

# Consolidated Financial Report for the First Quarter of Fiscal Year Ending March 31, 2026 [IFRS]

July 31, 2025

#### **BIPROGY Inc.**

Stock Listing: Tokyo Stock Exchange, Prime Market

Stock Code: 8056

URL: https://www.biprogy.com/e/

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Scheduled Starting Date for Dividend Payment:

Earnings Supplementary Explanatory Documents: yes

Earnings Results Briefing: yes (for institutional investors and analysts)

(Amounts are rounded down to the nearest million yen.)

#### 1. Consolidated Financial Results for FY2026 Q1(from April 1, 2025 to June 30, 2025)

#### (1) Consolidated Results of Operations

(Percentage below represents increase (decrease) from previous year)

	Revenue				ar ar gr		Profit before tax				owners of parent		Comprehen	sive income
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%				
FY2026 Q1	96,844	9.6	8,569	30.3	8,523	19.5	5,827	19.1	6,276	14.5				
FY2025 Q1	88,352	10.6	6,578	12.8	7,129	10.8	4,892	12.1	5,481	(20.6)				

(Note) Adjusted operating profit FY2026 Q1: 7,841 Million Yen (23.9%) FY2025 Q1: 6,326 Million Yen (9.7%)

Adjusted operating profit is the result obtained after deducting cost of sales and selling, general and administrative expenses from revenue.

	Basic earnings per share	Diluted earnings per share
	Yen	Yen
FY2026 Q1	59.42	59.30
FY2025 Q1	48.66	48.54

#### (2) Consolidated Financial Position

	Total assets	Total equity	Equity attributable to owners of parent	Ratio of owners' equity to gross assets	
	Millions of Yen	Millions of Yen	Millions of Yen	%	
FY2026 Q1	313,406	168,930	166,986	53.3%	
FY2025	330,876	171,297	169,050	51.1%	

#### 2. Dividends

	Dividends Per Share						
	End of Q1	End of Q2	End of Q3	Year-end	Total		
	Yen	Yen	Yen	Yen	Yen		
FY2025	_	50.00	_	60.00	110.00		
FY2026	_						
FY2026		60.00	_	60.00	120.00		
(Forecast)		00.00	_	00.00	120.00		

(Note) Revisions to the latest forecast of dividends: No

#### 3. Consolidated Earnings Forecast for FY2026(from April 1, 2025 to March 31, 2026)

(Percentage below represents increase (decrease) from previous year)

	Revenue		Operat	Operating profit		Profit before tax		ibutable to of parent	Basic earnings per share	
	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Millions of Yen	%	Yen	
FY2026	420,000	4.0	42,600	9.0	42,600	9.8	29,000	7.5	298.66	

(Note1) Revisions to the latest forecast of consolidated earnings: No

(Note2) Adjusted operating profit (Full Year) 42,000 Million Yen (9.3%)

- \* Notes
- (1) Significant changes in the scope of consolidation during the period : Yes Newly added: 1 company (BIPROGY AND TRANSLINK SUSTAINABILITY & INNOVATION FUND, L.P.)
- (2) Changes in accounting policies and accounting estimates
  - 1. Changes in accounting policies required by IFRS: No
  - 2. Changes in accounting policies due to other reasons: No
  - 3. Changes in accounting estimates: No
- (3) Number of shares outstanding (common stock)
  - 1. Total number of issued shares at the end of the period (including treasury shares)
  - 2. Number of treasury shares at the end of the period
  - 3. Average number of shares outstanding (during the period)

			(shares)
FY2026 Q1	100,663,524	FY2025	100,663,524
FY2026 Q1	2,782,413	FY2025	2,481,445
FY2026 Q1	98,075,415	FY2025 Q1	100,563,520

- \* Review of the Japanese-language originals of the attached Condensed Quarterly Financial Statements by certified public accountants or an audit firm: No
- \* Comments regarding appropriate usage of earnings forecast, and other special notes

  The forward-looking statements such as earnings forecasts contained in this document are based on the information currently available to the Company and certain assumptions which are regarded as legitimate. The Company makes no warranty as to the achievability of what is described in the statements. Actual results may differ from these forecasts due to various factors.

