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February 6, 2024

Consolidated Financial Results for the Nine Months Ended December 31, 2023 (Under Japanese GAAP)

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 Listing: Tokyo Stock Exchange
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 Scheduled date to file quarterly securities report: February 9, 2024
 Scheduled date to commence dividend payments: –
 Preparation of supplementary material on quarterly financial results: Yes
 Holding of quarterly financial results briefing: None

(Yen amounts are rounded down to millions, unless otherwise noted.)

1. Consolidated financial results for the nine months ended December 31, 2023 (from April 1, 2023 to December 31, 2023)

(1) Consolidated operating results (cumulative)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended								
December 31, 2023	57,140	5.2	7,025	0.2	7,095	(1.2)	4,844	(1.3)
December 31, 2022	54,334	15.5	7,013	10.1	7,185	16.3	4,908	17.9

Note: Comprehensive income For the nine months ended December 31, 2023: ¥4,979 million [2.1%]
 For the nine months ended December 31, 2022: ¥4,877 million [15.7%]

	Basic earnings per share		Diluted earnings per share	
	Yen		Yen	
Nine months ended				
December 31, 2023	12.50		–	
December 31, 2022	12.67		–	

(2) Consolidated financial position

	Total assets	Net assets	Equity-to-asset ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
As of				
December 31, 2023	48,752	36,128	73.1	91.98
March 31, 2023	48,879	34,650	69.9	88.19

Reference: Equity
 As of December 31, 2023: ¥35,638 million
 As of March 31, 2023: ¥34,168 million

2. Cash dividends

	Annual dividends per share				
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended March 31, 2023	–	4.00	–	4.00	8.00
Fiscal year ending March 31, 2024	–	5.00	–		
Fiscal year ending March 31, 2024 (Forecast)				5.00	10.00

Note: Revisions to the forecast of cash dividends most recently announced: None

3. Consolidated earnings forecasts for the fiscal year ending March 31, 2024 (from April 1, 2023 to March 31, 2024)

(Percentages indicate year-on-year changes.)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Fiscal year ending March 31, 2024	80,386	7.9	10,610	7.8	10,644	6.9	7,233	(1.1)	18.67

Note: Revisions to the earnings forecasts most recently announced: None

* **Notes**

- (1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in the change in scope of consolidation): None
- (2) Adoption of accounting treatment specific to the preparation of quarterly consolidated financial statements: None
- (3) Changes in accounting policies, changes in accounting estimates, and restatement
- (i) Changes in accounting policies due to revisions to accounting standards and other regulations: None
- (ii) Changes in accounting policies due to other reasons: None
- (iii) Changes in accounting estimates: None
- (iv) Restatement: None
- (4) Number of issued shares (common shares)

- (i) Total number of issued shares at the end of the period (including treasury shares)

As of December 31, 2023	450,880,000 shares
As of March 31, 2023	450,880,000 shares

- (ii) Number of treasury shares at the end of the period

As of December 31, 2023	63,439,188 shares
As of March 31, 2023	63,439,188 shares

- (iii) Average number of shares outstanding during the period (cumulative from the beginning of the fiscal year)

Nine months ended December 31, 2023	387,440,812 shares
Nine months ended December 31, 2022	387,415,970 shares

Note: The Company has introduced a stock compensation plan, and in calculating the number of treasury shares of common shares at the end of the period and the average number of shares outstanding during the period, the number of treasury shares includes shares of the Company held by Japan Custody Bank, Ltd. (the Trust Account) as trust assets for the “Trust for Granting Shares to Directors” and the “Trust for Granting Shares to Executive Officers.” The number of treasury shares held by the Trust Account included in the number of treasury shares at the ends of the periods ended December 31, 2023 and March 31, 2023 were 1,567,700 shares, and the numbers of treasury shares held by the Trust Account excluded from the calculation of the average number of shares outstanding during the nine months ended December 31, 2023 and nine months ended December 31, 2022 were as follows: the average numbers of treasury shares of common shares held by the Trust Account for the nine months ended December 31, 2023 and nine months ended December 31, 2022 were 1,567,700 shares and 1,592,542 shares, respectively.

* Quarterly financial results reports are exempt from quarterly review by certified public accountants or an audit corporation.

