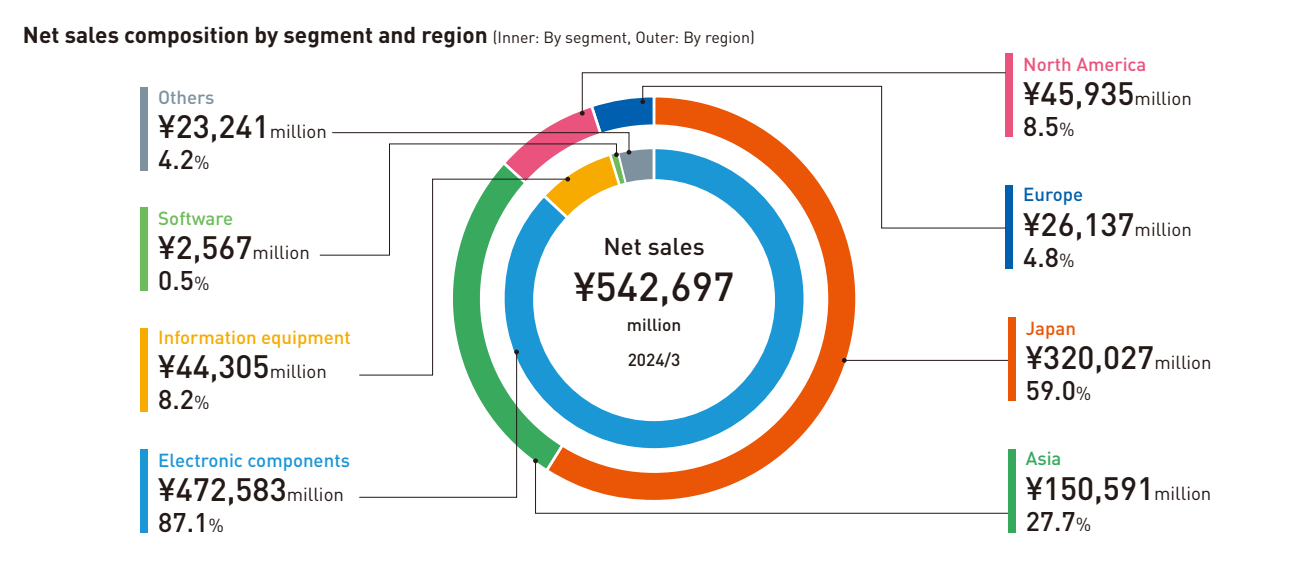
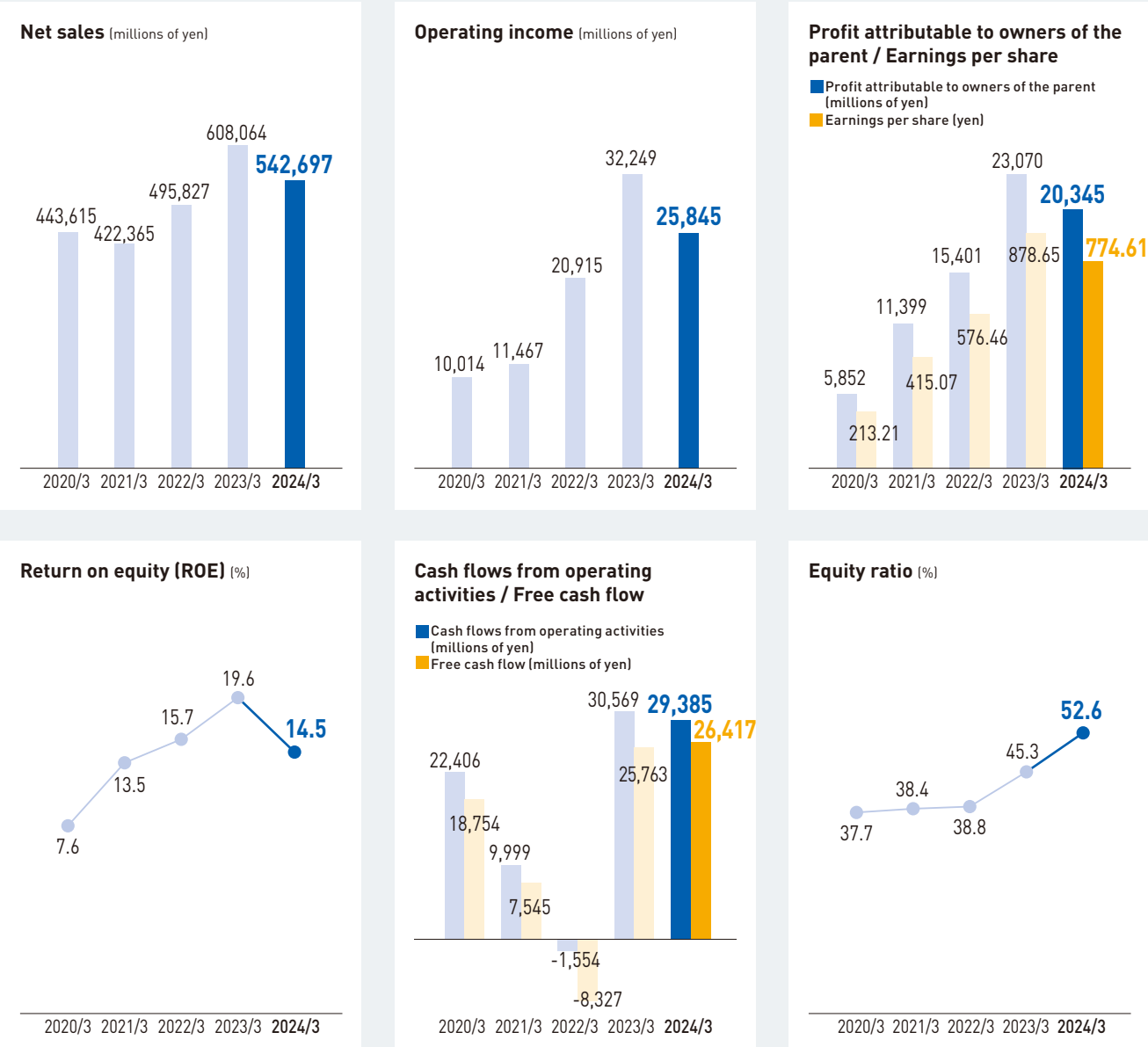
