

Make Value



Engineer Support Company

Q1 FY2025 Briefing for Analysts and Institutional Investors



— Create the Future —

ARTNER



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Financial Results Highlights for Q1 FY2025

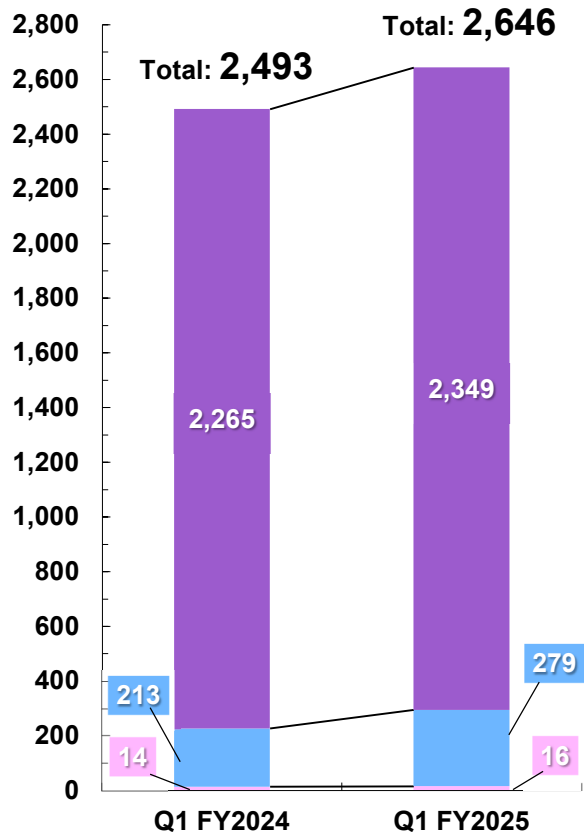
- Net sales up **6.1%**, Operating profit down **0.6%**,
Ordinary profit down **0.6%**, Profit down **0.7%**. Operating margin **18.0%**.

	Q1 FY2024		Q1 FY2025		Change from the previous year (million yen)	Change from the previous year (%)
	Result (million yen)	Percentage (%)	Result (million yen)	Percentage (%)		
Net sales	2,493	100.0	2,646	100.0	153	6.1
Cost of sales	1,528	61.3	1,601	60.5	73	4.8
Gross profit	965	38.7	1,044	39.5	79	8.2
SG&A expenses	487	19.5	568	21.5	81	16.8
Operating profit	477	19.2	475	18.0	(2)	(0.6)
Ordinary profit	479	19.2	476	18.0	(3)	(0.6)
Profit	333	13.4	330	12.5	(3)	(0.7)