* Proper use of earnings forecasts, and other special matters

Forward-looking statements in this material, including earnings forecasts, are based on information currently available to the Company and on certain assumptions deemed reasonable. Actual results may differ significantly due to various factors. For assumptions underlying the forecast and cautions regarding the use of earnings forecasts, please refer to “1. Qualitative information on quarterly financial results, (3) Forward-looking forecasts, such as consolidated earnings forecasts” on page 5 of the Attached Materials.

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1. Qualitative information on quarterly financial results

Matters discussed here that are not historical fact reflect judgments made as of the end of the quarter of the fiscal year under review.

(1) Operating results for the period under review

During the nine months ended December 31, 2023 (April 1, 2023 to December 31, 2023), the Japanese economy was on a gradual recovery trend, particularly individual consumption, as economic and social conditions returned to normal following the COVID-19 pandemic. However, the global monetary tightening employed to curb the inflation caused by surging resource and raw materials prices and the downturn in overseas economies resulting from the uncertain international situation continue to present a downward risk on the economy in Japan.

Given these conditions, the Group recognizes that improving productivity is a key issue in securing earnings amid high inflation. In addition to focusing more on recurring revenue businesses, the Group is continuing to expand businesses with high added value such as consulting operations and PMO projects aimed at the support of promoting DX in the software development business.

Furthermore, we are continuing to invest proactively in human resources, improve wages and working conditions, and pursue initiatives for the stable acquisition of excellent human resources.

In the Solution Design Business, the Group focused on expansion in the in-vehicle and DX fields, where significant growth is expected. Here, the Group worked to increase orders and improve profitability.

In the Framework Design Business, the Group deployed its system development expertise from the financial sector to customers in the public and distribution/services sectors, and worked to increase orders in the business application development and infrastructure (cloud) architecture operations.

In the IT Service Business, the Group focused on providing PMO services related to the introduction of various tools and business process improvements in response to IT outsourcing demand from companies creating new business models and companies responding to diverse work styles.

In the Business Solution Business, the Group focused on service businesses, not product-oriented businesses, and strove to further strengthen its recurring revenue businesses, centered on the subscription business and system development and support.

In the Cloud Business, which is responsible for promoting the subscription business model, the Group expanded the functionality of its in-house products Canbus. and Cloudstep and actively offered a “DX Design Lab” that supports DX promotion from project consulting.

As a result of the above, consolidated results for the third quarter of the fiscal year under review were net sales of ¥57,140 million (up 5.2% year on year). However, the impact of unprofitable projects in the Solution Design Business could not be absorbed by other businesses, which resulted in operating profit of ¥7,025 million (up 0.2% year on year), ordinary profit of ¥7,095 million (down 1.2% year on year), and profit attributable to owners of parent of ¥4,844 million (down 1.3% year on year).

The following describes performance by segment. Note that net sales for each segment include inter-segment net sales or transfers.

(i) Solution Design Business

The Solution Design Business is divided into five categories: in-vehicle, social infrastructure, internet business, products, and DX services. In this business, while the Group was working to win orders from clients with robust development motivation, development projects concluded for some of our clients, and the focus has been on launching new projects.

Given these conditions, although unprofitable projects from the first quarter were nearing conclusion in the second quarter, with the opportunity loss impacts and lost sales opportunities as resources were allocated in response to those projects, as well as delays in assigning staff, net sales in this segment were ¥15,748 million (down 5.1% year on year), and operating profit was ¥1,670 million (down 39.6% year on year).

In this business, we are working on making improvements to strengthen our organizational capabilities.

(In-Vehicle)

In the in-vehicle category, the importance of mobility software is increasing in the automobile industry, and orders are expanding due to the robust development demand for in-vehicle infotainment, integrated cockpit systems and electric vehicles. Using the Group’s technical capabilities in software development cultivated in the mobile field, we are strengthening our development system to meet the demand of Japanese finished vehicle manufacturers and Tier-1 suppliers. New project launches are progressing steadily, and going forward we will focus on expanding mobility development orders received for next-generation applications.

(Social Infrastructure)

In the social infrastructure category, which supports the mechanisms of society, including telecommunications infrastructure, payment infrastructure, transportation infrastructure, power grids, and more, and enriches people's lives, the Group used our experiences in embedded systems and web design developed in the in-vehicle and products categories to increase inquiries received related to power grids and aerospace. While continuing to focus on projects related to power grids and aerospace, the Group will also promote expansion into local governments and the public sector.

