



ID Holdings Corporation
April 1, 2025 – June 30, 2025
Financial Results Presentations

President, Representative Director
and Group CEO
Masaki Funakoshi

TSE Prime Market
Code

4709

Our website can be
accessed from the
QR Code.



August 14, 2025

Net Sales **¥9,672 million** (+14.0% YoY)



⊕ Application development, IT infrastructure and cybersecurity* trended firmly.

Operating Income **¥1,009 million** (+38.3% YoY)

Operating Income Margin **10.4%** (+1.8P YoY)



⊖ Returns to employees increased, as did expenses for strategic investment in personnel training and retention.

⊕ Growth in net sales and decline in amount of amortization of goodwill

* Beginning in FY2025, the service formerly named “software development” is renamed “application development” and the service formerly named “cybersecurity, consulting and training” is split into two services, “cybersecurity” and “consulting and training”. The changes in service names do not entail any change in operational content of the services.

Financial Results (Consolidated)

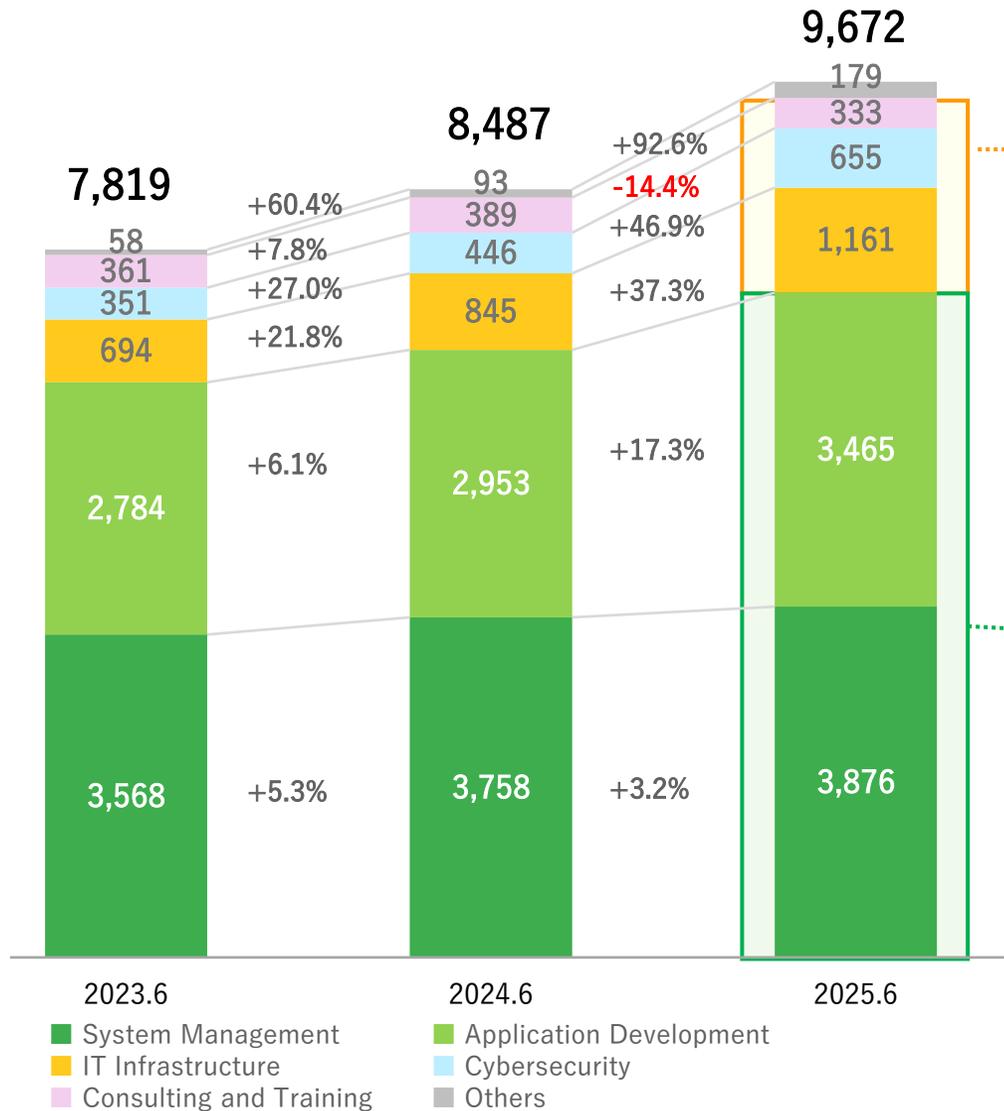
(¥ million)	2024.6		2025.6		2025.6	
	Results	(% of net sales)	Results	(% of net sales)	Diff.	YoY
Net sales	8,487	-	9,672	-	1,185	+14.0%
Cost of sales	6,502	76.6%	7,086	73.3%	584	+9.0%
Gross profit	1,984	23.4%	2,585	26.7%	601	+30.3%
SG&A expenses	1,255	14.8%	1,576	16.3%	321	+25.6%
EBITDA ¹	893	10.5%	1,104	11.4%	210	+23.6%
Operating income	729	8.6%	1,009	10.4%	279	+38.3%
Ordinary income	799	9.4%	1,012	10.5%	212	+26.6%
Net income attributable to owners of parent	451	5.3%	622	6.4%	170	+37.8%
Earnings per share (EPS) (¥)	26.97	-	37.02	-	10.05	-
EPS before amortization of goodwill ² (¥)	33.60	-	40.02	-	6.42	-

