

# Q1 FY2025 Financial Results Summary

## Net sales

**4,421** million yen

YoY growth rate **8.7%**

Quarterly plan achievement rate **104.3%**

Budget progress rate **24.2%**

## Operating profit

**423** million yen

YoY growth rate **19.5%**

Quarterly plan achievement rate **118.4%**

Budget progress rate **30.2%**

## (Reference) FY2025 forecast

### Net sales

**18,280** million yen

YoY growth rate **10.2%**

### Operating profit

**1,400** million yen

YoY growth rate **26.4%**

## Q1 FY2025 Consolidated Financial Results

- 1Q standalone** Both net sales and operating profit slightly exceeded initial plans.  
 (Progressed in line with the growth model that plans for financial results to surpass those of Q4 FY2024.)
  - Net sales: Steadily increased YoY.
  - Operating profit: Profit margin improved due to progress on in-house production. This led to strong growth YoY.
- 2Q forecast** Sales and profits expected to increase YoY. However, Q2 operating profit expected to fall below the Q1 level due to seasonal factors.

# Q1 FY2025 Activities Summary

## Human Resources

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### In addition to hiring managers, promoted training and retention measures

- 25 employees obtained professional qualifications in the PM and BA fields
- Certified as a 2025 Enterprise with Outstanding Health and Productivity Management for the fourth consecutive year
- Obtained Kurumin certification as a company that supports child rearing

## Services

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### Improved both the value provided and sales capabilities by strengthening the structure in the data strategy field

- Established the new Strategic Consulting Business Headquarters
- Received the grand prize at the Satellite Data Utilization Awards 2024
- Began general sales of AI and Data analysis training tools

## Customers

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### In addition to strengthening account sales for key customers, made progress in developing promising new clients

- 11 new clients added as a result of marketing activities
- Expanded business with local governments, independent administrative agencies, national universities and other organizations in the public sector (partly due to a convergence of project deliveries at the end of the fiscal year)

## Group Management

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### With the completion of the restructuring phase after the M&A, HCS is now fully operational under the new structure

- HCS will continue to contribute to profits exceeding amortization of goodwill expenses in this fiscal year
- Transferred all shares in Isis CO., LTD., a subsidiary of HCS Holdings, to NEEDS SHARE Co., Ltd. (impact on financial results will be minor)