



Results for the 3rd Quarter of FY March 2024

February 1, 2024

BIPROGY Inc.

FYMar2024 Q3 Consolidated Performance Results

- ✓ System services continuously took the lead in enabling strong businesses to cover increased SG&A expenses. As a result, operating profit shot up by 23%.
- ✓ Orders generally remained strong. Orders and order backlogs increased compared with the same period of the previous fiscal year.

(Unit: Billion Yen)

	FYMar2023 Q3 (Apr-Dec)	FYMar2024 Q3 (Apr-Dec)	Changes		
Revenue	230.0	258.9	+28.9	(+12.6%)	(Revenue)
Gross Profit	61.7	68.7	+7.0	(+11.3%)	Revenues from all services segments such as system services and outsourcing as well as products sales increased based upon significant demands for IT investments.
SG&A Expenses	-42.4	-45.0	-2.6	(+6.2%)	
Other income and expenses	0.4	0.5	+0.1		
Operating Profit	19.6	24.1	+4.5	(+22.9%)	(Operating Profit)
(Operating Margin)	(8.5%)	(9.3%)	(+0.8pt)		Gross profit was driven by the increase in revenues mainly from system services and products sales. Thus, an increase in SG&A expenses as a result of strengthened investments was absorbed. Eventually, operating profit shot up. Profitability improved as well.
Profit attributable to Owners of Parent	13.6	18.2	+4.6	(+33.8%)	
Adjusted Operating Profit*	19.3	23.6	+4.4	(+22.6%)	(Profit attributable to Owners of Parent)
(Adjusted Operating Margin)	(8.4%)	(9.1%)	(+0.8pt)		The increased operating profit drove profit of the quarter.
Orders	228.6	251.2	+22.5	(+9.8%)	(Orders and Order Backlogs)
Order Backlogs	250.3	266.2	+15.8	(+6.3%)	System services and outsourcing took the lead in increasing orders. Outsourcing order backlogs steadily increased. Also, order backlogs to be posted as revenue within the fiscal year significantly increased.
(Order backlogs in the current FY)	71.4	78.7	+7.3	(+10.2%)	

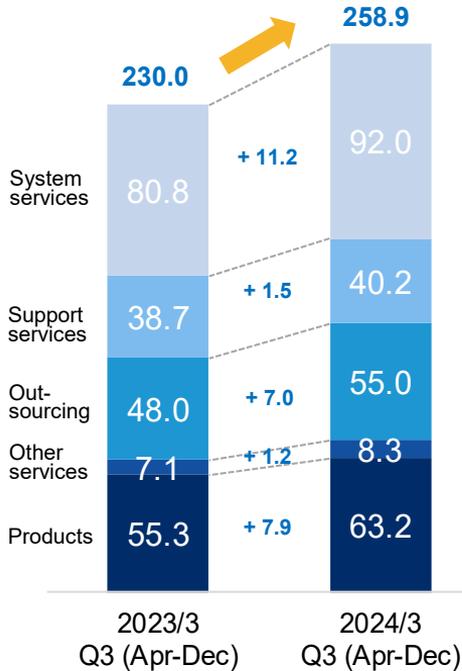
* Adjusted operating profit is the result obtained after deducting SG&A expenses and cost of sales from revenue.

FYMar2024 Q3 Revenue and Gross Profit by Segment

(Unit : Billion Yen)

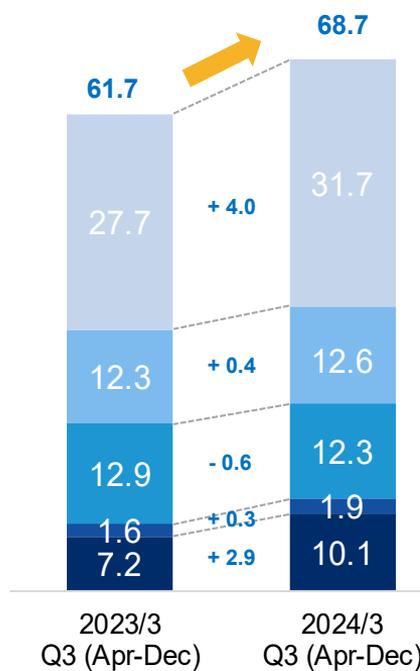
Revenue

+28.9
(+12.6%)