(Internet Business)

In fields related to the Internet business category, such as Internet services and e-commerce, large-scale development projects using 5G in the Internet services field concluded, and demand is settling.

Meanwhile, the demand for services in the cashless payment settlement and Fintech domains is rising, with inquiries increasing accordingly. We will endeavor to secure more orders by leveraging the strengths we have cultivated over the years in offering total solutions covering planning, development and evaluation, IT consulting and IT services.

(Products)

In the products category, which engages in development, including smartphones, home appliances, robotics, and payment terminals, the Group received numerous inquiries related to the keywords "AI," "IoT," and "mobile," which are strengths of the Group, leading to orders received. The Group's one-stop support for the entire product lifecycle of not only product development and quality evaluation, but also environment construction and support, has been well received. The Group will continue to expand orders received while diversifying itself from competitors.

(DX Services)

In the DX service field, the Group has continued to expand orders received for system development with superior flexibility and expandability such as the optimization of work processes and data use and operational streamlining through AI and automation as demand increases for undertaking DX (the concept of improving all aspects of life and business through permeation of information technologies). In addition, the Group will continue to actively promote the development of its in-house services, such as TimeTapps, a cloud attendance management system, and Palette.Link, a groupware that enhances the quality of relationships, as orders for these services have been strong.

(ii) Framework Design Business

In this business, the Group harnessed its track record in application development in the financial sector to expand the scope of its offerings to customers in the public sector, distribution/services, and in social infrastructure, leading to an increase in orders for system development projects.

In the financial sector, the Group provides core system development services for customers in the banking industry and life and non-life insurance industries. In addition to long-term development work in areas such as contract management systems and accounts systems, sales remained steady by increasing inquiries for DX projects such as the migration of core systems to the cloud and the development of new services aimed at CX improvement.

In the public sector, orders were received for new projects, primarily related to central government ministries and agencies, and the respective business areas of system development, infrastructure construction, and operation and maintenance remain firm. In the third quarter, orders received for projects for local governments made progress, and the Group's corresponding area is expanding.

In addition, in the corporate sector, the Group is moving forward with proposals for technical support services using low-code development tools and system rebuilding focused on system renewal for digital transformation (DX). The Group's "laboratory system" for total system support, from proof of concept support in the system planning stages to operations and maintenance after system development, has led to an increase in orders.

As a result, net sales in this business amounted to ¥5,073 million (up 13.1% year on year) and operating profit was ¥1,258 million (up 34.8% year on year).

(iii) IT Service Business

In this business, which mainly operates a variety of IT-related outsourcing services, including system operation and maintenance, helpdesk and user support services, and PMO, to respond to IT outsourcing demand from companies that are creating new business models and responding to diverse work styles, the

Group focused on provision of PMO services for implementing a variety of tools including cloud solutions and improving business processes.

In the software testing services business, the Group is making use of its knowledge of customers in the Internet Business/gaming domains to pivot to clients in the enterprise domain from the second half of the fiscal year under review. We will acquire new customers, procure human resources with an immediate impact, and strengthen relationships with partner companies.

Regarding engagement with persons with disabilities, we have focused our efforts on understanding each person's individuality and improving their skills, expanding the breadth of work that can allow them to experience growth.

As a result, net sales in this business amounted to ¥13,614 million (up 2.9% year on year) and operating profit was ¥2,172 million (up 14.9% year on year).

(iv) Business Solution Business

For this business, where the Group is primarily engaged in B2B sales of IT-related products and system integration services mainly for foreign-affiliated and medium-sized companies, the outlook is uncertain because of the weak yen and high prices of resources and commodities. Even so, the number of projects related to the use of DX to increase productivity, reduce costs, and increase competitiveness is gradually trending upward.

Specifically, the Group was able to win a number of orders in the cloud-related system integration business for various services including lift and shift, which is a type of the method of cloud migration.

Furthermore, from the end of life (EOL) of server groups, we were able to make progress in sales of hardware such as servers, storage and networking products and recording service projects.

Furthermore, the Group received many inquiries relating to system development and maintenance and operation projects to digitalize corporations' businesses by making use of RPA and data linkage tools, as well as the security services and support services, increasing the number of orders received.