Net Sales by Business for Q1 FY2025

■ Engineer dispatching up 3.7% ■ Contracting up 30.7% / Percentage 10.6%

Unit: million yen

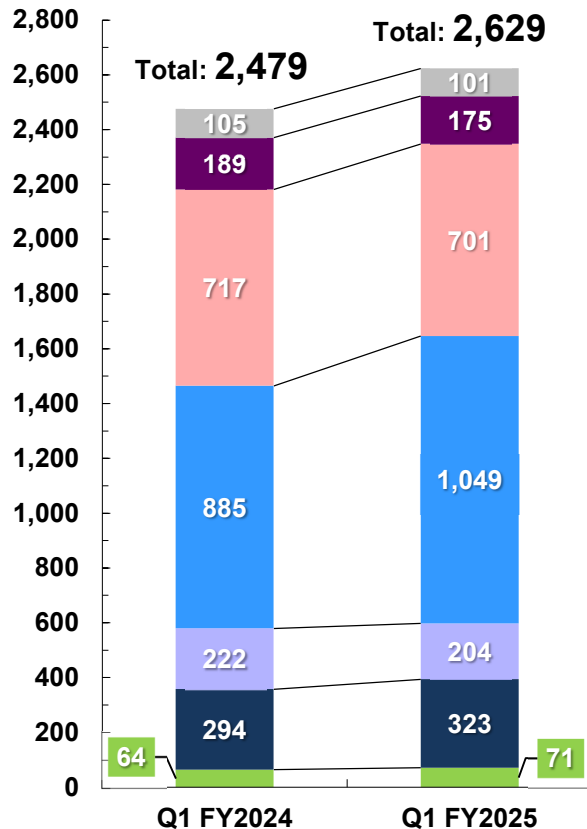


	Q1 FY2024		Q1 FY2025		Change from the previous year (%)	Percentage variance (pt)
	Result (million yen)	Ratio (%)	Result (million yen)	Ratio (%)		
Engineer dispatching	2,265	90.9	2,349	88.8	3.7	(2.1)
Contracting	213	8.6	279	10.6	30.7	2.0
Subtotal	2,479	99.4	2,629	99.4	6.0	(0.1)
Other	14	0.6	16	0.6	20.8	0.1
Total	2,493	100.0	2,646	100.0	6.1	—

Net Sales by Industry Field for Q1 FY2025

- Electrical equipment down 2.2%
- Transportation equipment up 18.5%
- Information and communications up 10.1%

Unit: million yen



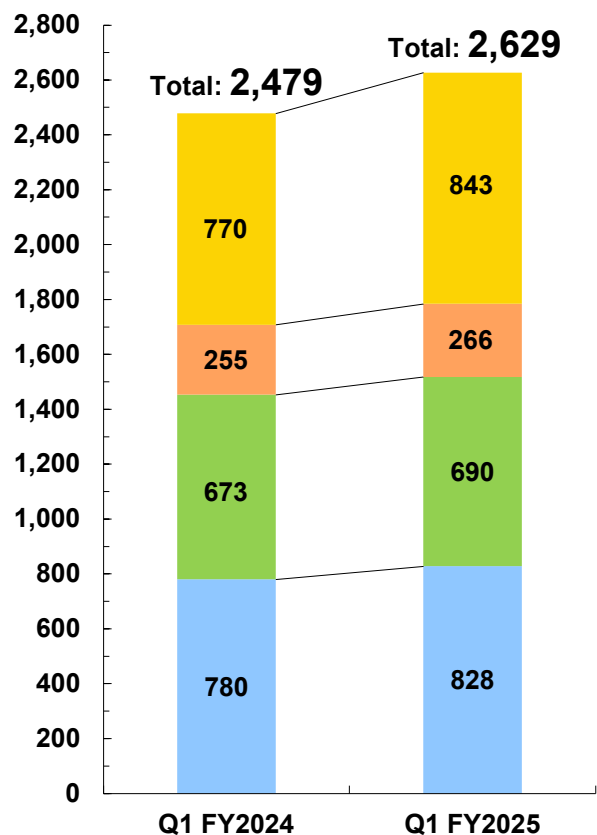
	Q1 FY2024		Q1 FY2025		Change from the previous year (%)	Percentage variance (pt)
	Result (million yen)	Ratio (%)	Result (million yen)	Ratio (%)		
Steel, nonferrous materials and metals	105	4.3	101	3.9	(4.2)	(0.4)
Mechanical equipment	189	7.6	175	6.7	(7.1)	(0.9)
Electrical equipment	717	29.0	701	26.7	(2.2)	(2.3)
Transportation equipment	885	35.7	1,049	39.9	18.5	4.2
Precision equipment	222	9.0	204	7.8	(7.7)	(1.2)
Information and communications	294	11.9	323	12.3	10.1	0.5
Miscellaneous	64	2.6	71	2.7	10.5	0.1
Total	2,479	100.0	2,629	100.0	6.0	—

*Excludes sales from "Other" businesses.

Net Sales by Technology Field for Q1 FY2025

- Embedded / Model-Based up **9.5%**
- IT Solution up **4.4%**
- Electronics up **2.5%**
- Machinery up **6.1%**