¹ EBITDA = Operating income + Depreciation + Amortization of goodwill

² EPS before amortization of goodwill = (Net income attributable to owners of parent + Amortization of goodwill) ÷ Interim average number of shares

Net Sales by Service

(¥ million)



Focus areas
¥2,150 million (+27.9% YoY)

Consulting and Training (Share of net sales: 3.4%)
⊖ Conclusion of projects with some customers and reduction in order acceptance for training

Cybersecurity (Share of net sales: 6.8%)
⊕ Expansion in order acceptance from public-sector-related and various other customers as well as capture of new, high-margin projects

IT Infrastructure (Share of net sales: 12.0%)
⊕ Capture of new projects and expansion of transactions with finance- and energy-related customers and with major IT vendors

Base areas
¥7,342 million (+9.4% YoY)

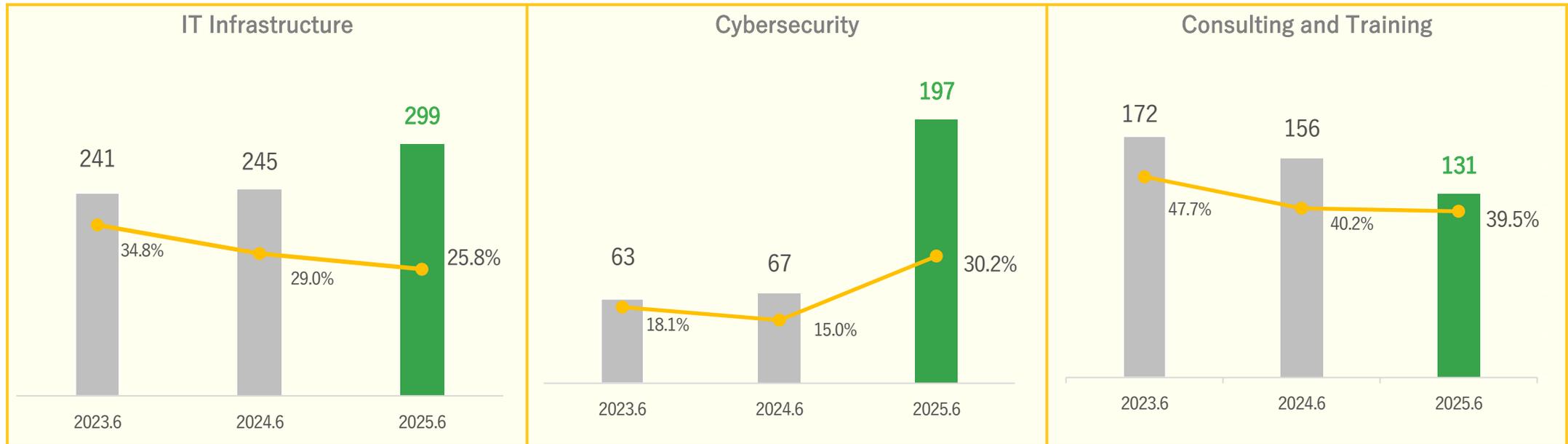
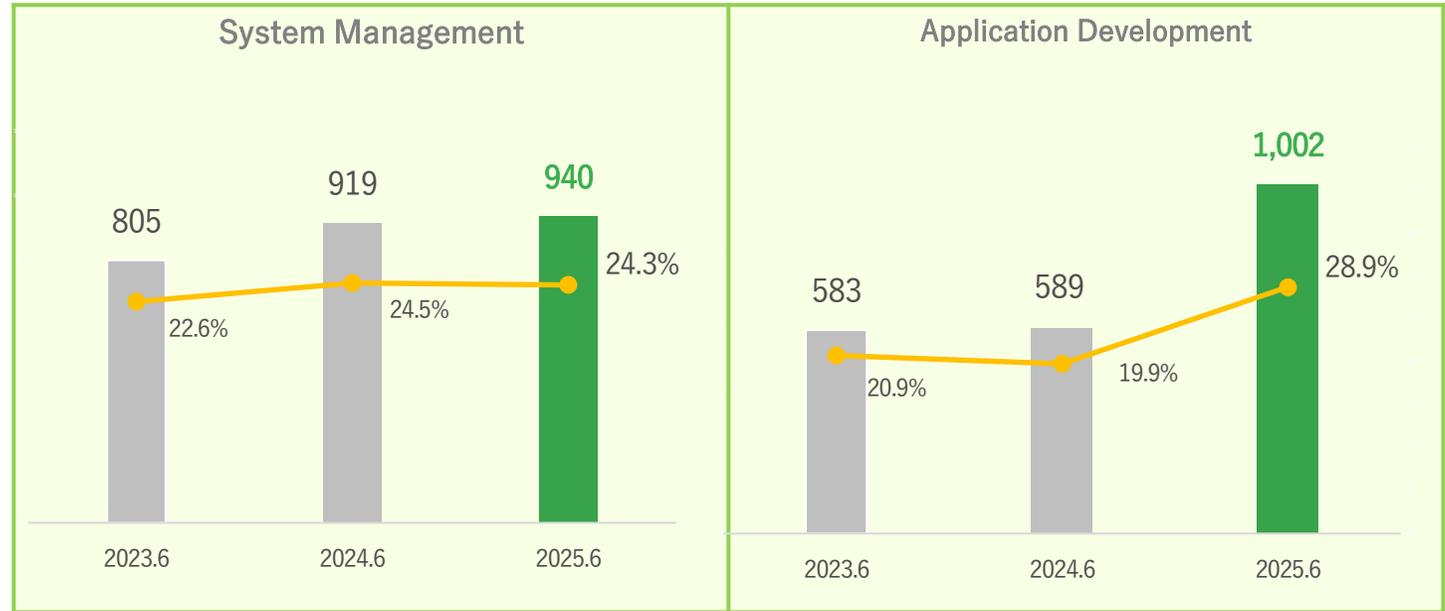
Application Development (Share of net sales: 35.8%)
⊕ Expansion in order acceptance from customers related to finance, energy and manufacturing as well as expanded transactions with major IT vendors as a result of strengthened sales efforts
⊕ Revision of prices to optimize price structures

System Management (Share of net sales: 40.1%)
⊕ Expansion in order acceptance from finance-related customers and major IT vendors
⊖ Downsizing of some projects

Change or Die!