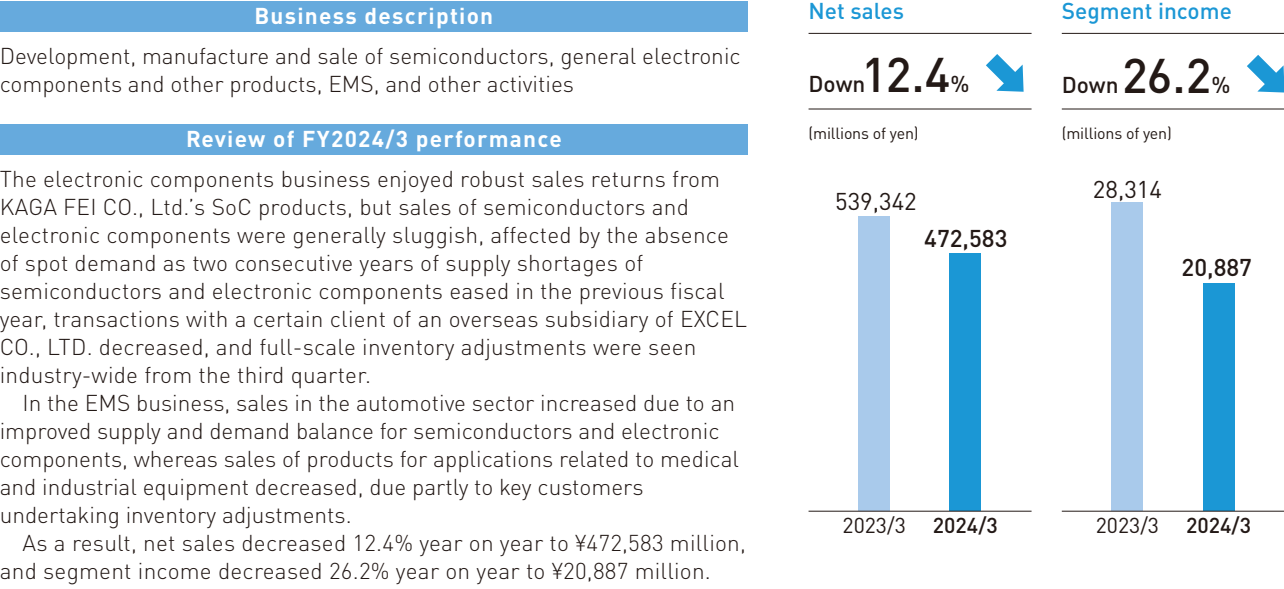