Unit: million yen



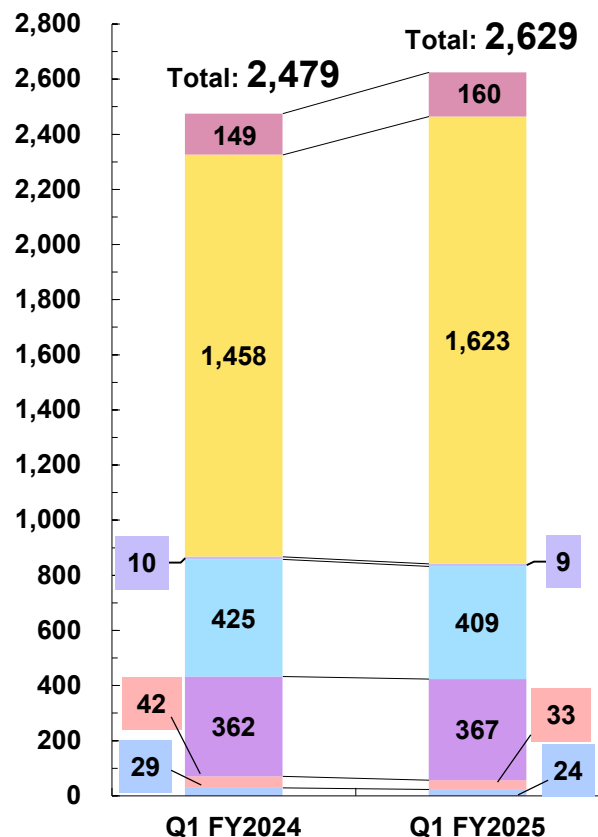
	Q1 FY2024		Q1 FY2025		Change from the previous year (%)	Percentage variance (pt)
	Result (million yen)	Ratio (%)	Result (million yen)	Ratio (%)		
Embedded / Model-Based	770	31.1	843	32.1	9.5	1.0
IT Solution	255	10.3	266	10.1	4.4	(0.2)
Electronics	673	27.2	690	26.3	2.5	(0.9)
Machinery	780	31.5	828	31.5	6.1	0.0
Total	2,479	100.0	2,629	100.0	6.0	—

*Excludes sales from "Other" businesses.

Net Sales by Region for Q1 FY2025

■ Kanto up 11.3%
 ■ Tokai down 3.8%
 ■ Kinki up 1.4%

Unit: million yen



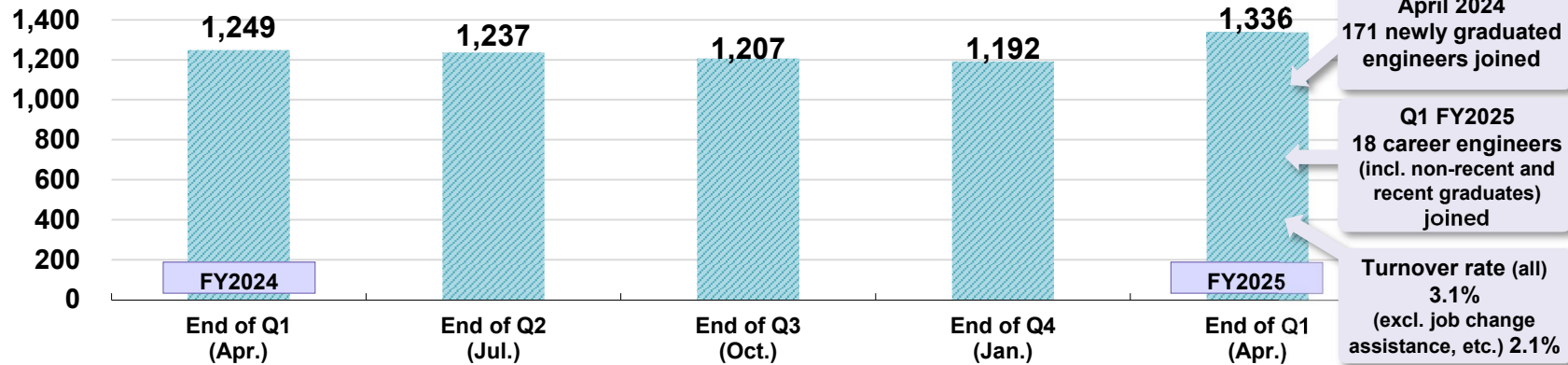
	Q1 FY2024		Q1 FY2025		Change from the previous year (%)	Percentage variance (pt)
	Result (million yen)	Ratio (%)	Result (million yen)	Ratio (%)		
Tohoku	149	6.0	160	6.1	7.8	0.1
Kanto	1,458	58.8	1,623	61.8	11.3	2.9
Hokuriku	10	0.4	9	0.4	(13.4)	(0.1)
Tokai	425	17.2	409	15.6	(3.8)	(1.6)
Kinki	362	14.6	367	14.0	1.4	(0.6)
Chugoku	42	1.7	33	1.3	(21.3)	(0.4)
Kyushu	29	1.2	24	0.9	(17.7)	(0.3)
Total	2,479	100.0	2,629	100.0	6.0	—

*Excludes sales from "Other" businesses.