## (Appendix)

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#### 1. [Results of Business Operations and Financial Conditions]

#### (1) Summary of Business Operations

For the first quarter of the fiscal year ending March 31, 2026, the Japanese economy continued to show signs of gradual recovery in an improving environment of employment and income.

We have continuously seen companies showing strong investment interests mainly in the field of digital transformation (DX) in the information services industry. Investments in software products in the fiscal year under review are expected to increase compared with the previous fiscal year, according to the Tankan Survey by Bank of Japan (BOJ) in June.

On the other hand, in addition to the domestic economy facing downward risks under the effect of the U.S. trade policies, we are aware of risks of downward pressure exerted by continuing price increases upon the domestic personal consumption, eventually upon the entire economy in Japan. Furthermore, it is necessary to be fully watchful about impacts from changes in the financial and capital market.

In this environment, we have been promoting efforts based upon the "Management Policies (2024-2026)" Note 1 with an eye on realizing the "Vision 2030" as we aim. We have been working on the basic policies to: increase corporate value by establishing a sustainable business portfolio; optimize an allocation of management resources; and strengthen the Group's management base. At the same time, we are enhancing business through core businesses (the existing revenue sources) in tandem with growth businesses (the new foundations of revenue).

We have defined five focus areas in the core business: Financial, Retail, Energy, Mobility, OT Infrastructure Note 2 where we can utilize our excellent customer base and our thorough operational and customer knowledge.

In the Financial focus area among the focus areas, we have been working on deploying solutions for bank branch offices with an eye on helping financial institutions strengthen customer contact points and improve customer engagement.

We provided a financial institution that operates approx.6,000 branch offices across the nation with a new branch office system created on the basis of BANK\_FIT-NE® Note 3, next-generation system for bank branch offices and SmileBranch® Note 4, business support system for bank branch offices. As a result, we enabled the financial institutions to optimize operations and enhance convenience for end-users.

In the area of mobility, we began to provide a major railway company with a telecommunication equipment recovery support system on the basis of generative AI. The generative AI-driven system specifies problem causes and provides recommendable restoration work contents based on similar events in the past. The system enables the railway company to reduce a recovery duration, and furthermore reduce business workloads and stabilize the quality about recovery instructions.

We have set forth the three areas, Market Development, Business Development and Global Initiatives for growth businesses. This is in line with our aiming to establish new revenue bases and provide value.

We refurbished and organized systematically our managed services and began to provide "GASSAI<sup>TM</sup>" Note 5, a new brand of managed services as a part of initiatives for market development. GASSAI will enable companies to be prepared for risks from operating IT systems partly in coping with cyberattacks and disasters through improving convenience and flexibility about IT operations at companies by taking in advanced technologies such as AI for data usage. We will continuously help companies increase their business value through providing our managed services that will enable safe, comfortable and efficient IT operations in a system environment becoming more complex and sophisticated.

We have been promoting human resources strategy, technical strategy, investment strategy, and financial strategy, in collaboration with the business strategies as indicated in the Management Policies (2024-2026). We have been working on creating new value as well as proactively investing business resources in the areas of strength with an eye on strengthening market competitiveness. We will evolve the value chains of our group in order to cope with changes in the circumstances at home and abroad and increase the value that we provide to customers.

#### (Notes)

- 1. For more information on Vision 2030, and the Management Policies (2024-2026), please refer to the Group's web page below.
  - https://www.biprogy.com/e/about/management\_policy.html
- 2. OT is an abbreviation of Operational Technology. It refers to information system platform that supports design and manufacture processes mainly for factories and plants.
- 3. See the page of our website as indicated below about "BANK\_FIT-NE", next-generation system for bank branch offices. https://www.biprogy.com/solution/service/bankfit.html (in Japanese only)

- 4. See the page of our website as indicated below about "SmileBranch", business support system for bank branch offices. https://www.biprogy.com/solution/service/smilebranch.html (in Japanese only)
- 5. See the page of our website as indicated below about "GASSAI", our managed services. https://www.uniadex.co.jp/service/solution/gassai.html (in Japanese only)
- 6. Names of companies or products herein described are trademarks or registered trademarks of their respective organizations.

For the first quarter of the fiscal year ending March 31, 2026, customers continuously showed strong interests in IT investment. Revenue growth in services and product sales both were enabled. It amounted to \(\frac{1}{2}\)96,844 million, an increase of \(\frac{1}{2}\)8,492 million or 9.6% compared with the same period of the previous fiscal year.

