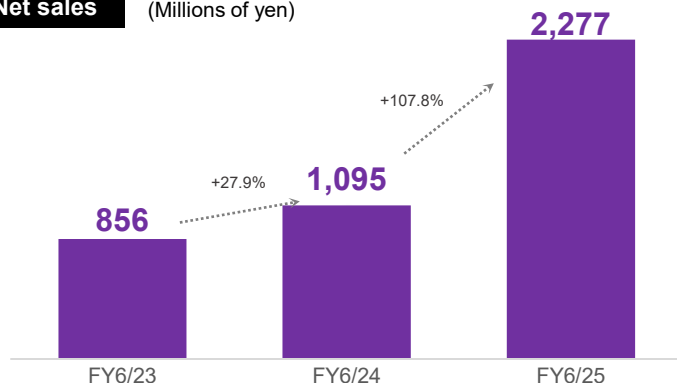




# Sales by Segment: Product Solutions Unit

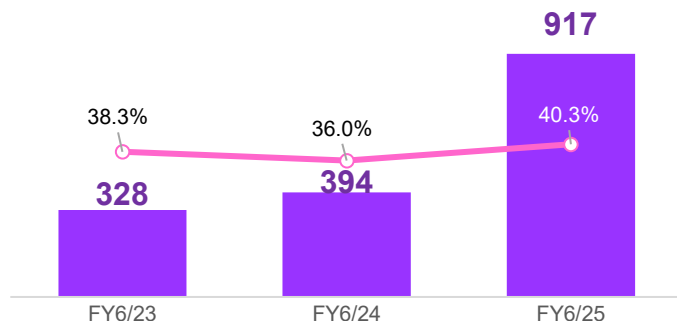
## Net sales

(Millions of yen)



## Gross profit

■ Gross profit    ● Gross margin



**Net sales: 2,277 million yen**  
**YoY change: +107.8%**

### < Segment-wide performance >

The segment saw a significant year-on-year increase in both sales and profits, driven by sales from system integration (SI) projects related to electronic contract services and the addition of Jungle Inc.'s sales of 708 million yen following its integration into the Group, in addition to the increased license sales.

#### ■ WebARGUS (Cybersecurity Product)

License sales from existing clients continued to grow steadily, resulting in solid increases in both sales and profits. Launched the DSP (DIT Security Platform) service with insurance coverage for small- and medium-sized enterprises.

#### ■ xoBlos (Operational Efficiency Product)

Both sales and profits increased year on year. This was due to cross-selling and horizontal expansion among existing clients, strengthened sales efforts—including participation in exhibitions—yielding positive results.

#### ■ Other Products

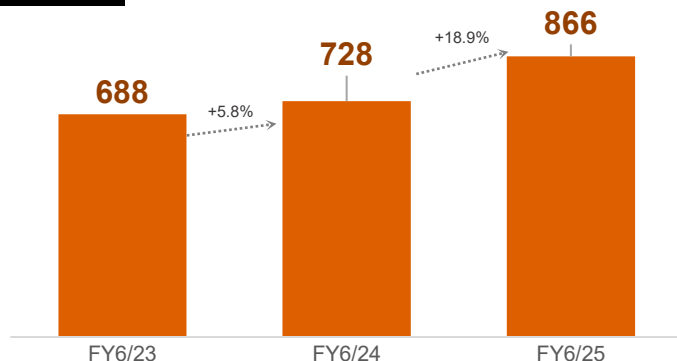
“DD-CONNECT,” an electronic contract service, has seen strong demand particularly from major companies in the housing construction industry, where it is often adopted as part of full-package SI (System Integration) development. These projects are expected to continue over the long term, with the full contribution of Jungle Inc.'s results also making a significant impact.



# Sales by Segment: Systems Sales Business

## Net sales

(Millions of yen)



**Net sales: 866 million yen**  
**YoY change: +18.9%**

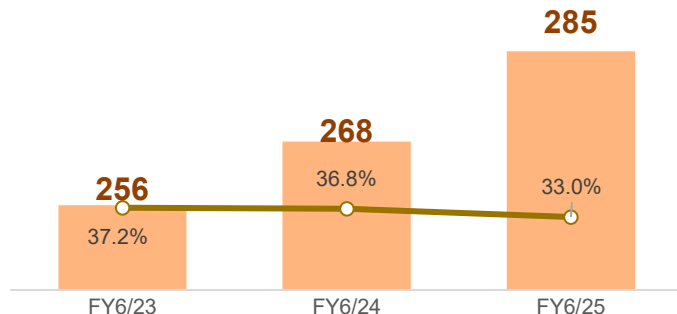
## < Segment-wide performance >

The segment achieved a year-on-year increase in both sales and profits, thanks to the effect of establishment of new offices, although there was a temporary decline in demand following the rush caused by the introduction of new systems such as the Electronic Bookkeeping Act and the Qualified Invoice System.

- In addition, with the succession of a business base in the Hokuriku region, the Company absorbed costs such as goodwill amortization and achieved higher sales and profits.

## Gross profit

— Gross profit — Gross margin





# Balance Sheet

- The equity ratio remains at a high level of 71.6%.

	End-Jun. 2024	End-Jun. 2025	Change
Cash and deposits	4,615	5,354	738
Accounts receivable and contract assets	3,579	3,736	156
Work in progress	120	196	75
Others	220	187	-32
<b>Total current assets</b>	<b>8,536</b>	<b>9,474</b>	<b>937</b>
Property, plant and equipment	207	188	-18
Intangible assets	862	691	-170
Investments and other assets	610	916	306
<b>Total non-current assets</b>	<b>1,680</b>	<b>1,797</b>	<b>116</b>
<b>Total assets</b>	<b>10,217</b>	<b>11,271</b>	<b>1,053</b>

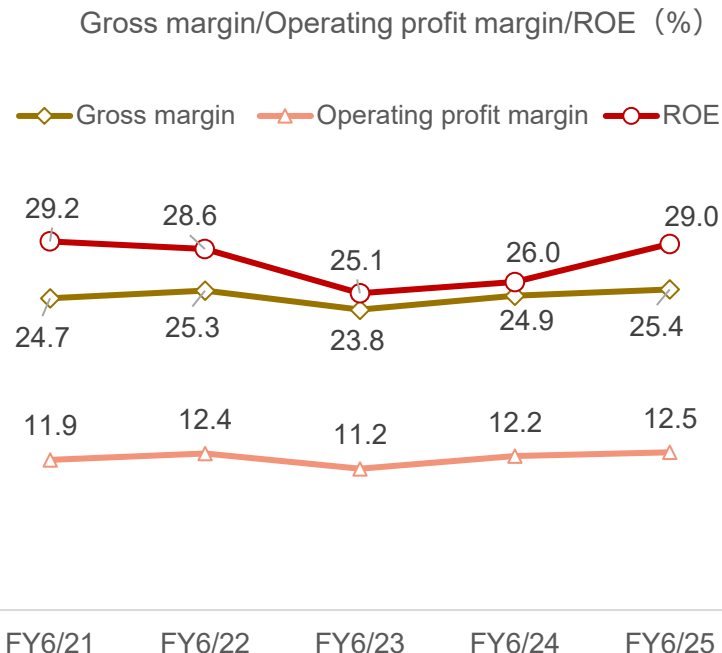
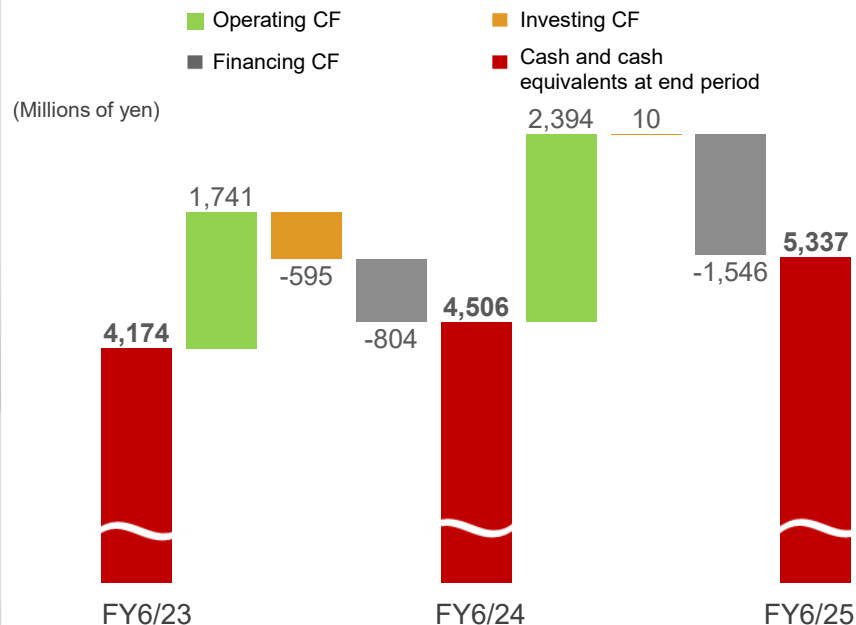
(Millions of yen)  
\*Rounded down to the nearest million yen