As a result, net sales in this business amounted to ¥21,293 million (up 13.1% year on year) and operating profit was ¥1,659 million (up 39.8% year on year).

(v) Cloud Business

In this business, where the Group provides original services and cloud services to companies and other entities, and which is responsible for promoting the subscription business model, the Group received many inquiries regarding its Canbus. no-code DX platform from companies promoting DX. Moreover, the Group began providing not only Canbus. for system overhauls, but also the "DX Design Lab" that can be used in spot applications from project consulting to management in PMO and BPO in promoting DX. By facilitating total solutions aimed at DX in addition to systematizing in Canbus., the Group received many inquiries. We have received many inquiries for generative AI in particular, and continue to proactively promote investment and sales reinforcement. However, we are planning to initiate a rollback in the future, as many of the projects were proof-of-concept (PoC) projects that did not proceed to orders for large projects.

As a result, net sales in this business amounted to ¥1,449 million (up 7.5% year on year) and operating profit was ¥256 million (down 1.0% year on year).

(vi) Overseas Business

As companies other than the tech giants continue to face difficult circumstances in the U.S. and despite experiencing a decline in system testing work for some manufacturing companies, our U.S. subsidiary is seeing an upward trend in orders from Japanese-affiliated firms located in Silicon Valley for PoC development and verification services to verify the effectiveness of elemental technologies owned by start-up companies, in addition to new inquiries for system development and verification services from other manufacturing companies.

In addition, ONE Tech, Inc., a U.S. company the subsidiary has invested in, is focusing on sales of its proprietary "MicroAI™" to the manufacturing industry and telecommunications companies. StrongKey, Inc., another U.S.-based company the subsidiary has invested in, is focusing on sales of security services based on FIDO authentication and the Public Key Infrastructure (PKI) service (public key infrastructure) supporting the new smart home communication standard "Matter."

As a result, net sales in this business amounted to ¥100 million (down 2.7% year on year) and the operating loss was ¥18 million (versus operating loss of ¥21 million in the same period of the previous fiscal year).

(vii) Investment & Incubation Business

GaYa Co., Ltd., operates the horse racing game Keiba Densetsu for PCs and smartphones and designs and develops business applications for smartphones and tablets. In the third quarter of the fiscal year under review, we changed over to a new in-game season in the smartphone game “Keiba Densetsu PRIDE” and released functionality that further expands the depth of introducing and developing new racehorses. In contracted game development, we have focused on PMO support for projects in progress, overall manpower management, and final development aimed at game releases. In addition, contracted development from existing customers in the non-gaming field also remained steady.

As a result, net sales in this business amounted to ¥143 million (down 44.5% year on year) and the operating profit was ¥27 million (versus operating loss of ¥2 million in the same period of the previous fiscal year).

(2) Financial position

(Assets)

Total assets at the end of the third quarter of the fiscal year under review amounted to ¥48,752 million (versus ¥48,879 million at the end of the previous fiscal year), a decrease of ¥126 million from the end of the previous fiscal year. Current assets amounted to ¥42,327 million (versus ¥42,275 million at the end of the previous fiscal year), an increase of ¥51 million from the end of the previous fiscal year. This was mainly due to an ¥817 increase in cash and deposits, a ¥474 million decline in notes and accounts receivable - trade, and contract assets, and a ¥382 million decline in merchandise. Non-current assets amounted to ¥6,425 million (versus ¥6,603 million at the end of the previous fiscal year), a decrease of ¥178 million from the end of the previous fiscal year. Property, plant and equipment amounted to ¥1,429 million (versus ¥1,622 million at the end of the previous fiscal year), a decrease of ¥193 million from the end of the previous fiscal year. Intangible assets amounted to ¥271 million (versus ¥317 million at the end of the previous fiscal year), a decrease of ¥46 million from the end of the previous fiscal year. Investments and other assets amounted to ¥4,724 million (versus ¥4,663 million at the end of the previous fiscal year), an increase of ¥60 million from the end of the previous fiscal year. This was mainly due to a ¥273 million increase in investment securities and a ¥333 million decrease in deferred tax assets.

(Liabilities)

Total liabilities amounted to ¥12,623 million (versus ¥14,228 million at the end of the previous fiscal year), a decline of ¥1,605 million from the end of the previous fiscal year. This was mainly due to an ¥812 million decrease in income taxes payable, a ¥763 million decrease in accounts payable - trade, and a ¥637 million decrease in provision for bonuses.