Operating profit increased \(\frac{\pmathbf{\frac{4}}}{1,990}\) million or 30.3% compared with the same quarter of the previous fiscal year to \(\frac{\pmathbf{\frac{4}}}{8,569}\) million. This was attributed to gross profit growth enabled based on the increase in revenue absorbing an increase in the SG&A expenses ascribable to an increase in personnel costs and enhanced investments with an eye on future business increases.

Profit attributable to owners of parent increased to \\$5,827 million, up \\$934 million or 19.1% compared with the same period of the previous fiscal year

Adjusted operating profit\* that is used by the Company as an index for managing performance was \$7,841 million, up by \$1,514 million or 23.9% on a year-over-year basis.

(\*) Adjusted operating profit is the result obtained after deducting costs of sales and selling, general and administrative expenses from revenue.

#### (2) Summary of Financial Conditions

#### ① Summary of Assets, Liabilities and Equity

At the end of the first three-month period of the fiscal year under review, partly due to a decrease in trade receivables, total assets were \(\frac{\pma}{3}\)13,406 million, a decrease of \(\frac{\pma}{1}\)7,469 million compared with the end of the previous fiscal year.

Liabilities were \(\frac{\pmathbf{1}}{144,475}\) million, a \(\frac{\pmathbf{1}}{15,103}\) million decrease from the end of the previous fiscal year, partly due to a decrease in trade payables.

Equity was \\$168,930 million. Ratio of owners' equity to gross assets was 53.3%, up by 2.2 pts. from the end of the previous fiscal year.

#### 2 Summary of Cash Flows

Cash and cash equivalents at the end of the first three-month period of the fiscal year under review were ¥68,743 million, an increase of ¥3,942 million compared with the end of the previous fiscal year. The cash flow situations and relevant factors are stated below.

#### (Cash flows from operating activities)

Net cash provided by operating activities totaled ¥21,702 million (an increase of ¥9,213 million in proceeds compared with the same quarter of the previous period).

This reflects proceeds of ¥8,523 million in profit before income taxes, the elements of increasing the proceeds and the elements of decreasing the proceeds. The factors increasing proceeds include ¥4,506 million in depreciation and amortization, non-cash expenses, and a decrease of ¥27,461 million in trade and other receivables. The factors decreasing the proceeds include a decrease of ¥4,142 million in trade and other payables.

#### (Cash flows from investing activities)

Net cash used in investing activities was 44,956 million (an increase of 1,740 million in expenditures compared with the previous period).

This includes: expenditures of \(\pm\)1,010 million as a result of purchasing property, plant and equipment such as computers for business activities, and expenditures of \(\pm\)3,759 million due to the acquisitions of intangible assets such as the investments in software for outsourcing.

#### (Cash flows from financing activities)

Net cash used in the financing activities was \(\pm\)12,714 million (an increase of \(\pm\)5,053 million in expenditures from the previous period). This expenditure includes \(\pm\)2,310 million repayments for lease liabilities and dividends payment of \(\pm\)5,835 million.

#### (3) Comments on the Consolidated Earnings Forecasts and Other Forecasts

The performance forecast on a consolidated basis has not been revised since it was announced on April 30, 2025.

## 2. Condensed Quarterly Consolidated Financial Statements and Material Notes

(1) Condensed Quarterly Consolidated Statements of Financial Position

(Millions of Yen)

		(Willions of Ter	
	FY2025	FY2026 Q1	
	(As of March 31, 2025)	(As of June 30, 2025)	
Assets			
Current assets			
Cash and cash equivalents	64,801	68,743	
Trade and other receivables	87,949	60,430	
Contract assets	7,387	8,16	
Inventories	15,842	13,93	
Other financial assets	2,664	2,65	
Other current assets	18,163	21,74	
Total current assets	196,809	175,67	
Non-current assets			
Property, plant and equipment	13,056	13,24	
Right-of-use assets	20,647	19,49	
Goodwill	2,539	2,45	
Intangible assets	33,592	36,12	
Investments accounted for using equity method	5,801	6,45	
Other financial assets	32,548	33,60	
Deferred tax assets	12,341	11,86	
Retirement benefit asset	2,784	2,58	
Other non-current assets	10,755	11,89	
Total non-current assets	134,066	137,73	
Total assets	330,876	313,40	