Gross Profit by Service

■ Gross profit (¥ million)
 — Gross profit margin

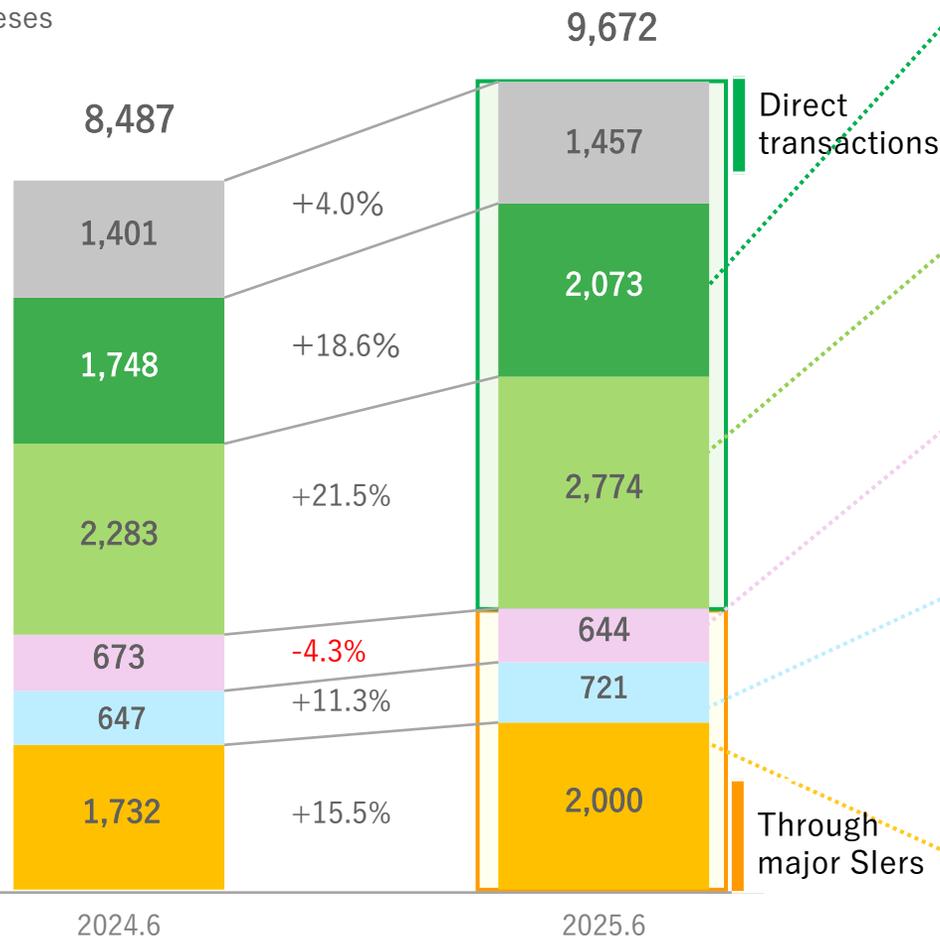


Change or Die !

Net Sales by Strategic Alliances

The ID Group secures a stable earnings base by maintaining a balance between direct contracts (about 60%) and projects through major Slers (about 40%).

(¥ million)
Figures in parentheses



Major Customers (Non-Finance) (Share of net sales: 21.4%)

- ⊕ Acceptance of orders for multiple new projects from energy-related customers
- ⊕ Acceptance of orders for application development projects from manufacturing-related customers

Major Customers (Finance) (Share of net sales: 28.7%)

- ⊕ Expansion of acceptance of orders for transfer and construction of cloud platforms
- ⊕ Acceptance of orders for major projects in application development and IT infrastructure

Strategic Partners (Share of net sales: 6.7%)

- ⊖ Conclusion of projects in application development, etc.