(Net assets)

Net assets amounted to ¥36,128 million (versus ¥34,650 million at the end of the previous fiscal year), an increase of ¥1,478 million from the end of the previous fiscal year. This was mainly due to profit attributable to owners of parent of ¥4,844 million and dividends of surplus of ¥3,501 million. As a result, the equity-to-asset ratio increased 3.2 percentage points from the end of the previous fiscal year to 73.1%.

(3) Forward-looking forecasts, such as consolidated earnings forecasts

There have been no changes to the earnings forecasts for the full-fiscal year ending March 31, 2024 released on May 11, 2023.

If there are revisions in the future, notification will be promptly made.

2. Quarterly consolidated financial statements

(1) Quarterly consolidated balance sheet

(Millions of yen)

	As of March 31, 2023	As of December 31, 2023
Assets		
Current assets		
Cash and deposits	25,033	25,850
Notes and accounts receivable - trade, and contract assets	14,999	14,525
Merchandise	1,501	1,118
Work in process	-	8
Other	743	825
Allowance for doubtful accounts	(2)	(1)
Total current assets	42,275	42,327
Non-current assets		
Property, plant and equipment		
Buildings, net	743	698
Tools, furniture and fixtures, net	745	607
Land	97	97
Other, net	35	25
Total property, plant and equipment	1,622	1,429
Intangible assets		
Software	310	251
Software in progress	4	16
Other	3	3
Total intangible assets	317	271
Investments and other assets		
Investment securities	2,136	2,410
Long-term loans receivable from subsidiaries and associates	538	549
Leasehold and guarantee deposits	1,588	1,608
Deferred tax assets	905	572
Other	33	133
Allowance for doubtful accounts	(538)	(550)
Total investments and other assets	4,663	4,724
Total non-current assets	6,603	6,425
Total assets	48,879	48,752

(Millions of yen)

	As of March 31, 2023	As of December 31, 2023
Liabilities		
Current liabilities		
Accounts payable - trade	6,096	5,332
Short-term borrowings	1,550	1,550
Accounts payable - other, and accrued expenses	2,459	2,634
Income taxes payable	1,524	711
Provision for bonuses	1,460	822
Provision for warranties for completed construction	–	3
Other	997	1,410
Total current liabilities	14,088	12,465
Non-current liabilities		
Provision for share-based payments	114	135
Other	26	23
Total non-current liabilities	140	158
Total liabilities	14,228	12,623
Net assets		
Shareholders' equity		
Share capital	1,513	1,513
Capital surplus	6,023	6,023
Retained earnings	31,709	33,052
Treasury shares	(5,022)	(5,022)
Total shareholders' equity	34,223	35,567
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	(91)	(6)
Foreign currency translation adjustment	36	77
Total accumulated other comprehensive income	(54)	71
Non-controlling interests	481	490
Total net assets	34,650	36,128
Total liabilities and net assets	48,879	48,752

(2) Quarterly consolidated statement of income and quarterly consolidated statement of comprehensive income**Quarterly consolidated statement of income (cumulative)**

(Millions of yen)

	Nine months ended December 31, 2022	Nine months ended December 31, 2023
Net sales	54,334	57,140
Cost of sales	40,941	43,827
Gross profit	13,392	13,313
Selling, general and administrative expenses	6,379	6,287
Operating profit	7,013	7,025
Non-operating income		
Interest income	16	21
Dividend income	5	10
Gain on sale of investment securities	94	–
Share of profit of entities accounted for using equity method	23	32
Subsidy income	22	34
Other	41	33
Total non-operating income	202	132
Non-operating expenses		
Interest expenses	5	5
Loss on sale of investment securities	–	48
Loss on investments in investment partnerships	15	–
Other	9	8
Total non-operating expenses	30	62
Ordinary profit	7,185	7,095
Profit before income taxes	7,185	7,095
Income taxes - current	2,007	1,946
Income taxes - deferred	253	295
Total income taxes	2,260	2,242
Profit	4,924	4,853
Profit attributable to non-controlling interests	16	8
Profit attributable to owners of parent	4,908	4,844

Quarterly consolidated statement of comprehensive income (cumulative)

(Millions of yen)

	Nine months ended December 31, 2022	Nine months ended December 31, 2023
Profit	4,924	4,853
Other comprehensive income		
Valuation difference on available-for-sale securities	(97)	85
Foreign currency translation adjustment	66	53
Share of other comprehensive income of entities accounted for using equity method	(15)	(12)
Total other comprehensive income	(46)	126
Comprehensive income	4,877	4,979
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	4,861	4,971
Comprehensive income attributable to non-controlling interests	16	8

(3) Notes to the quarterly consolidated financial statements

(Notes on premise of going concern)

No items to report.