Term-end Engineer Count / Utilization Rate for Q1 FY2025

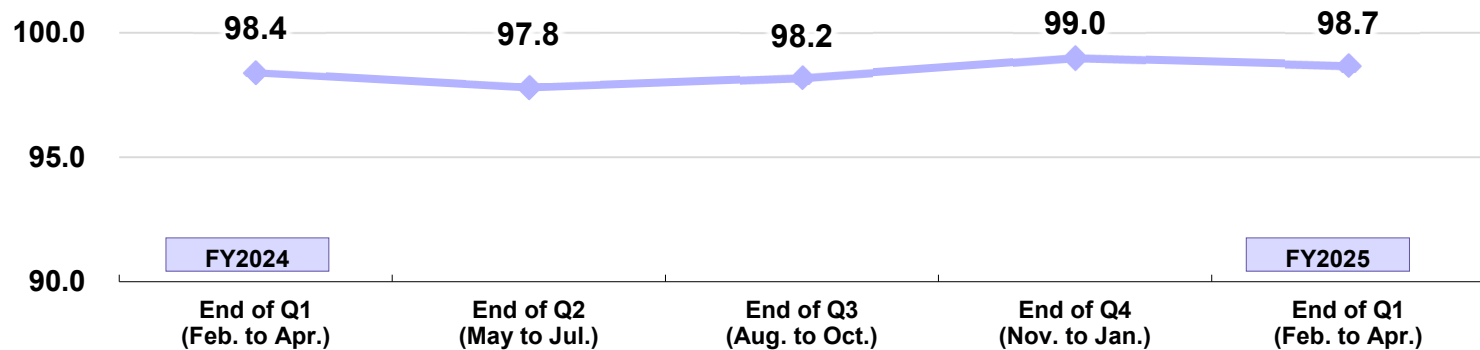
Term-end Engineer Count	Q1 FY2024 (average)	Q1 FY2025 (average)	Change from the previous year (people)	Change from the previous year (%)
	1,177	1,235	58	4.9

Unit: people



Utilization Rate	Q1 FY2024 (average)	Q1 FY2025 (average)	Change from the previous year (pt)
*Based on the number of dispatched engineers	98.4	98.7	0.3

Unit: %



*New employees and others who joined the Company mid-year are not included in the utilization rate until after they are dispatched to their assignments.

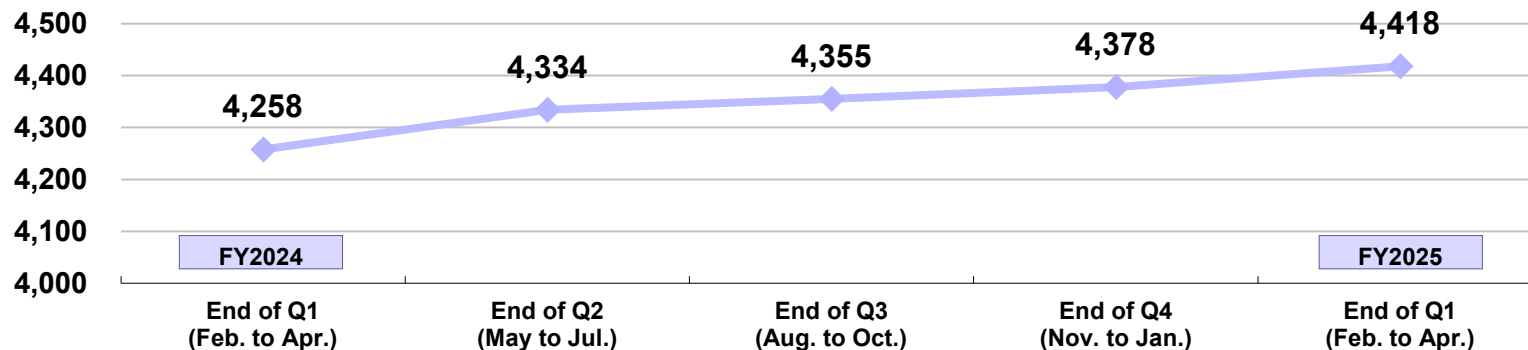
Unit Price of Engineers / Total Work Person-hours for Q1 FY2025