Gross Profit

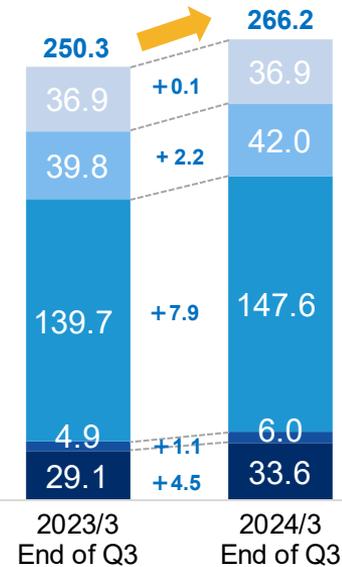
+7.0
(+11.3%)



【 Reference 】

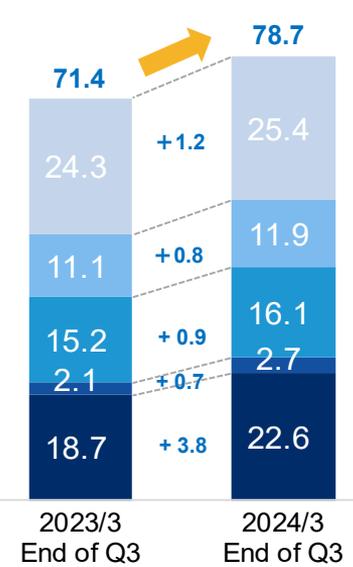
Order Backlogs (Total)

+15.8
(+6.3%)



Order Backlogs (to be posted as revenue within the FY)

+7.3
(+10.2%)



FYMar2024 Q3 Outsourcing

[Revenue by Outsourcing]

(Unit: Billion Yen)

	FYMar2023 Q3 (Apr-Dec)	FYMar2024 Q3 (Apr-Dec)	Changes
Entrusted operation-type	36.5	36.0	-0.5
Corporate DX-type	6.3	13.2	+6.9
(including revenue from selling cloud services provided by other companies)	0.1	3.8	+3.7
Service-based-type (business creation-type)	5.2	5.9	+0.8
Total revenue	48.0	55.0	+7.0

[Order Backlogs by Outsourcing]

(Unit: Billion Yen)

	FYMar2023 End of Q3	FYMar2024 End of Q3	Changes
Order backlogs	139.7	147.6	+7.9
(to be posted as revenue within the FY)	15.2	16.1	+0.9

(Corporate DX-type outsourcing)

- ✓ “OptBAE”, use-type core-banking service for regional financial institutions, has been serving 11 financial institutions. Attempts to enhance capabilities have been made continuously in order to have more users.
- ✓ “BankVision on Azure” began to serve its third financial institution in May 2023. (It will serve its fourth customer in the first quarter of the next fiscal year.)
- ✓ We saw an increase in the revenues from cloud-computing services provided by other companies and network services related to remote work.

(Service-based-type (business creation-type) outsourcing)

- ✓ The use of dashcam(Drive Recorder), digital codes, etc. steadily increased.
- ✓ Active sales efforts have been made in order to increase the use of “DIGITAL’ATELIER” (EC platform service).

Full-Year Performance Forecast for FYMar2024

✓ The Company revised upward the full-year performance predictions, based upon the progresses up to Q3.

(Unit: Billion Yen)

	FYMar2023 Full-Year	FYMar2024 Full-Year					
	Actual	Forecasts (February 1, 2024)	Changes		Forecast (April 28, 2023)	Changes	
Revenue	339.9	368.0	+28.1	(+8.3%)	350.0	+18.0	(+5.1%)
Operating Profit	29.7	34.0	+4.3	(+14.6%)	32.5	+1.5	(+4.6%)
(Operating Margin)	(8.7%)	(9.2%)	(+0.5pt)		(9.3%)	(-0.0pt)	
Profit attributable to Owners of Parent	20.2	23.5	+3.3	(+16.3%)	22.0	+1.5	(+6.8%)
Adjusted Operating Profit*	29.4	34.0	+4.6	(+15.7%)	32.0	+2.0	(+6.3%)
(Adjusted Operating Margin)	(8.6%)	(9.2%)	(+0.6pt)		(9.1%)	(+0.1pt)	
							(Unit: Yen)
Dividens per share	80	95	+15	(+18.8%)	90	+5	(+5.6%)
Mid-term Dividend	40	45	+5	(+12.5%)	45	-	-
Year-end Dividend	40	50	+10	(+25.0%)	45	+5	(+11.1%)
Dividend Payout Ratio	(39.8%)	(40.6%)	(+0.8pt)		(41.1%)	(-0.5pt)	