		(Willions of Ten
	FY2025	FY2026 Q1
	(As of March 31, 2025)	(As of June 30, 2025)
Liabilities and equity		
Liabilities		
Current liabilities		
Trade and other payables	31,979	27,790
Contract liabilities	31,912	38,446
Borrowings	9,467	7,362
Lease liabilities	8,003	7,508
Other financial liabilities	2,917	5,636
Income taxes payable	8,759	2,320
Provisions	1,066	1,012
Other current liabilities	28,545	18,779
Total current liabilities	122,649	108,856
Non-current liabilities		
Borrowings	11,262	11,262
Lease liabilities	13,867	13,201
Other financial liabilities	308	207
Retirement benefit liability	7,380	6,872
Provisions	3,713	3,721
Deferred tax liabilities	396	354
Total non-current liabilities	36,929	35,618
Total liabilities	159,578	144,475
Equity		
Share capital	5,483	5,483
Capital surplus	13,972	13,391
Treasury shares	(5,247)	(7,105
Other components of equity	3,734	4,184
Retained earnings	151,107	151,032
Total equity attributable to owners of parent	169,050	166,986
Non-controlling interests	2,247	1,944
Total equity	171,297	168,930
Total liabilities and equity	330,876	313,406

## (2) Condensed Quarterly Condolidated Statements of Profit or Loss and Comprehensive Income

(Condensed Quarterly Consolidated Statements of Profit or Loss)

		(Millions of Yen)
	FY2025 Q1	FY2026 Q1
	(Three months ended June 30, 2024)	(Three months ended June 30, 2025)
Revenue	88,352	96,844
Cost of sales	66,715	73,056
Gross profit	21,636	23,788
Selling, general and administrative expenses	15,310	15,947
Share of profit (loss) of investments accounted for using equity method	214	780
Other income	67	24
Other expenses	30	77
Operating profit	6,578	8,569
Finance income	600	264
Finance costs	48	310
Profit before tax	7,129	8,523
Income tax expense	2,245	2,684
Profit	4,883	5,838
Profit attributable to		
Owners of parent	4,892	5,827
Non-controlling interests	(9)	10
Profit	4,883	5,838
Earnings per share		
Basic earnings per share (Yen)	48.66	59.42
Diluted earnings per share (Yen)	48.54	59.30

(Millions of Yen)

		(Willions of Ten)
	FY2025 Q1	FY2026 Q1
	(Three months ended June 30, 2024)	(Three months ended June 30, 2025)
Profit	4,883	5,838
Other comprehensive income		
Items that will not be reclassified to profit or loss		
Net change in fair value of equity instruments designated as measured at fair value through other comprehensive income	362	732
Total of items that will not be reclassified to profit or loss	362	732
Items that may be reclassified to profit or loss  Exchange differences on translation of foreign operations  Share of other comprehensive income of investments accounted for using equity method	150 84	(191 <sub>)</sub> (102 <sub>)</sub>
Total of items that may be reclassified to profit or loss	235	(294)
Other comprehensive income, net of tax	597	437
Comprehensive income	5,481	6,276
Comprehensive income attributable to		
Owners of parent	5,484	6,284
Non-controlling interests	(2)	(7)
Comprehensive income	5,481	6,276

						(Millions of Yen)
		I	Equity attributable	to owners of parer	ıt	
				Other	components of e	quity
	Share capital	Capital surplus	Treasury shares	Financial assets measured at fair value through other comprehensive income	Share acquisition rights	Share of other comprehensive income of investments accounted for using equity method
As of April 1, 2024	5,483	15,004	(13,226)	7,383	413	104
Profit						
Other comprehensive income				362		84
Comprehensive income		_		362		84
Dividends of surplus						
Purchase of treasury shares			(0)			
Disposal of treasury shares		0	7		(8)	
Obtaining of control of subsidiaries  Transfer from other components of equity to retained earnings  Other				42		
Total transactions with owners		0	7	42	(8)	
As of June 30, 2024	5,483	15,005	(13,219)	7,788	405	189
	Е	quity attributable	to owners of pare	ent		
	Other compor	nents of equity	•			
	Exchange differences on translation of foreign operations	Total	Retained earnings	Total	Non- controlling interests	Total equity
As of April 1, 2024	655	8,556	150,605	166,423	1,890	168,314
Profit			4,892	4,892	(9)	4,883
Other comprehensive income	144	591		591	6	597
Comprehensive income	144	591	4,892	5,484	(2)	5,481
Dividends of surplus			(5,530)	(5,530)	(148)	(5,679)
Purchase of treasury shares				(0)		(0)
Disposal of treasury shares		(8)		0		0
Obtaining of control of subsidiaries					67	67
Transfer from other components of equity to retained		42	(42)			_
earnings Other			5	5		5
Total transactions with owners		34		(5,525)	(81)	(5,607)
As of June 30, 2024	799	9,182	149,930	166,381	1,806	168,188
	.,,,		1.,,,,,,	100,001	1,000	100,130