Unit Price of Engineers

Q1 FY2024 (average)	Q1 FY2025 (average)	Change from the previous year (yen)	Change from the previous year (%)
4,258	4,418	160	3.8

*Figures for dispatched engineers *Per person

Unit: yen / hour

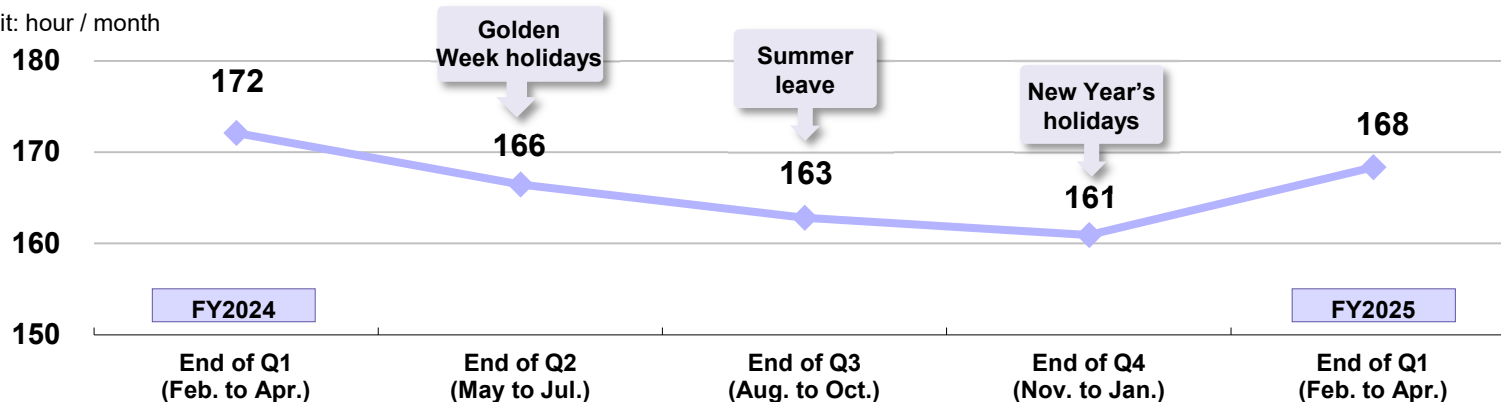


Total Work Person-hours

Q1 FY2024 (average)	Q1 FY2025 (average)	Change from the previous year (h)	Change from the previous year (%)
172	168	(4)	(2.2)

*Figures for dispatched engineers *Per person

Unit: hour / month



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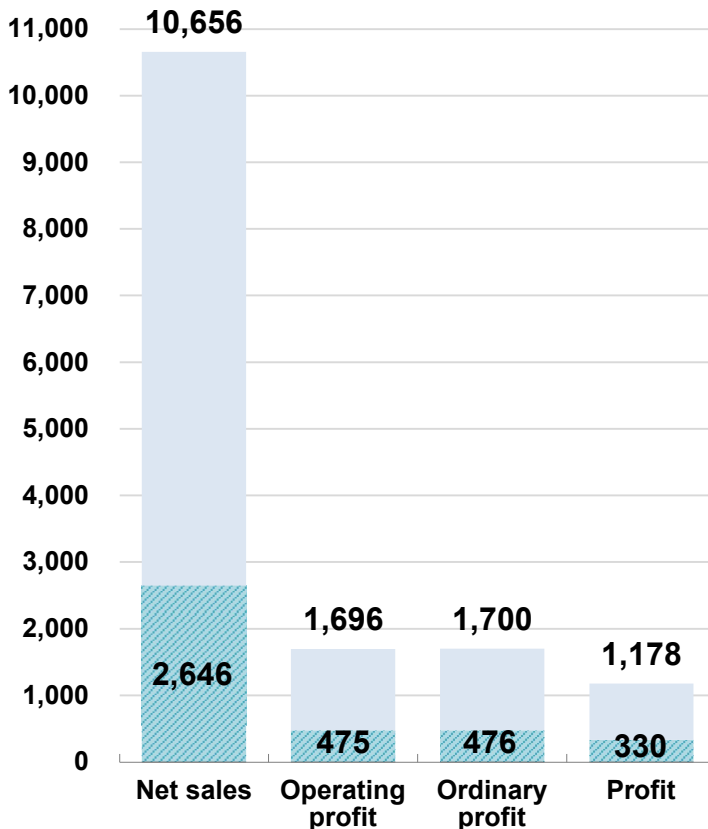
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Progress of the Forecast of Financial Results for Q1 FY2025