	End-Jun. 2024	End-Jun. 2025	Change
Accounts payable-trade	733	857	123
Income taxes payable	495	527	31
Others	1,445	1,407	-38
<b>Total current liabilities</b>	<b>2,673</b>	<b>2,791</b>	<b>117</b>
Long-term borrowings	179	—	-179
Provision for share awards	175	208	32
Others	129	89	-40
<b>Total non-current liabilities</b>	<b>485</b>	<b>297</b>	<b>-187</b>
<b>Total liabilities</b>	<b>3,158</b>	<b>3,088</b>	<b>-70</b>
Capital stock	453	453	—
Capital surplus	459	460	1
Retained earnings	6,145	7,268	1,222
<b>Total net assets</b>	<b>7,058</b>	<b>8,182</b>	<b>1,123</b>
<b>Total liabilities and net assets</b>	<b>10,217</b>	<b>11,271</b>	<b>1,053</b>



# Cash Flows

- Operating CF increased substantially in line with higher sales and profits.
- Supported also by the promotion of appropriate capital policies, including share buybacks, ROE rose to 29%.



\* In FY6/24, cash and cash equivalents decreased by 33 million yen due to a change in the fiscal year-end of a consolidated subsidiary.

\*\* In FY6/25, a foreign currency translation adjustment of -28 million yen related to cash and cash equivalents was recorded.



## Topics: Initiatives to Strengthen Nearshore (Domestic) Bases

- To meet increasing demand, the Company is also focusing on expanding regional bases.
- In addition to strengthening the Hakodate base and the southern Hokkaido area, the Company is enhancing agility and responsiveness in western Japan through reorganization of its business headquarters.

### Participated in the Hakodate regional revitalization event



- Participated in the Hakodate regional revitalization event, “Hakodate Future Investment Conference.”
- Going forward, the Company will continue proactive activities to raise its profile locally and strengthen recruitment by leveraging its Hakodate base.

### Reorganized its business headquarters and established the Western Japan Business

Western Japan Business Headquarters

Western Japan Company

Ehime Company

The Western Japan Company and Ehime Company were transferred to the newly established Western Japan Business Headquarters, thereby promoting greater agility in business operations across the western Japan region.

# Topics: Launch of a New Security Solution

- After approximately three years of enhancing its proprietary tamper detection technology “WebARGUS,” the Company released a new solution, “Sentinel ARGUS.”
- In response to rising demand in the field of cybersecurity, which is gaining importance as a national policy, the Company will continue to actively develop new services.



- Named after “Sentinel,” meaning guardian/watchman, the solution monitors networks in real time

## 1 Ransomware Countermeasure

A solution against ransomware, which has become a major social issue in recent years by encrypting files on PCs and servers and demanding payment.

## 2 Real-Time Detection

Based on WebARGUS technology, detects intrusions such as virus infections and unauthorized access in real time.

## 3 Whitelist-Based Access Restriction

Incorporates a mechanism to prevent file tampering by restricting access to only authorized accounts (whitelist).



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- 4 ——— **Appendix**



# FY6/26 Full-year Business Forecasts

- Corporate IT investment appetite is expected to remain strong this fiscal year, with both sales and profits reaching record highs, marking the 16th consecutive year of increases in sales and profits.
- On the profit side, gross profit is expected to rise due to higher unit prices and contributions from proprietary solutions. However, reflecting investments in system renewal, higher employee compensation, and the launch of new security services, operating profit and subsequent profit levels are projected to show only slight increases compared with the previous fiscal year.

(Millions of yen)	FY6/25 Result	Composition %	FY6/26 Forecast	Composition %	YoY %
<b>Net sales</b>	<b>24,159</b>	100.0%	<b>26,000</b>	100.0%	+7.6%
<b>Operating profit</b>	<b>3,013</b>	12.5%	<b>3,050</b>	11.7%	+1.2%
<b>Ordinary profit</b>	<b>3,027</b>	12.5%	<b>3,050</b>	11.7%	+0.7%
<b>Profit attributable to owners of parent</b>	<b>2,178</b>	9.0%	<b>2,200</b>	8.5%	+1.0%



# FY6/26 First-Half Business Forecasts

- While the business itself remains on a growth trajectory, given budget adjustments currently occurring at some domestic automakers due to U.S. trade policies, the Company is disclosing a conservative forecast for the first half at this stage.
- Profit in the first half is projected to decline, due to an increase in upfront investments such as improved employee compensation and the introduction of new IoT security products, as well as the absence of factors present in the first half of the previous year, such as sales of New Year's card software and one-off high-value projects.

(Millions of yen)	FY6/25 Result	Composition %	FY6/26 H1 Forecast	Composition %	YoY %	H1 results vs. full-year forecasts
<b>Net sales</b>	<b>11,807</b>	100.0%	<b>12,500</b>	100.0%	+5.9%	48.1%
<b>Operating profit</b>	<b>1,600</b>	13.6%	<b>1,400</b>	11.2%	-12.5%	45.9%
<b>Ordinary profit</b>	<b>1,606</b>	13.6%	<b>1,400</b>	11.2%	-12.8%	45.9%
<b>Profit attributable to owners of parent</b>	<b>1,072</b>	9.1%	<b>1,000</b>	8.0%	-6.7%	45.5%



# Business Forecasts by Segment

- All business segments are expected to exceed the previous year's results.
- For the Product Solutions Unit, while projects are steadily accumulating, both sales and profits are expected to show only slight increases, reflecting strengthened upfront investments and the decline in sales of New Year's card software.

(Millions of yen)

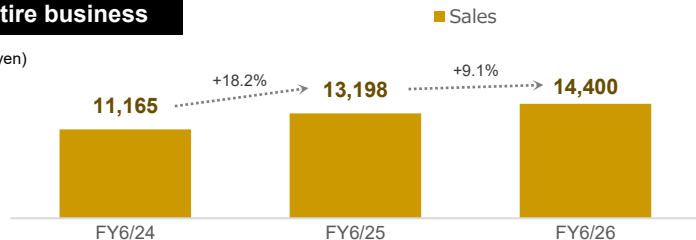
Sales by Business Segment	FY6/25 Sales Result	FY6/26 Sales Forecast	Pct. change %	Composition
<b>Software Development Business</b>	23,292	25,100	7.8%	96.5%
Business Solutions Unit	13,198	14,400	9.1%	55.4%
Embedded Solutions Unit	7,816	8,400	7.5%	32.3%
Product Solutions Unit	2,277	2,300	1.0%	8.8%
<b>Systems Sales Business</b>	866	900	3.9%	3.5%
<b>Total</b>	24,159	26,000	7.6%	100.0%



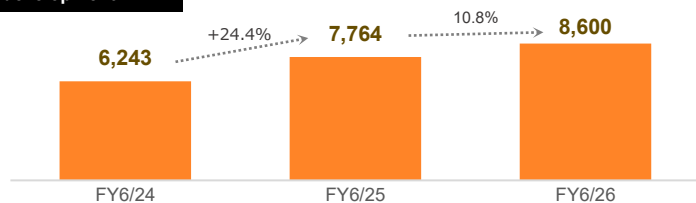
# Sales by Segment: Business Solutions Unit

## Entire business

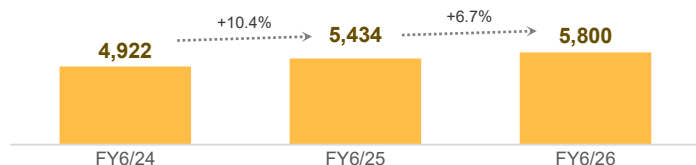
(Millions of yen)



## Business system development



## Operational support



**Net sales: 14,400 million yen**  
**YoY change: +9.1%**

### < Segment-wide performance >

IT investment is expected to continue growing steadily, and by responding appropriately to market changes and customer needs, the Company aims to achieve record-high results.