Financial Highlights



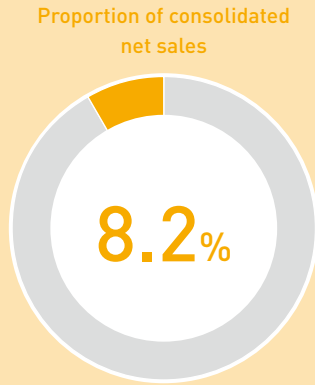
Outline of Business Segments



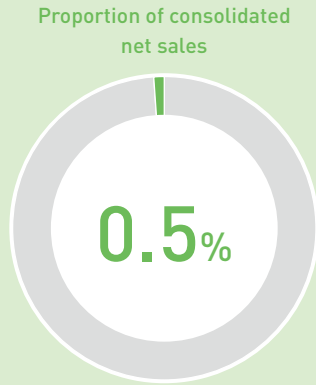
Opportunities and risks

	Opportunities	Risks
Electronic component business	<ul style="list-style-type: none"><li>• Advancement of automobile-related technologies represented by EV (electric vehicles) and CASE*</li><li>• ICT-related technologies such as the 5G mobile communication system, IoT, and AI</li><li>• Increased demand due to cloud lift and cloud shift</li></ul> <p>* Stands for Connected, Autonomous, Shared &amp; Services, and Electric</p>	<ul style="list-style-type: none"><li>• Soaring prices of resources and other commodities due to the prolonged conflict in Ukraine and the emergence of geopolitical risks</li><li>• Impact of customer inventory adjustments</li><li>• Stagnation and deterioration of the economies of various countries attributable to policy rate hikes</li><li>• Loss of commercial rights due to a change in commercial distribution at a sales destination or supplier</li></ul>
EMS business	<ul style="list-style-type: none"><li>• Growing need for further outsourcing, automation and efficiency</li><li>• Increased demand from the industrial sector due to the elimination of shortages and extended delivery times for semiconductors and electronic components, and the elimination of supply chain disruptions</li></ul>	<ul style="list-style-type: none"><li>• Shortage of human resources both in Japan and overseas</li><li>• Natural disasters such as earthquakes, floods, and the spread of infectious diseases</li><li>• Suspension of factory operations due to other external political and economic factors</li></ul>

Information Equipment



Software Business



Business description

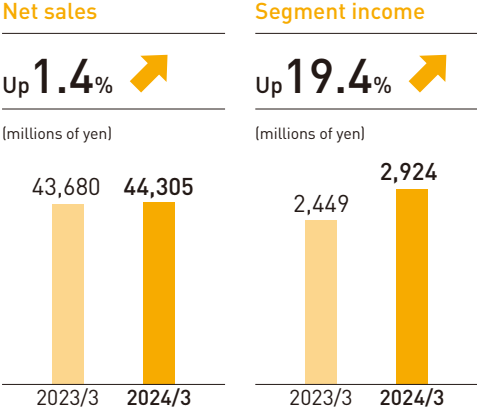
Sale of PCs, PC peripherals, home electric appliances, photographic and imaging products, and original brand goods

Review of FY2024/3 performance

Net sales remained robust with continued strong sales of PCs for educational institutions and security software, although sales of PCs for mass retailers struggled due to weak demand. In addition, the LED installation business benefited from the contribution of sales associated with a large-scale project that the Group began pursuing in earnest in the previous fiscal year.