(Notes on substantial changes in amount of shareholder' s equity)

No items to report.

(Segment information, etc.)

Segment information

I Nine months ended December 31, 2022 (from April 1, 2022 to December 31, 2022)

1. Information on net sales and profit or loss by reportable segment

(Millions of yen)

	Solution Design Business	Framework Design Business	IT Service Business	Business Solution Business	Cloud Business	Overseas Business	Investment & Incubation Business	Adjustment	Amount on quarterly consolidated statement of income (see Notes)
Net sales									
Net sales to external customers	16,529	4,485	12,911	18,801	1,313	55	237	–	54,334
Inter-segment net sales and transfers	58	–	314	25	34	47	21	(501)	–
Total	16,588	4,485	13,225	18,826	1,347	103	258	(501)	54,334
Segment profit (loss)	2,765	933	1,891	1,187	259	(21)	(2)	–	7,013

(Note) Segment profit (loss) is consistent with operating profit in the quarterly consolidated statement of income.

2. Information about impairment loss or goodwill for non-current assets by reporting segment

No items to report.

II Nine months ended December 31, 2023 (from April 1, 2023 to December 31, 2023)

1. Information on net sales and profit or loss by reportable segment

(Millions of yen)

	Solution Design Business	Framework Design Business	IT Service Business	Business Solution Business	Cloud Business	Overseas Business	Investment & Incubation Business	Adjustment	Amount on quarterly consolidated statement of income (see Notes)
Net sales									
Net sales to external customers	15,732	5,073	13,450	21,267	1,440	50	125	–	57,140
Inter-segment net sales and transfers	16	–	163	26	8	49	18	(282)	–
Total	15,748	5,073	13,614	21,293	1,449	100	143	(282)	57,140
Segment profit (loss)	1,670	1,258	2,172	1,659	256	(18)	27	–	7,025

(Note) Segment profit (loss) is consistent with operating profit in the quarterly consolidated statement of income.

2. Information about impairment loss or goodwill for non-current assets by reporting segment

No items to report.

3. Supplementary information

Production, orders, and sales results

(1) Production results

Production results per business segment for the nine months ended December 31, 2023 are as follows.

Business segment	Production (Millions of yen)	Year-on-year change (%)
Solution Design Business	11,525	103.3
Framework Design Business	3,441	109.8
IT Service Business	9,401	100.6
Business Solution Business	1,220	131.9
Total	25,587	104.2

(Notes) 1. Within the Group, only segments that involve made-to-order activities are shown due to the nature of services.

2. The above amounts are stated at production cost.

(2) Order results

Order results per segment for the nine months ended December 31, 2023 are as follows.

Business segment	Order value (Millions of yen)	Year-on-year change (%)	Backlog of orders (Millions of yen)	Year-on-year change (%)
Solution Design Business	13,968	87.9	6,084	90.3
Framework Design Business	5,128	108.3	3,168	117.3
IT Service Business	13,646	104.2	6,722	109.1
Business Solution Business	1,701	149.2	566	119.7
Total	34,445	98.8	16,542	102.9

(Note) Within the Group, only segments that involve made-to-order activities are shown due to the nature of services.

(3) Sales results

Sales results per business segment for the nine months ended December 31, 2023 are as follows.

Business segment	Net sales (Millions of yen)	Year-on-year change (%)
Solution Design Business	15,732	95.2
Framework Design Business	5,073	113.1
IT Service Business	13,450	104.2
Business Solution Business	21,267	113.1
Cloud Business	1,440	109.7
Overseas Business	50	91.8
Investment & Incubation Business	125	52.8
Total	57,140	105.2

(Note) Inter-segment transactions are offset and eliminated.