### ■ Business System Development

Amid market changes driven by the advancement of AI, the Company will pursue a proposal-based business model that works alongside customers, while entering high-demand fields to improve profitability.

### ■ Operational Support

In addition to expanding share among existing customers, the Company aims to expand its business by building services and solutions that leverage its strengths.



# Segment Priority Measures: Business Solutions Unit

## Priority measures

Focus on rebuilding the business model (side-by-side consulting, AI consulting, low-code development, agile development, etc.) to deliver new value to customers.

Establish a team of professionals specializing in financial business operations, one of the Company's strong fields.

In operational support, provide DX promotion support and solution services that help customers improve operational efficiency and enhance added value.

Expand development and operational structures for major telecommunications group companies, which are key customers.

Build cooperative structures with Group subsidiaries in both system development and operational support, and maximize synergies.

Improve estimation accuracy and strengthen project management capabilities.

Utilize regional bases as "Advanced Nearshore Development Centers" and expand orders from local companies.

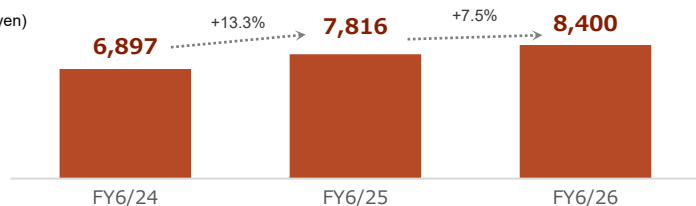




# Sales by Segment: Embedded Solutions Unit

## Entire business

(Millions of yen)

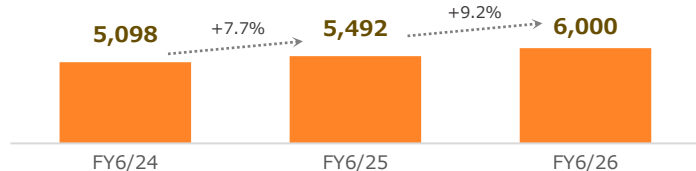


**Net sales: 8,400 million yen**  
**YoY change: +7.5%**

### < Segment-wide performance >

Although the automotive and semiconductor fields, which have driven growth, are expected to reach a plateau, the Company maintains a conservative outlook. Nevertheless, through business sophistication and the provision of services that integrate both development and verification, further increases in sales and profits are anticipated.

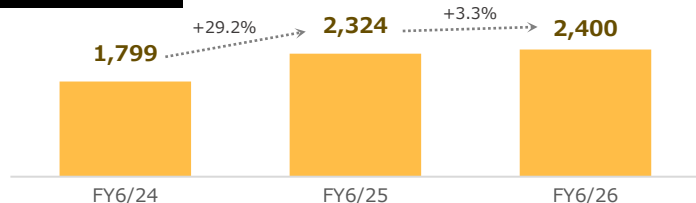
## Embedded system development



### ■ Embedded System Development

While maintaining existing businesses, the Company aims for steady growth by participating in functional safety operations for automotive systems, expanding into IoT device security, and entering non-automotive fields.

## Embedded system verification



### ■ Embedded System Verification

The Company will take verification a step further, expanding into new areas such as Dev/Ops, with the goal of evolving into a business that provides consistent quality services from upstream to downstream, thereby pursuing business expansion.

\* DevOps (Development & Operations): a methodology for continuously carrying out both software development and operations, enabling rapid development and delivery.



# Priority Measures by Segment : Embedded Solutions Unit

## Priority measures

Pursue expansion and stabilization in the automotive, IoT, and semiconductor fields through integrated proposals that combine both development and verification.㊟

In the automotive domain, in addition to infotainment (IVI, CDC-related) and ECU, aim to participate in new areas such as SDV (Software-Defined Vehicles) and functional safety.

Build track records by addressing domestic and overseas security regulations/standards projects, such as CRA for Europe and JC-STAR for Japan.

Expand business in the Chubu region, targeting automakers and major components manufacturers.

Establish a scheme to build quality in the upstream phase and verify quality in the downstream phase, and work to build track records in secured projects.㊟

Promote standardization of verification operations and automation utilizing AI and RPA, while also expanding into new verification domains such as business systems and industrial equipment.

In North America, where automotive-related business is steadily expanding, broaden the scope from IVI to ADAS to drive further growth.



# Priority Measures by Segment : Embedded Solutions Unit

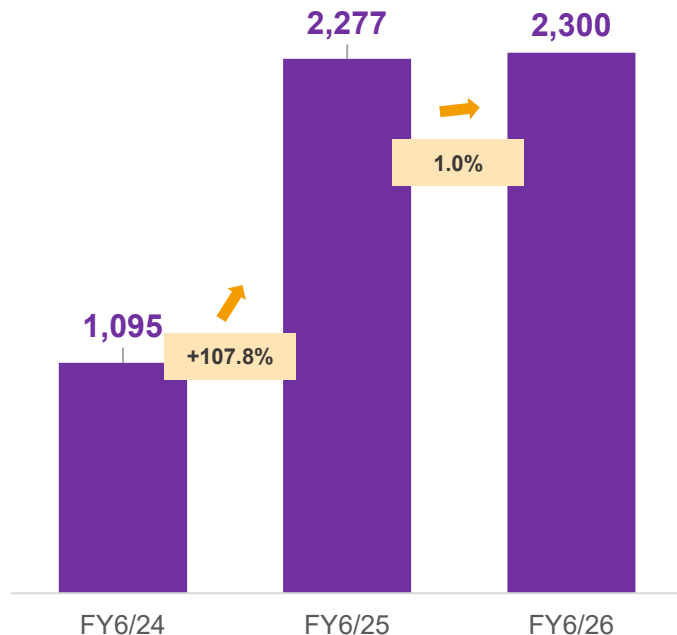
## Glossary

IVI (In-Vehicle Infotainment)	An integrated information and entertainment system that combines navigation, audio, smartphone connectivity, and internet access within the vehicle. Provides entertainment and information functions to improve convenience and comfort while driving.
CDC (Cockpit Domain Controller)	A central control unit that integrates and manages in-vehicle infotainment systems, driver assistance functions, and safety features around the driver's seat. Traditionally, multiple ECUs (Electronic Control Units) existed separately; the CDC consolidates these into a single platform, improving system efficiency, reducing costs, and enhancing the in-vehicle experience.
SDV (Software Defined Vehicle)	A next-generation concept of vehicles in which functions and performance can be modified or added through software. Unlike traditional hardware-defined functions, software updates via OTA (Over-The-Air) communication allow vehicles to evolve into "drivable smart devices."
ECU (Electronic Control Unit)	An onboard electronic control unit that manages various functions such as engine, braking, and power steering.
CRA (EU Cyber Resilience Act)	A regulation established by the European Union (EU) concerning cybersecurity, requiring hardware and software products to comply with security requirements throughout their entire lifecycle, from design to disposal.
JC-STAR (Japan Cyber-Security Technical Assessment Requirements)	A certification and labeling system in Japan based on technical cybersecurity requirements for IoT devices. A third party evaluates and certifies that a product meets certain security standards, and a label (mark) is granted to indicate the product is "secure."
ADAS (Advanced Driver Assistance Systems)	A collective term for technologies and functions aimed at improving vehicle safety and driver support. By using cameras and sensors, ADAS enables functions such as collision avoidance assistance, lane-keeping support, and traffic sign recognition, thereby reducing driver workload and preventing accidents.



# Sales by Segment: Product Solutions Unit

(Millions of yen)



## Net sales: 2,300 million yen

## YoY change: 1.0%

### < Segment-wide performance >

While the recurring revenue business is expected to progress steadily, sales and profits are projected to show only slight increases, reflecting upfront investments in new IoT security products and AI-related fields, as well as the impact of discontinuing New Year's card software sales.

#### ■ WebARGUS (Cybersecurity Product)

Drive growth in subscription license sales through new customer acquisitions among mid-sized companies, and expand sales of the ransomware countermeasure product that was fully launched in July. In addition, actively pursue the realization of market launch for the IoT version of WebARGUS.