Hitachi Group (Share of net sales: 7.5%)

- ⊕ Expansion of order acceptance in application development, IT infrastructure, etc.

IBM Group (Share of net sales: 20.7%)

- The figures in parentheses in the graph indicate the share of net sales.
- ⊕ Acceptance of orders for multiple new projects in IT infrastructure
- ⊕ Expansion of acceptance of orders for application development projects from energy-related customers
- ⊕ Acceptance of orders for new security projects from public-sector-related customers

Company	2024.6	2025.6	Share (%)
IBM Japan (development projects)	422	621	6.4%
MI Digital Services (operational projects)	499	449	4.6%
Kyndryl Japan (operational projects)	810	930	9.6%

Change or Die!

Legend: IBM Group (Yellow), Hitachi Group (Light Blue), Strategic Partners (Purple), Major Customers (Finance) (Light Green), Major Customers (Non-Finance) (Dark Green), Others (Grey)

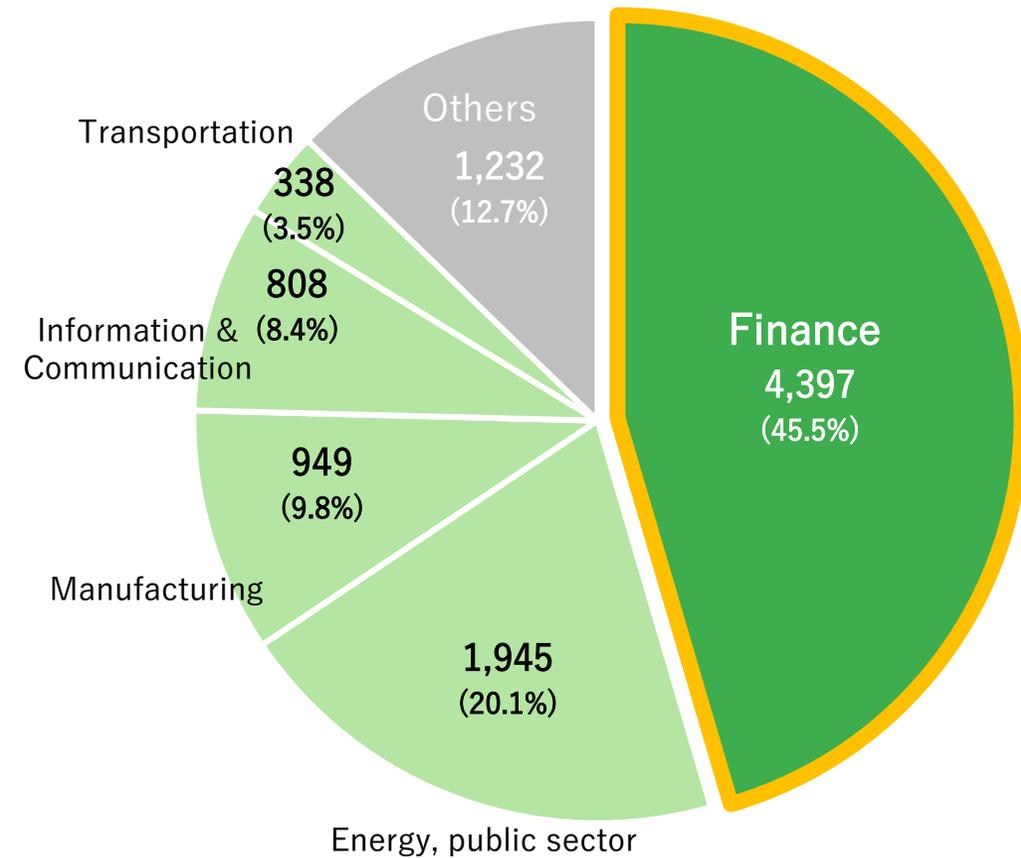
Note: Beginning in the fiscal year under review, accounting categories are changed for some customers. Net sales in the previous fiscal year are calculated based on categories after the change.