As a result, net sales increased 1.4% year on year to ¥44,305 million, and segment income increased 19.4% year on year to ¥2,924 million.

Thus, both profit and the profit margin exceeded the previous fiscal year's results and planned targets.



Opportunities and risks

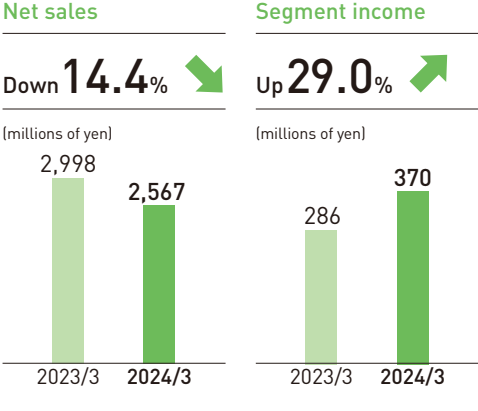
	Opportunities	Risks
Information equipment	• Robust expansion of needs for information-related devices on the back of advances in ICT	• Loss of sales opportunities due to parts supply shortages
	• Growing needs for increased PC adoption and security related solutions among higher education institutions	• Loss of commercial rights and product procurement routes due to changes in the distribution policies of buyers and suppliers
	• Development of new commercial products	• Intensifying competition due to lower prices and more new market entrants

Business description

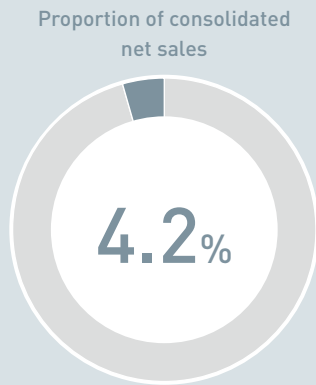
Production of computer graphics, planning and development of amusement products, and other activities

Review of FY2024/3 performance

Orders for computer graphics production remained generally steady. Net sales decreased 14.4% year on year to ¥2,567 million while segment income increased 29.0% year on year to ¥370 million, attributable partly to the effect of containing cost of sales through operational efficiency improvement and other efforts.



Other Business



TOPICS Electronic Components Business

Launched sales of small EV buses designed with domestic road conditions and the environment in mind

In March 2024, the consolidated subsidiary EXCEL CO., LTD. launched joint sales of the "e-City L6," a small EV bus manufactured by ALFA Bus Company, with ALFA Bus Japan Corporation, which imports, exports, and sells EV buses. Because ALFA Bus Company's EV buses are battery powered, they do not emit exhaust gas and have excellent environmental performance, including zero CO<sub>2</sub> emissions. Their onboard batteries can also serve as emergency power sources and exterior AC outlets installed on the rear of the vehicles allow these buses to serve as emergency management centers at evacuation centers in the event of a disaster.

At only about 6m in length, the new "e-City L6" EV bus is relatively small, making it better able to negotiate road conditions in Japan. Nevertheless, it has the same capacity as a 7m-long class bus with a spacious interior that can accommodate up to 29 passengers due to its batteries being distributed both in the rear and on the roof.

The first vehicle was delivered to Yamanashi Kotsu Co., Ltd. in April, and is now in operation as a shuttle bus between Kofu Station and Kiratto, a next-generation energy promotion facility in Yonekura-yama, Yamanashi Prefecture.

Furthermore, we are co-sponsoring the "Japan International Exposition 2025 (Expo 2025 Osaka-Kansai)," to be held in Osaka from April 2025, as an operational participation supplier supporting the Expo's smooth execution and operation by providing onsite transportation vehicles for guests and Expo related personnel from both Japan and abroad throughout the event.



ALFA Bus Company's "e-City L6" small EV bus

Business description

Repair and provision of support for electronic equipment, manufacture and sale of amusement equipment, sale of sports goods, and other activities

Review of FY2024/3 performance

The PC and PC peripheral recycling business remained strong, as did sales of amusement equipment and sporting goods. Net sales increased 5.4% year on year to ¥23,241 million while segment income expanded 41.2% year on year to ¥1,555 million.