#### ■ xoBlos (Operational Efficiency Product)

Responding to steady demand, strengthen the order-taking structure (sales and development staff) in FY2024 and aim to increase license sales and revenues through various initiatives.

#### ■ Other Products

Expand recurring revenue from the electronic contract service "DD-CONNECT" and increase orders for low-code development projects. For Jungle Inc., expand corporate product sales and aim for profit growth for the full year.



# Priority Measures by Segment : Product Solutions Unit

## WebARGUS

### Priority measures

In addition to large projects that require long lead times to contract, the Company is actively deploying the DSP (DIT Security Platform) for SMEs launched in FY2024, steadily building recurring revenue.

Alongside the expansion of proprietary security services, the Company will focus on increasing sales of its highly regarded vulnerability assessment service.

Through the expansion of “Sentinel WebARGUS,” a product launched in earnest in July that blocks file tampering in real time, the Company will help reduce damages from ransomware attacks.

Against the backdrop of trends in the European CRA and Japan’s JC-STAR, demand for the IoT version of WebARGUS—based on the concept of system resilience (self-detection and self-repair)—is rising. The Company is actively investing toward its commercialization and market launch.



# Priority Measures by Segment : Product Solutions Unit

xBlos

## Priority measures

Expand the number of customers through the introduction of low-priced starter packs, followed by upselling to increase licenses and revenues.

Provide training and technical support to existing customers and drive upselling to expand sales and profits.

Build expertise in side-by-side support for new customers, promoting continued use and horizontal expansion.

Prepare to launch new solutions, such as automation models incorporating AI technology, SaaS models for SMEs, and models for municipalities.



# Priority Measures by Segment : Product Solutions Unit

DD-CONNECT, DX Business, and Jungle Inc.

## Priority measures

Expand subscription licenses and SI services through large-scale orders for DD-CONNECT.

Leverage expertise accumulated in agile × low-code development to strengthen organizational capabilities and increase orders.

Enhance the development framework by making customer proposals and conducting PoC related to AI development × drone autonomous operation.

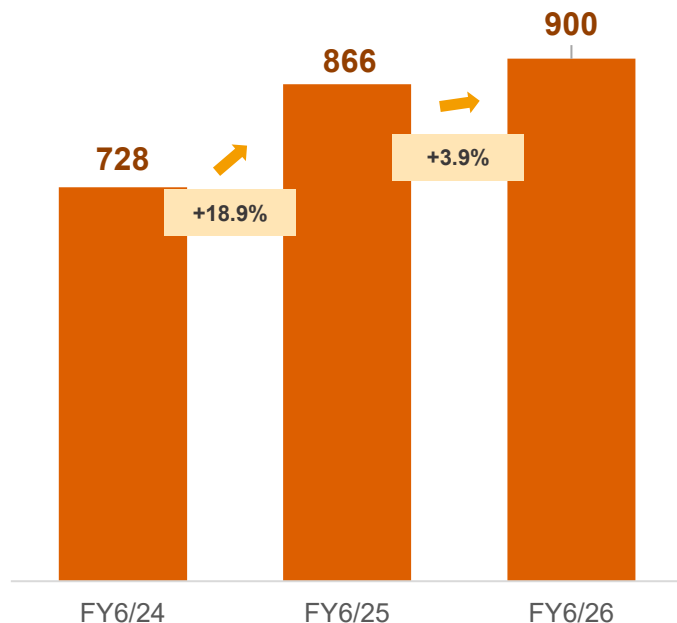
In southern Hokkaido, launch region-specific services that address local needs, such as AI-based diagnostics for aging water pipes, thereby contributing both to regional revitalization and social contribution.

While the termination of New Year's card software sales by Jungle Inc., a product sales subsidiary, will have some impact on sales, the effect on profits is expected to be offset. By strengthening the product lineup for corporate clients, the Company aims to secure profits at a level comparable to the previous year.



## Sales by Segment: Systems Sales Business

(Millions of yen)



**Net sales: 900 million yen**  
**YoY change: +3.9%**

### < Segment-wide performance >

While this will be a year of preparing for the future, the Company aims to stabilize the management of the Hokuriku (Toyama and Kanazawa) sales offices, which were opened in December last year through the acquisition of goodwill, and achieve higher sales and profits.

- Expand after-sales services for existing customers to secure revenues, while broadening business domains centered on recurring revenue cloud systems.

\* Systems Sales Business mainly sells Rakuichi, a core business support and management support system for small and medium-sized enterprises manufactured by CASIO HUMAN SYSTEMS CO., LTD.





## Priority Measures by Segment : Systems Sales Business

### Priority measures

At the Hokuriku offices, prioritize replacement sales to inherited customers.

Strengthen cross-selling of products and services such as multifunction devices, UTM, “Rakuraku Page,” and business phones, according to customers’ business environments.

Reinforce the sales structure to develop new customers, focusing on recurring revenue cloud systems, and implement proposal-based sales to capture whitespace opportunities among customers.

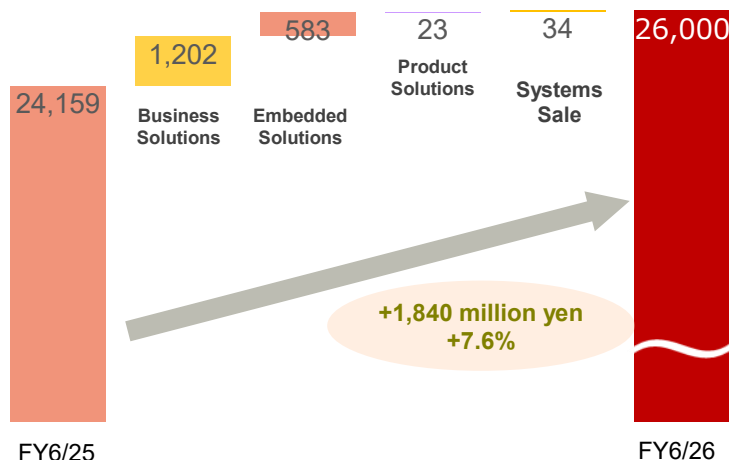


# Key KPIs (Net Sales / Operating Profit / Margin)

- The Business Solutions Unit, where demand remains strong, is expected to drive overall sales growth.
- Profit margins, however, are expected to decline due to the impact of various upfront investments.

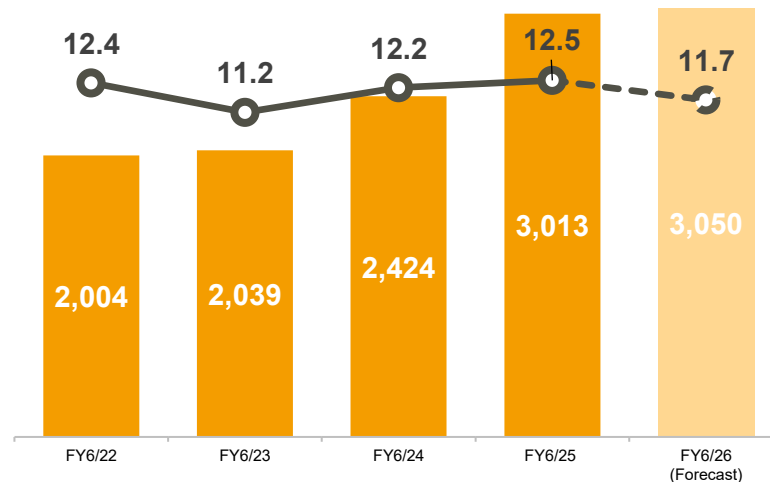
## Net sales

(Millions of yen)



## Operating profit/Operating profit margin

Operating profit (million yen)    Operating profit margin (%)