	Equity attributable to owners of parent								
				Other components of equity					
	Share capital	Capital surplus	Treasury shares	Financial assets measured at fair value through other comprehensive income	Share acquisition rights	Share of other comprehensive income of investments accounted for using equity method			
As of April 1, 2025	5,483	13,972	(5,247)	2,199	345	209			
Profit									
Other comprehensive income				732		(102)			
Comprehensive income	_	_	_	732	_	(102)			
Dividends of surplus									
Purchase of treasury shares			(1,941)						
Disposal of treasury shares		(7)	11		(4)				
Share-based payment transactions		(53)	71						
Obtaining of control of subsidiaries									
Changes in ownership interest in subsidiaries									
Transfer from retained earnings to capital surplus Transfer from other components of equity to retained earnings				(1)					
Total transactions with owners		(581)	(1,858)	(1)	(4)				
As of June 30, 2025	5,483	13,391	(7,105)	2,930	340	106			

	Equ	ity attributable to					
	Other componen		*				
	Exchange differences on translation of Total foreign operations		Retained earnings	Total	Non- controlling interests	Total equity	
As of April 1, 2025	980	3,734	151,107	169,050	2,247	171,297	
Profit			5,827	5,827	10	5,838	
Other comprehensive income	(173)	456		456	(18)	437	
Comprehensive income	(173)	456	5,827	6,284	(7)	6,276	
Dividends of surplus			(5,897)	(5,897)	(148)	(6,045)	
Purchase of treasury shares				(1,941)		(1,941)	
Disposal of treasury shares		(4)		0		0	
Share-based payment transactions				17		17	
Obtaining of control of subsidiaries					8	8	
Changes in ownership interest in subsidiaries				(527)	(155)	(683)	
Transfer from retained earnings to capital surplus			(7)			_	
Transfer from other components of equity to retained earnings		(1)	1				
Total transactions with owners		(6)	(5,902)	(8,348)	(294)	(8,643)	
As of June 30, 2025	806	4,184	151,032	166,986	1,944	168,930	

(Millions of Yen)

		(Millions of Yen)		
	FY2025 Q1	FY2026 Q1 (Three months ended June 30, 2025)		
	(Three months ended June 30, 2024)			
Cash flows from operating activities				
Profit before tax	7,129	8,523		
Depreciation and amortization	4,617	4,506		
Impairment losses	28	20		
Interest and dividend income	(228)	(264)		
Interest expenses	39	97		
Share of loss (profit) of investments accounted for using equity method	(214)	(780)		
Decrease (increase) in trade and other receivables	29,686	27,461		
Decrease (increase) in contract assets	(1,911)	(786)		
Decrease (increase) in inventories	(2,948)	1,907		
Increase (decrease) in trade and other payables	(10,281)	(4,142)		
Increase (decrease) in contract liabilities	7,058	6,597		
Increase or decrease in retirement benefit asset or liability	(276)	(310)		
Other	(13,110)	(12,833)		
Subtotal	19,588	29,996		
Interest and dividends received	253	266		
Interest paid	(28)	(82)		
Income taxes paid	(7,324)	(8,478)		
Net cash provided by (used in) operating activities	12,488	21,702		
Cash flows from investing activities				
Purchase of property, plant and equipment	(703)	(1,010)		
Proceeds from sale of property, plant and equipment	1	3		
Purchase of intangible assets	(2,047)	(3,759)		
Purchase of investment securities	(399)	(226)		
Payments for acquisition of subsidiaries	(140)	_		
Proceeds from sale of investments accounted for using equity method	_	12		
Other	72	24		
Net cash provided by (used in) investing activities	(3,215)	(4,956)		