Net Sales Composition by End-user Industry

Transactions with the financial sector account for about **50%** of net sales.

(¥ million)	2025.6	(% of net sales)	YoY	
Finance	4,397	45.5%	+503	+12.9%
Energy, public sector	1,945	20.1%	+358	+22.6%
Manufacturing	949	9.8%	+131	+16.1%
Information & Communication	808	8.4%	+110	+15.8%
Transportation	338	3.5%	-35	-9.5%
Others*	1,232	12.7%	+117	+10.5%
Total	9,672	100.0%	+1,185	+14.0%

(¥ million)
 Figures in parentheses indicate % of net sales



*"Media", "Healthcare", "Construction, Real estate", "Wholesale, Retail, Restaurants", etc.
 Note: Accounting categories may be changed according to status of corporate clients.
 (Net sales in the previous fiscal year are calculated based on categories after the change.)

Operating Income Analysis (YoY)

	2024.6	2025.6		Main Reasons in Changes
(¥ million)	Results	Results	Diff.	
Gross profit	1,984	2,585	+601	<ul style="list-style-type: none"> • Increase in net sales +1,185 • Increase in cost of sales +584 <ul style="list-style-type: none"> -Subcontract expenses +423 -Labor cost +95 -Purchases +63
SG&A expenses	1,255	1,576	+321	<ul style="list-style-type: none"> • Increase in personnel cost +290 <ul style="list-style-type: none"> -Advancing returns to employees • Increase/decrease in other expenses +31 <ul style="list-style-type: none"> -Increase in strategic investment to train and secure personnel -Decrease in amortization of goodwill <p style="text-align: right;">etc.</p>
Operating income	729	1,009	+279	

Change or Die !

(¥ million)

Main Factors

- Cash and deposits decreased -483
- Accounts receivable –trade decreased -475
- Investment securities increased +121

2025.3

Assets	22,490	Liabilities	8,874
Net assets		13,615	

2025.6

Assets	21,336	Liabilities	7,762
Net assets		13,573	

Main Factors

- Income taxes payable decreased -1,045
- Provision for bonuses decreased -610
- Other current liabilities increased +479
- Contract liabilities increased +114