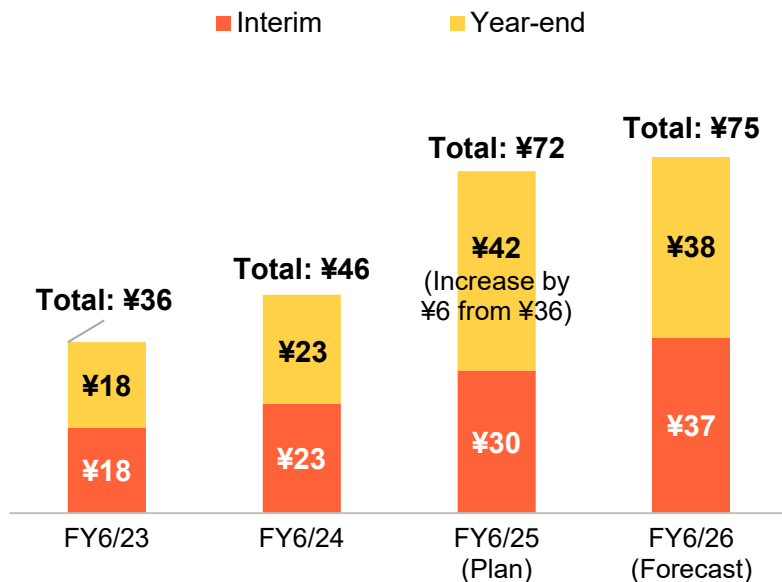




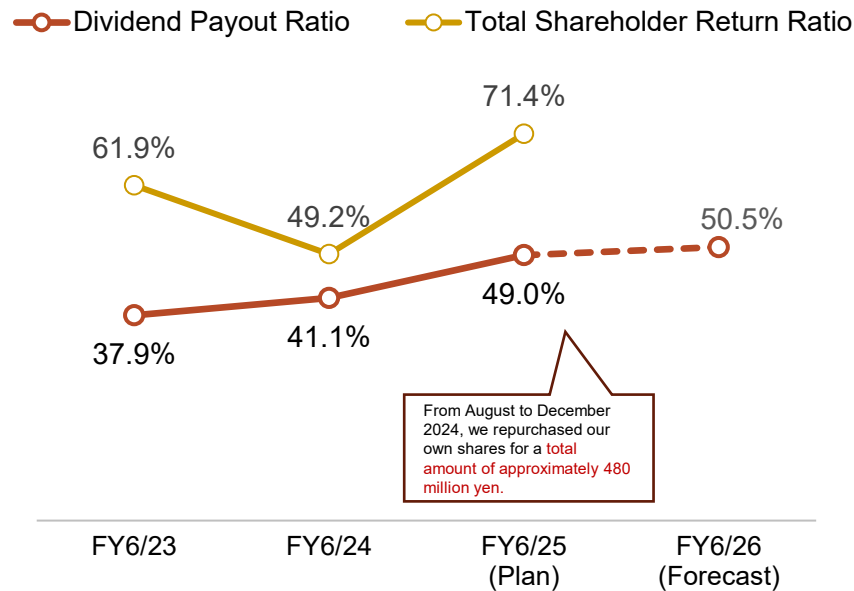
# Shareholder Returns

- For FY6/25, reflecting net income exceeding expectations, the Company increased the year-end dividend and plans to pay an annual dividend of 72 yen.
- For FY6/26, the Company forecasts an annual dividend of 75 yen. Management will continue to place importance on proactive shareholder returns, including share buybacks.

## Annual Dividend per Share



## Dividend Payout Ratio and Total Shareholder Return Ratio





**1 ——— FY6/25 Financial Report**

**2 ——— FY6/26 Business Forecasts**

**3 ——— Vision for 2030 and  
Update of Medium-Term Management Plan Targets**

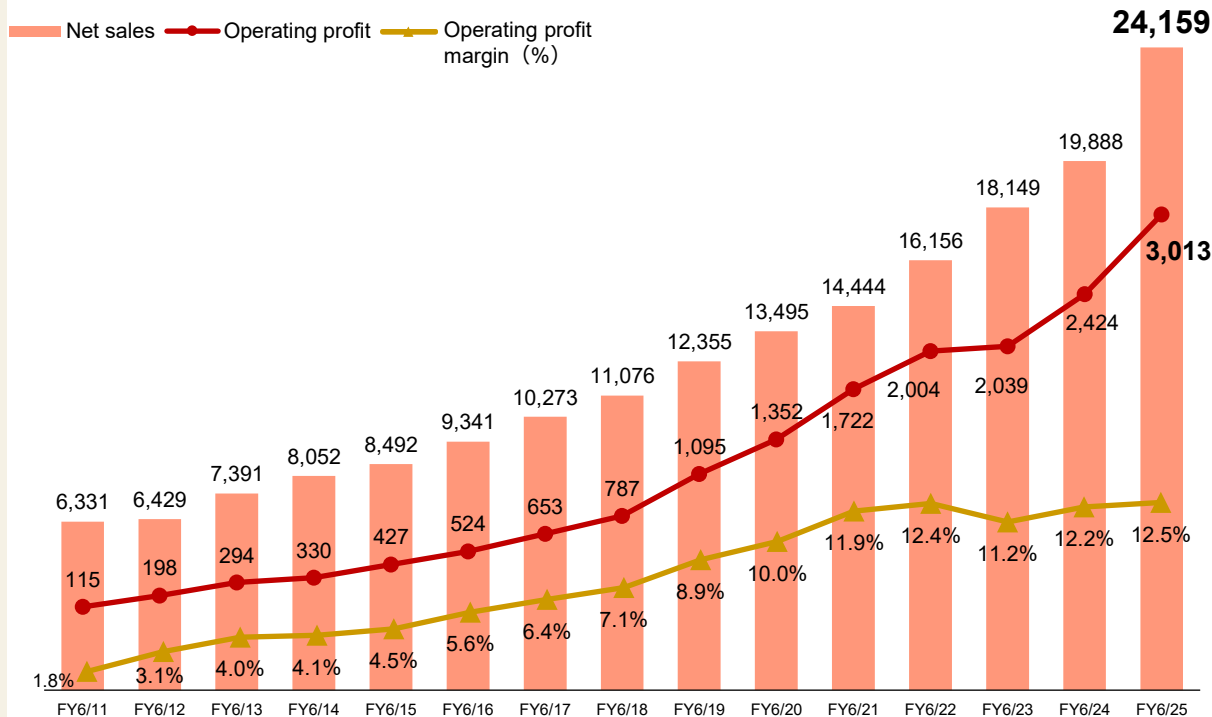
**4 ——— Appendix**



## Performance Trends

**Achieved 15 consecutive years of higher sales and profits.**

- Realized substantial growth by capturing robust demand and executing M&A
- Reaching a level that nearly achieved the medium-term plan targets formulated last year about one year ahead of schedule.





# Update of Medium-Term Plan Targets

In line with strong business performance, the FY6/26 targets (current fiscal year) have been revised upward.

FY6/27 targets are maintained on a provisional basis due to uncertain demand conditions at present (non-financial indicators remain unchanged).

## Financial targets

	FY6/25 Result	Numerical targets (KPI)	
		FY6/26	FY6/27
Net sales	<b>24.1 billion yen</b> (Initial target: 22 billion yen)	<b>26 billion yen</b> (Former target: 24.2 billion yen)	<b>26.7 billion yen</b> (Unchanged)
Operating profit	<b>3.01 billion yen</b> (Initial target: 2.6 billion yen)	<b>3.05 billion yen</b> (Former target: 2.87 billion yen)	<b>3.2 billion yen</b> (Unchanged)
Operating profit margin	<b>12.5%</b> (Initial target: 11.8%)	<b>11.7%</b> (Former target: 11.9%)	<b>12.0%</b> (Unchanged)
ROE	Maintain <b>25% or higher</b>		
Dividend payout ratio	<b>50% or higher</b>		