		(minimum or ren)	
	FY2025 Q1	FY2026 Q1 (Three months ended June 30, 2025)	
	(Three months ended June 30, 2024)		
Cash flows from financing activities			
Net increase (decrease) in short-term borrowings	_	(2,100)	
Repayments of lease liabilities	(2,343)	(2,310)	
Purchase of treasury shares	(0)	(1,941)	
Payments for acquisition of interests in subsidiaries from non-controlling interests	_	(683)	
Dividends paid	(5,468)	(5,835)	
Dividends paid to non-controlling interests	(148)	(148)	
Other	299	304	
Net cash provided by (used in) financing activities	(7,661)	(12,714)	
Effect of exchange rate changes on cash and cash equivalents	86	(88)	
Net increase (decrease) in cash and cash equivalents	1,698	3,942	
Cash and cash equivalents at beginning of period	59,263	64,801	
Cash and cash equivalents at end of period	60,961	68,743	

#### (5) Notes about Condensed Consolidated Financial Statements

(Notes on Going Concern Assumption) None applicable

(Segment Information and Others)

#### (1) Overview of reportable segments

The reportable segments of the Company are those among the constituent units of the Company for which separate financial statements can be obtained and which are regularly examined by the Board of Directors for decisions on the allocation of management resources and for assessing business performance.

By fully harnessing the collective capabilities of the Group, the Company provides comprehensive IT solution services, from identifying customers' management issues to providing solutions to them.

The Company's operations therefore consist of segments composed of products and services that constitute our IT solution services.

We have five reportable segments: System Services, Support Services, Outsourcing, Software, and Hardware.

Details of the reportable segments are as follows:

- System Services: Software contract development business, system engineer services, and consulting
- Support Services: Software and hardware maintenance, installation support and related services
- Outsourcing: System operation by contract, and related services
- Software: Provision of software based on software license agreements
- Hardware: Provision of hardware partly based on equipment sales agreements

## (2) Information about performance by reportable segment FY2025 Q1 (Three months ended June 30, 2024)

(Million Yen)

			Reportab	le segment						Amount
	System Services	Support Services	Out sourcing	Software	Hardware	Total	Other (Note 1)	Total	Adjustment (Note 2)	recorded in the consolidated financial statements
Revenue	28,438	13,686	21,432	9,629	12,537	85,723	2,628	88,352	_	88,352
Segment profits (Note 3)	9,362	4,541	4,014	762	2,356	21,036	600	21,636	(15,310)	6,326
Share of profit (loss) of investments accounted for using equity method										214
Other income										67
Other expense										30
Operating profit										6,578
Finance income										600
Finance costs										48
Profit before tax										7,129

<sup>(</sup>Note 1) The Other category is a business segment that is not included in the reportable segments. It includes network services, installation and corporate training.

(Note 2) The adjustment to segment profits represents selling, general and administrative expenses that have not been distributed to each segment.

<sup>(</sup>Note 3) Segment profits are represented by adjusted operating profit which is the result of deducting cost of sales and selling, general and administrative expenses from revenue.

#### FY2026 Q1(Three months ended June 30, 2025)

(Million Yen)

			Reportab	le segment						Amount
	System Services	Support Services	Out sourcing	Software	Hardware	Total	Other (Note 1)	Total	Adjustment (Note 2)	recorded in the consolidated financial statements
Revenue	30,087	14,242	23,169	11,593	14,966	94,058	2,786	96,844	_	96,844
Segment profits (Note 3)	10,618	4,464	4,199	1,063	2,746	23,092	695	23,788	(15,947)	7,841
Share of profit (loss) of investments accounted for using equity method										780
Other income										24
Other expense										77
Operating profit										8,569
Finance income										264
Finance costs										310
Profit before tax										8,523

<sup>(</sup>Note 1) The Other category is a business segment that is not included in the reportable segments. It includes network services, installation and corporate

<sup>(</sup>Note 2) The adjustment to segment profits represents selling, general and administrative expenses that have not been distributed to each segment. (Note 3) Segment profits are represented by adjusted operating profit which is the result of deducting cost of sales and selling, general and administrative expenses from revenue.