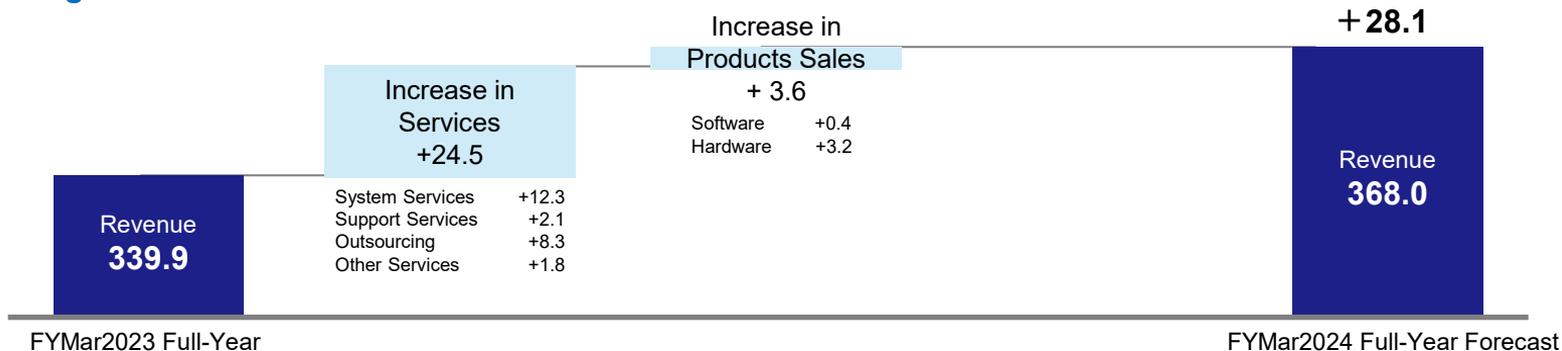
*Adjusted operating profit is the result obtained after deducting SG&A expenses and cost of sales from revenue.

(Reference)

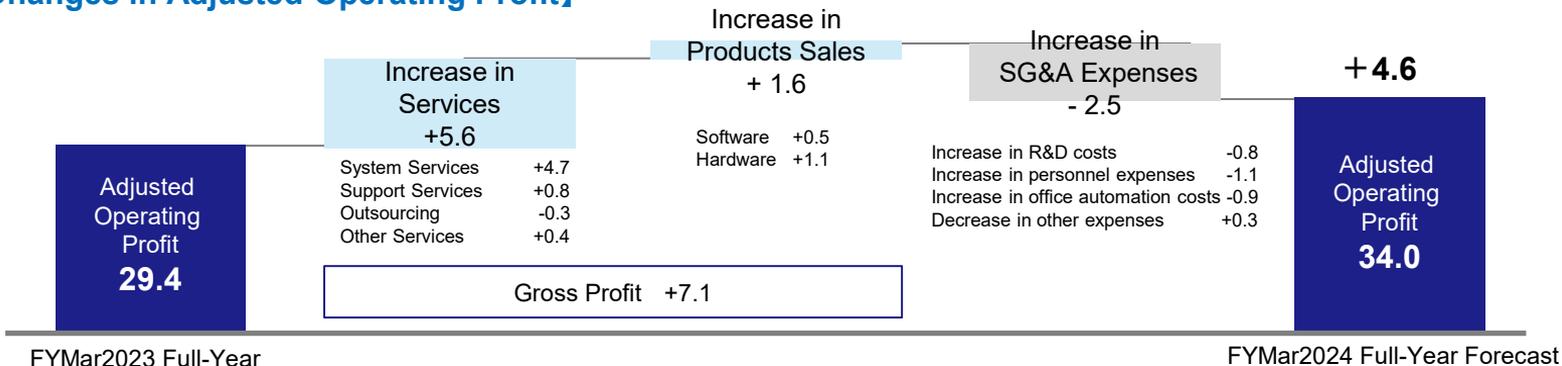
Full-Year Performance Forecast for FYMar2024 Breakdown Details

(Unit: Billion of Yen)

【Changes in Revenue】



【Changes in Adjusted Operating Profit】





Names of companies or products herein described are trademarks or registered trademarks of their respective organizations.

(Note)

Forecasts in this document rely on judgments and assumptions based on information available at present. Actual results may differ from the forecasts due to changes in risks, uncertainties, economy and other factors. Thus, the certainty of these forecast is not guaranteed by our Group. Also, the information is subject to change without prior notice in future. Information in this document is intended to provide further understanding of the Company Group and is not intended to solicit investment. This Company shall not be held responsible for any damages whatsoever incurred as a result of utilizing the information provided in this document.