## Non-financial targets (FY6/27)

Ratio of women in managerial positions | **20% or higher**

Number of newly acquired advanced IT qualifications | **Double**

Attendance ratio of purpose-related training | **100%**

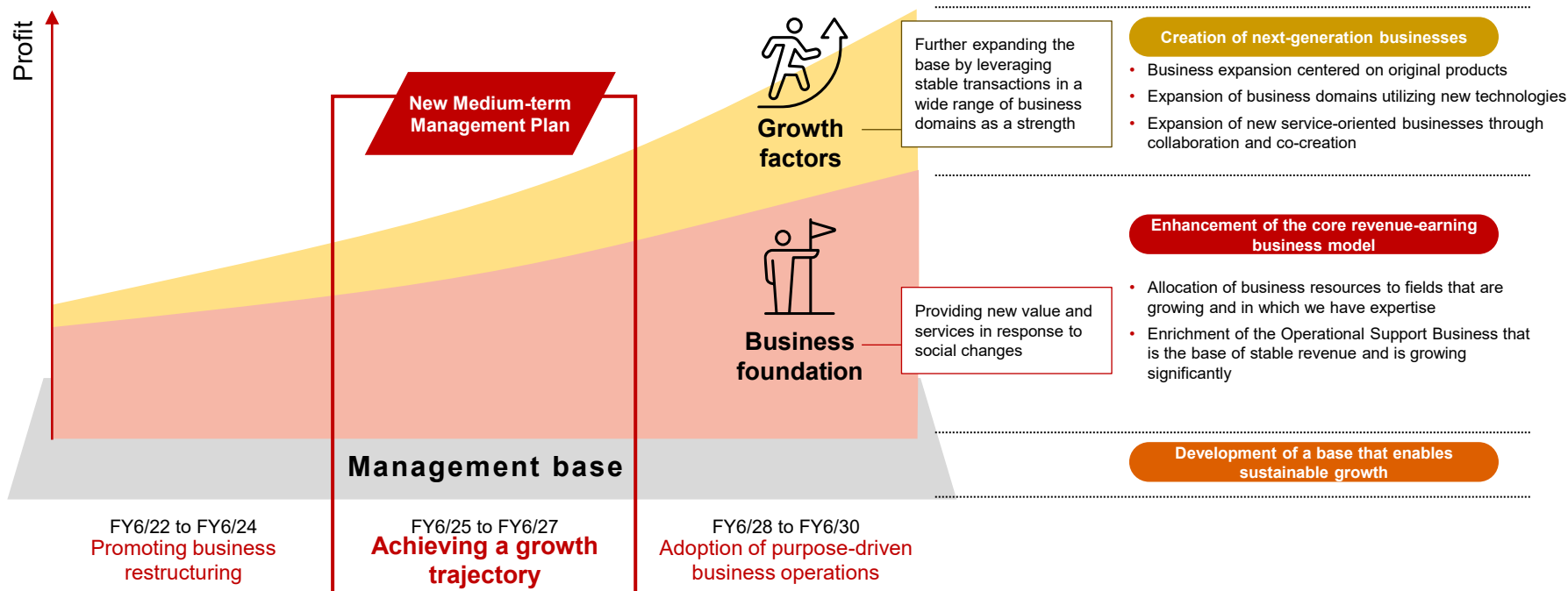
Increase in "AAA" human resources

\*Achieve through the utilization of a target management system and talent management tools



# Medium-to-Long-term Growth Model

We will further strengthen the “2-axis business promotion,” which has supported growth up to the present time, and promote further expansion of our business foundation and the provision of new value and services.





# Strategy 1: Business Foundation

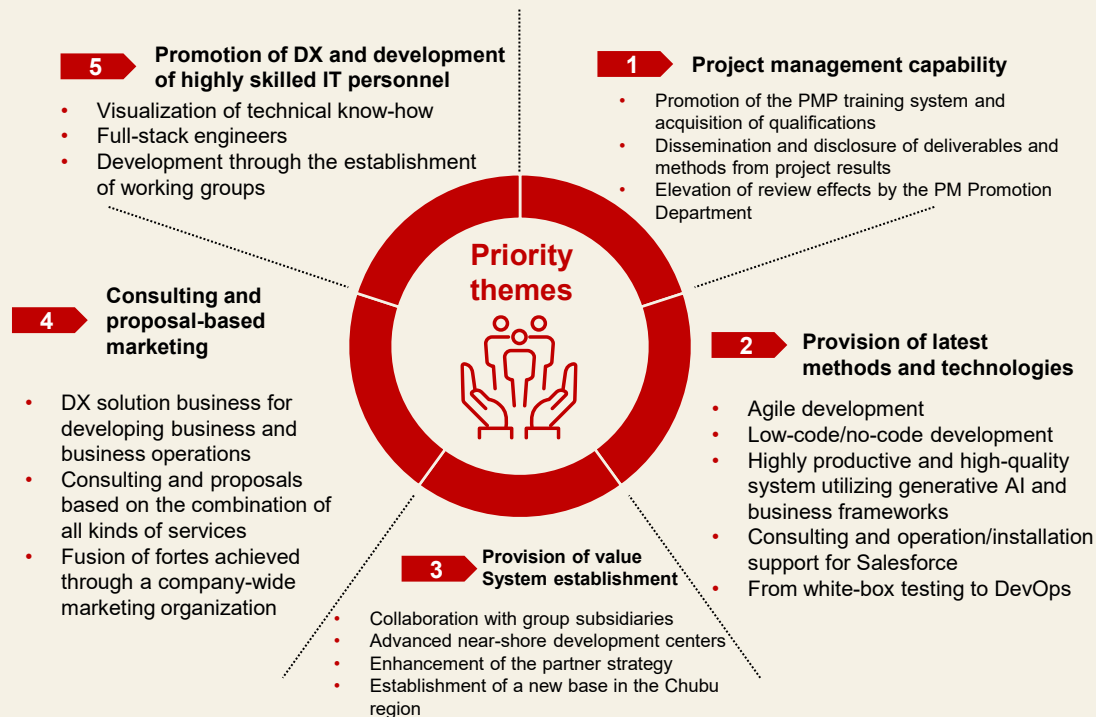
Further elevate the capability to co-create value and market competitiveness to reinforce the core revenue-earning business model

## Acknowledged challenges from the previous Medium-term Management Plan

- I** Shift to a service proposal-based business model
- II** Strengthening frontline capabilities through investments in human resources
- III** Capability to solve social issues through the promotion of digital reform



## Keywords from measures addressing priority themes







## Strategy 2: Growth Factors

Swiftly grasp the constantly evolving digitalized society to grow the Merchandise Business early and create next-generation business

**Acknowledged challenges from the previous Medium-term Management Plan**

**IV** Improvement of responsiveness to changes in trends and new technologies

**V** Acceleration of growth of the Merchandise Business by enhancing our product appeal which captures the needs of the market

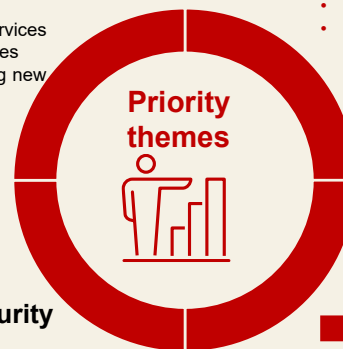
### Keywords from measures addressing priority themes

#### 4 Next-generation business based on new technologies/services

- Contract for the resale of a generative AI environment
- Proposal combining IoT and data science technologies
- Creation of new products and new services through synergy with group subsidiaries
- Plan for an in-house event for creating new businesses

#### 1 Pursuit of added value through generative AI

- Establishment of a new R&D Division
- Elevation of productivity during system development and testing processes
- Streamlining of back-office work
- Training of prompt engineers and Python engineers



#### 3 Expansion of the security domain

- Provision of original services for platform assessment and vulnerability diagnosis
- Expansion of line-up matching customer needs
- Acquisition of new clients through outbound sales
- Expansion of the business domain to include embedded devices
- Provision of solutions for protecting the container operation environment

#### 2 Expansion of the DX business field

- Reinforcement of the support system for xoBlos
- Creation of a package encompassing xoBlos services
- Reinforcement of the alliance with other companies (provision of OEM and services)
- Model for direct sale of electronic contracts to municipalities
- Enhancement of support for agencies



## Strategy 3: Management Base

Respond to all kinds of changes in the environment to establish a management base that allows for sustainable growth

### Acknowledged challenges

- VI Further reinforcement of the management base that will allow for sustainable growth
- VII Promotion of ESG initiatives
- VIII Clarification of fields for investment for growth and actual investments



Set up company-wide committees to launch initiatives focusing on priorities.





# M&A Strategy

Proactively engage in M&A to achieve “Challenge 500.”

(Net sales of 50 billion yen and operating income of 5 billion yen by FY6/30)

## Role of M&A

Further reinforce the fusion of “**Business foundation**,” “**Growth factors**,” and “**Strengthening our management base**.”

### Business foundation

- Upgrade of existing businesses
- Cross-selling and upselling utilizing the sales channels of existing businesses

### Growth factors

- Development of new sales channels
- Enhancement of marketing know-how, product planning and selling capability
- Acquisition of cutting-edge technologies and know-how for specialized business operations

### Strengthening our management base

- Hiring excellent engineers
- Elevation of employee awareness

Achieve a **Win-Win** relationship for both the M&A target company and DIT stakeholders.