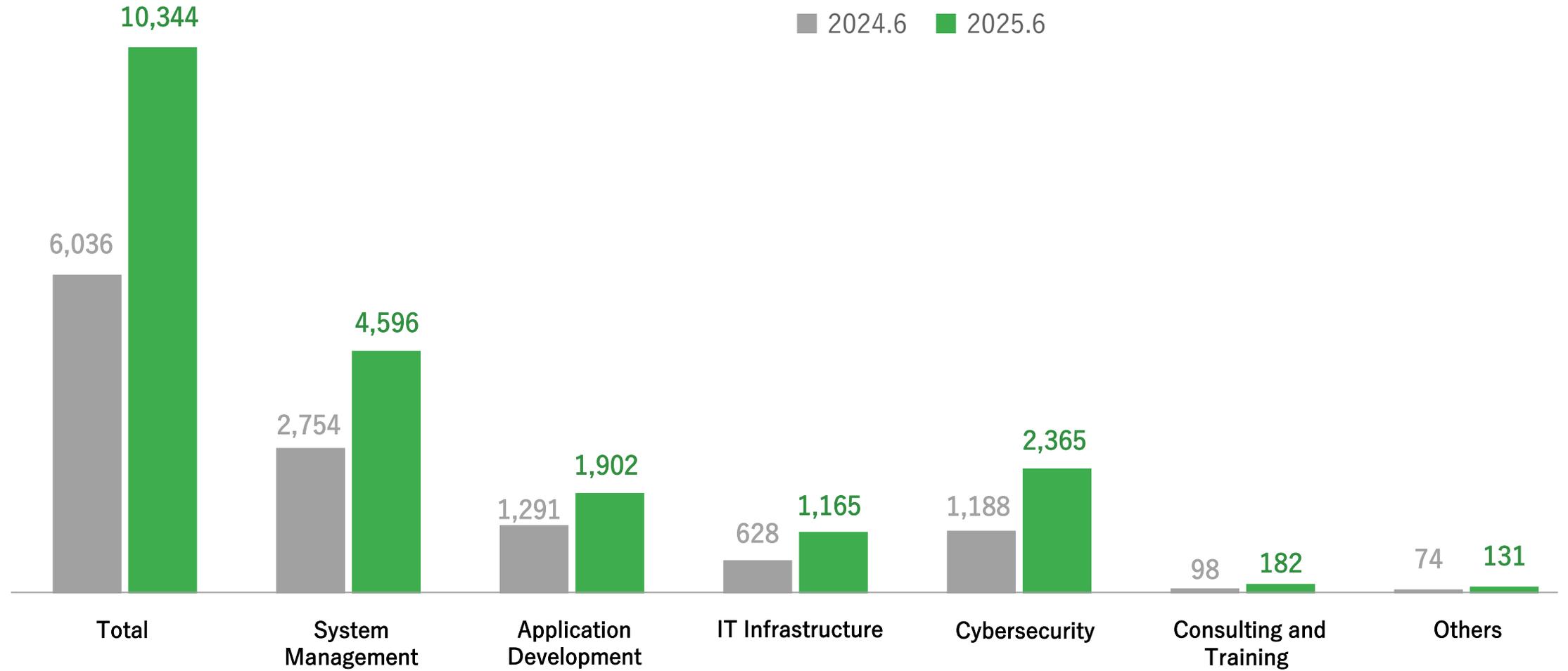
Equity Ratio: **63.3%**

Current Ratio: **198.4%**

Goodwill: **¥425 million**

Order Backlog by Service (Cumulative)

(¥ million)
■ 2024.6 ■ 2025.6



Change or Die !

Forecast of Consolidated Financial Results for FY2025 (YoY)

(\$ million)	2025.3		2026.3		Diff.	YoY
	Results	(% of net sales)	Plan	(% of net sales)		
Net sales	36,274	-	38,500	-	+2,225	+6.1%
EBITDA	4,390	12.1%	4,440	11.5%	+49	+1.1%
Operating income	3,780	10.4%	4,000	10.4%	+219	+5.8%
Ordinary income	3,862	10.6%	4,010	10.4%	+147	+3.8%
Net income attributable to owners of parent	2,389	6.6%	2,410	6.3%	+20	+0.8%
Earnings per share (EPS)(¥)	142.54	-	143.27	-	+0.73	-
EPS before amortization of goodwill (¥)	165.43	-	155.27	-	-10.16	-
Cash flows from operating activities	3,557	-	3,340	-	-216	-

Change or Die !

Disclaimer

This presentation material contains statements and information about future forecasts, including financial projections, strategies and business plans of ID Holdings Corporation.

Forecasts and plans contained in these non-historical information are based on our judgment in accordance with the information available at the time of publication.

These forward-looking statements and information also incorporate potential risks and uncertainties caused by changing economic trends, the competitive environment, and other factors. The Company's actual results, business development progress, and financial situation may differ significantly from forward-looking statements and information contained herein, due to competition in the industry, market demand, exchange rates, and other socioeconomic and political factors.

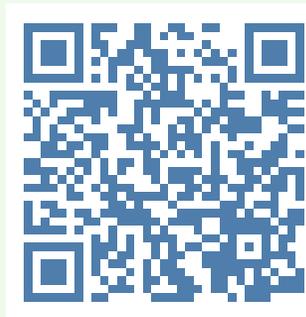
This English translation is only for reference purpose. When there are any discrepancies between original Japanese version and English translation version, the original Japanese version always prevails.

 Visit our corporate website and view analyst reports.



Mid-term Management Plan

<https://www.idnet-hd.co.jp/english/ir/strategy.html>



Read analyst reports from Shared Research Inc.

• Registration is required.
<https://sharedresearch.jp/en/companies/4709>