## Achievements and vision



		Company (business unit)									
		BS	eB	SB	ES	NN	QE	EM	xoB	ITS	DX
Business domains	Business Solutions Unit	Business system development	●	●		●		●			
		Operational support		●							
	Embedded Solutions Unit	Product development			●	●					
		Product verification					●				
	Product Solutions Unit	Original product							●	●	●
		System sales						●			

System Products Co., Ltd  
システム・プロダクト株式会社

Field to be further reinforced

SIMPLISM.INC

Field to be further reinforced

DIT AMERICA, LLC.  
Digital Information Technologies Corporation

DIT マーケティングサービス株式会社  
DIT Marketing Services Co., Ltd.

**Jungle**

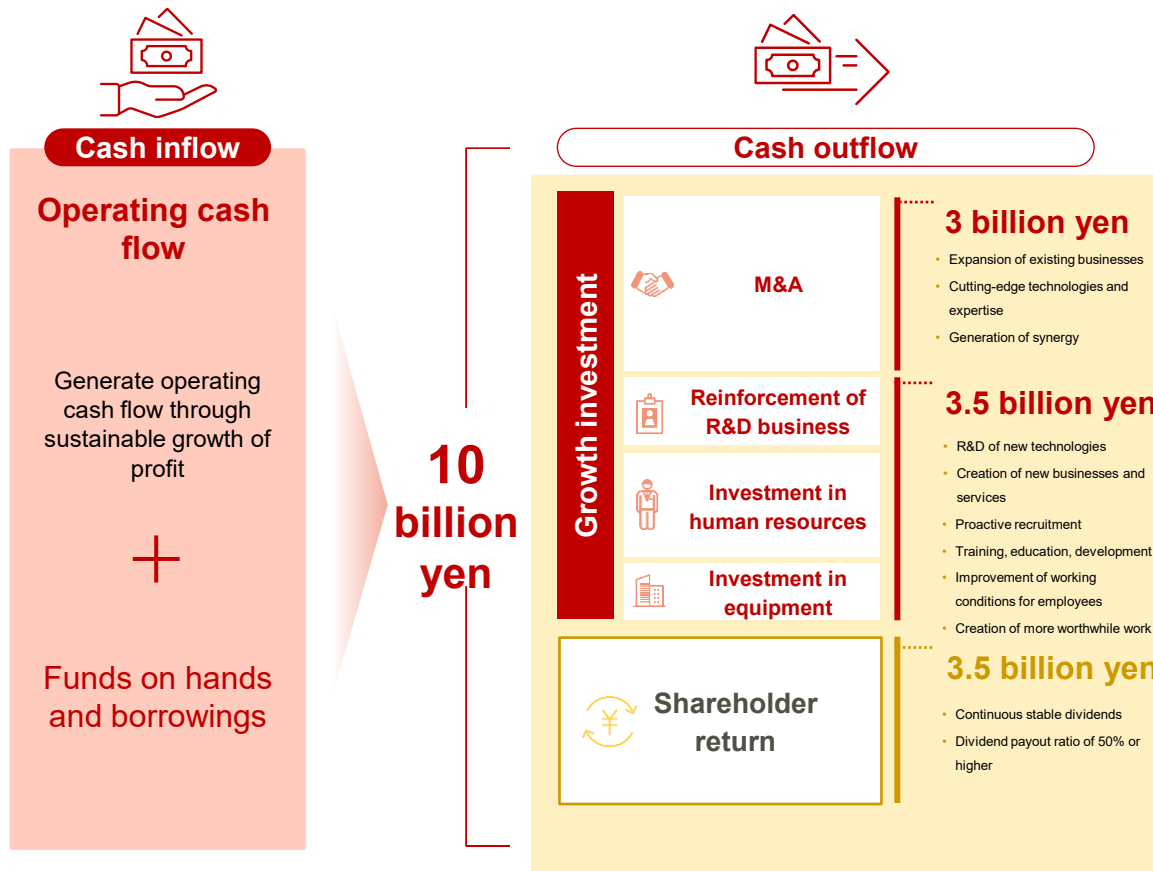
Field to be further reinforced

DIT マーケティングサービス株式会社  
DIT Marketing Services Co., Ltd.



# Cash Allocation

- Make proactive investments for growth from the medium/long-term perspective to work toward continuous elevation of value.
- As for shareholder return, we will raise the target dividend payout ratio to 50% or higher, stably provide dividends and comprehensively consider and discuss increase of dividends.
- Take into account the market environment, etc. to make judgment concerning acquisition of treasury stocks.





# Purpose

Our company will grow as one team by expressing the linkage between our corporate philosophy and the reason for our existence in the purpose in the New Medium-term Management Plan.

## Purpose

**Enrich people's lives** by supporting <sup>Digital</sup>the digitized society (changes) that <sup>Information Technology</sup>continues to “evolve” with **the power of IT** (responsiveness).

## Mindset that DIT values

**Provide value that can adapt to changes of the times**

### - Enhance Customer Value !

#### **We value the responsiveness to changes.**

Responsiveness to changes means that we will not be content with the status quo, but always take on challenges because of a sense of urgency that we will easily get left behind the times if we do not take measures to adapt to changes as the world keeps changing.

We will engage in businesses and provide services that can adapt to changes in the current of the times and the trend in technology.

As the immediate step, we will clarify the direction that we will move in by developing a long-term vision that can accommodate changes, such as development of innovative technology including generative AI, the aging society with a declining birthrate and a decrease in the working population, and work style reforms and diversifying lifestyles, and strive for continuous growth.

We believe that our mission is to contribute to society and enrich the lives of our stakeholders from all walks of life by achieving the aforementioned.



The Company will continue to pursue its 2030 Vision under the slogan:  
“Aiming to Break 50, 50, and 50!”

## Three 50s

Net sales

**50** billion

Operating profit

**50** hundred million

Dividend payout ratio

**50** %

**Aiming to Break 50, 50, and 50!**



# Management Targets

## Challenge 500

## Challenge to sales of 50 billion yen !

Results in FY6/24		Targets for FY6/30 Including new businesses, M&A, etc.
Net sales	19.8 billion yen	Over 50 billion yen
Operating profit	2.42 billion yen	Over 5 billion yen
		From FY6/25 onward
Dividend payout ratio	41.1%	Over 50%

- 1 ——— **FY6/25 Financial Report**
- 2 ——— **FY6/25 Business Forecasts**
- 3 ——— **Vision for 2030 and  
Update of Medium-Term Management Plan Targets**
- 4 ——— **Appendix**



# Corporate Data



Trade name:	Digital Information Technologies Corporation
Establishment:	January 4, 2002
Contents of business:	Development of business systems, development and verification of embedded systems, system operation services, sales of in-house developed software, and system sales business
Location of head office:	5F, FORECAST Sakurabashi, 4-5-4 Hacchobori, Chuo-ku, Tokyo
Capital stock:	453,156 thousand yen (As of June 30, 2025)
Fiscal year end:	June 30
Number of employees	1,642 (non-consolidated: 1,322) (As of June 30, 2025)
	Satoshi Ichikawa, Representative Director and President
Directors:	4 other internal directors and 4 outside directors 1 full-time auditor and 2 outside auditors (As of June 30, 2025)
Group companies:	DIT Marketing Service Co., Ltd., DIT America, LLC., simprism inc., System Products Co.,Ltd., Jungle, Inc.



March 2004: Joined the Company  
 July 2007: Executive Officer, General Manager, Corporate Planning Division  
 July 2010: Executive Officer, General Manager of Business Division  
 September 2012: Director and Executive Director, General Manager of Corporate Planning Department and Product Planning and Development Department  
 July 2015: Managing Director, General Manager of Business Division  
 July 2016: Representative Director and Senior Managing Executive Officer  
 July 2018: Representative Director and President


**JPX-NIKKEI Mid Small**
**Included in the JPX-Nikkei Mid and Small Cap Index\* for FY2024**

\* This index is applicable from August 30, 2024, to August 28, 2025.

# Domestic and Overseas Development Bases and the Number of Employees

## Hakodate Branch, DX Business Laboratory (4 employees)

379-32, Kikyo-cho, Hakodate-shi, Hokkaido  
(Other: Hokuto AI Satellite)



## East Japan Center (13 employees)

4-6-1 Hayaoka, Miyagino-ku, Sendai-shi, Miyagi



## Osaka Office

**(228 employees)**

1-5-16 Edobori, Nishi-ku, Osaka-shi  
(Other: Osaka Development Center)



## Head Office

**(733 employees)**

4-5-4, Hatchobori, Chuo-ku, Tokyo  
(Other: Hacchobori Satellite Office)



## DIT Marketing Services (63 employees)

2-10-2, 9F, Nihon Seimei Otowa Building, Otowa, Bunkyo-ku, Tokyo  
(Other: Yokohama, Kimitsu, Makuhari, Takasaki, Shizuoka Office)



## Ehime Office (79 employees)

7-1-21, Mibancho, Matsuyama-shi, Ehime



## Kawasaki Office (265 employees)

1-2-4, Sunago, Kawasaki-ku, Kawasaki-shi, Kanagawa



## simplism inc. (106 employees)

1-13-8, Yoyogi, Shibuya-ku, Tokyo  
(Other: Tachikawa Office)



## JUNGLE, Inc. (8 employees)

2-2-1 Kanda Nishiki-cho, Chiyoda-ku, Tokyo



©GENKOSHA Co./Harunori Noda

## System Products Co., Ltd. (90 employees)

4-4-9, Nihonbashi-Hongokuchō, Chuo-ku, Tokyo

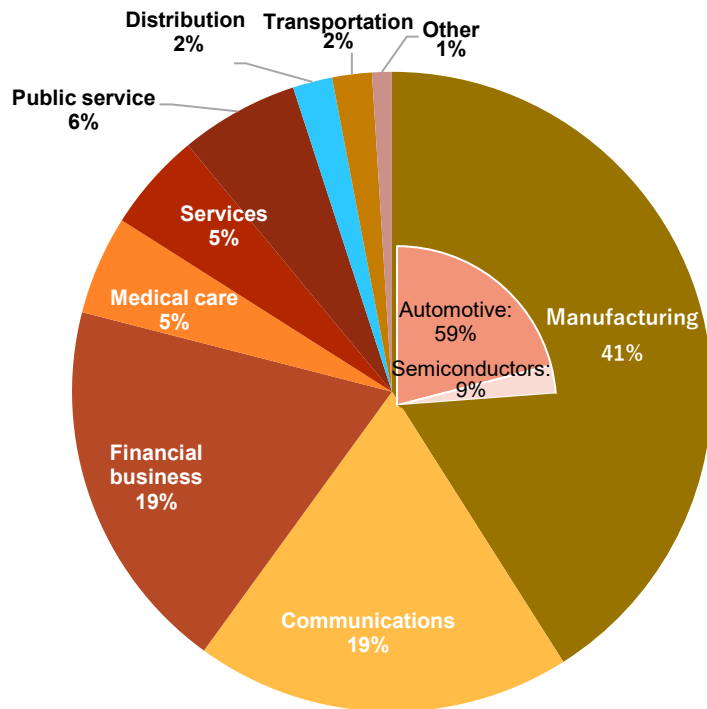


**DIT America**  
**(53 employees)**

# Customer Base



## Sales Composition by Industry



### ■ DIT Group has approx. 2,900 customer companies

- Major customers include listed companies and their affiliates in the Software Development Business and SMEs in the Systems Sales Business.

### ■ Sales Composition by Industry in the Software Development Business (left chart)

- Including information systems subsidiaries, sales for end users accounted for 80% of total sales.



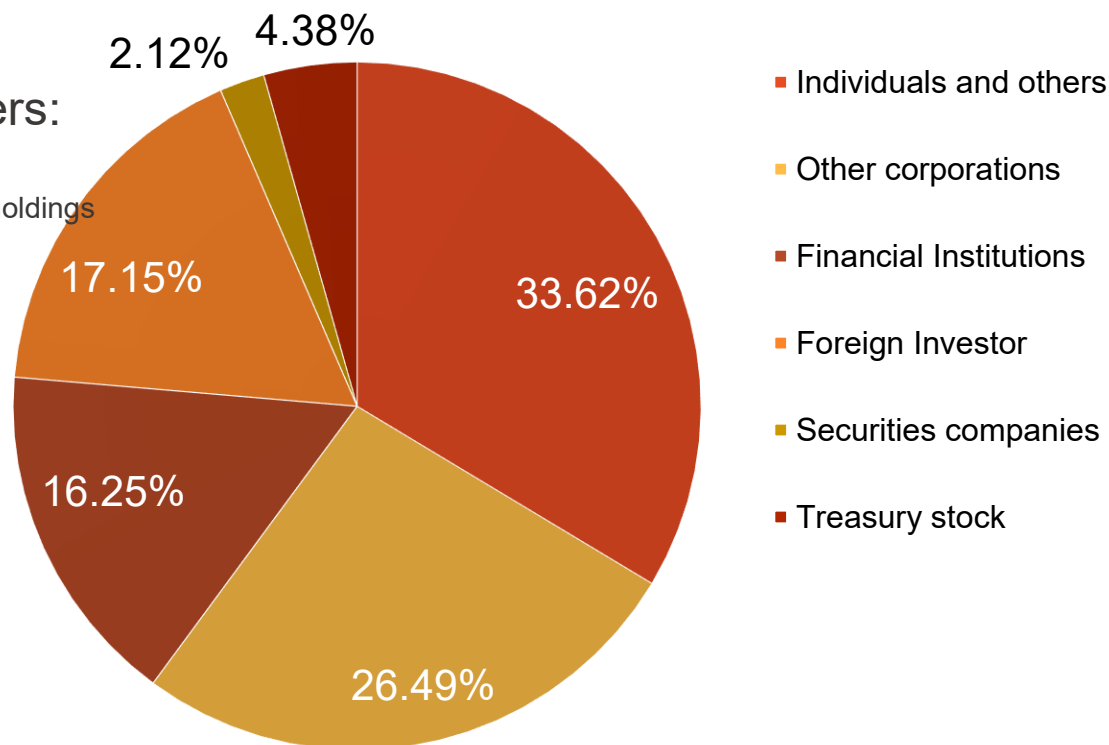
# Shareholder Composition

End of Jun. 2025

Number of shareholders:

4,239 persons

\*The graph is based on number of holdings





# Initiatives toward sustainability

- Contribute to sustainable society by promoting the DX of society in core businesses and solving social issues by introducing original products.
- Set up a Sustainable Committee and engage in activities to achieve the purpose of “enriching people’s lives.”

## Relevant SDGs



### Addressing social issues through original products

- Solve social issues by introducing security products (WebARGUS), products related to the work style reform (xoBlos) and products for paperless business operation (DD-CONNECT).

WebARGUS xoBlos DD-CONNECT

### Environmental conservation

- Promote in-house shift to paperless administration, and visualize the amount of used electricity and paper.
- Disclose TCFD initiatives.
- Consider collaboration with municipalities in the blue carbon business.



### D&I

- Improve the ratio of women in managerial positions.
- Recruit and promote capable persons regardless of gender, nationality, etc.

### Elevation of well-being

- Develop a comfortable working environment compatible with diverse workstyles, and create worthwhile work.
- Enrich employee benefits and encourage health-oriented management.
- Promote initiatives for hearing the voices of employees.
- Invest for elevating human value.
- Improve working conditions of employees.

### Regional revitalization

- Revitalize regions by creating employment in the countryside.
- Engage in activities contributing to the region such as volunteering and participation in local events (in the district where the headquarters is located).



### Corporate governance

- Revise the system for the compensation for executives.
- Make information disclosure transparent and enriched.
- Reinforce the governance of group companies.

### Risk management

- Elevate quality by continuously revising BCP.
- Reinforce measures against cyber risks.



**Contact information:**

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**IR Division, Corporate Planning Division**  
**TEL: 03-6311-6532 FAX: 03-6311-6521**  
**E-mail: [ir\\_info@ditgroup.jp](mailto:ir_info@ditgroup.jp)**

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- The information provided in this presentation contains forward-looking statements. These forward-looking statements are based on current expectations, estimates and assumptions that involve risks. These statements are subject to uncertainties that could cause actual results to differ materially from those described in these statements.
- Such risks include, but are not limited to, general domestic and international economic conditions, such as general industry and market conditions, interest rate and currency exchange rate fluctuations.
- We shall not be obligated to update or revise any forward-looking statements contained in this report, even if there is any new information or future events.