■ Progress in this Q1 against the full financial year forecast is:

Net sales **24.8%**, Operating profit **28.0%**, Ordinary profit **28.0%**, Profit **28.1%**

Unit: million yen



	Q1 FY2025		
	Result (million yen)	Percentage (%)	Progress (%) of the Forecast of financial results for FY2025
Net sales	2,646	100.0	24.8
Operating profit	475	18.0	28.0
Ordinary profit	476	18.0	28.0
Profit	330	12.5	28.1

	Forecast of Financial results for FY2025	
	Full year (million yen)	Percentage (%)
Net sales	10,656	100.0
Operating profit	1,696	15.9
Ordinary profit	1,700	16.0
Profit	1,178	11.1

Forecast of Dividends for FY2025

Payout Ratio

Based on **50%**

FY2025 (forecast) **72.1%**

- Expected annual dividend **80 yen** (interim **40 yen**, year-end **40 yen**).
(Up **5 yen** year-on-year)

	Annual dividends per share (yen)			Dividend yield (%)	Payout ratio (%)	Dividend on equity ratio (DOE) (%)
	Second quarter-end	Fiscal year-end	Total			
FY2024	37.50	37.50	75.00	3.39	75.8	19.2
FY2025 (forecast)	40.00	40.00	80.00	3.66	72.1	

*Dividend yield (%) = individual dividend per share (total) ÷ share price (year-end, closing price) × 100

Closing price at ending of FY2024 (January 31, 2024) 2,211 yen / Closing price at ending of Q1 FY2025 (April 30, 2024) 2,184 yen

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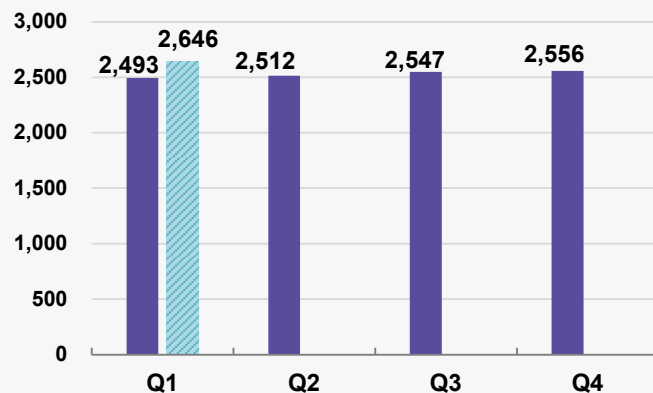
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Quarterly (accounting period) Financial Results

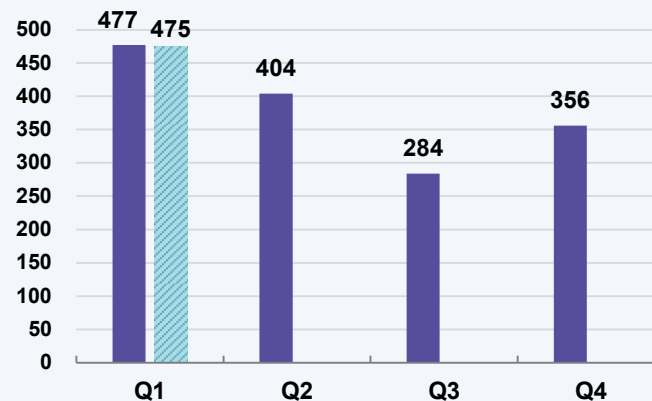
Net sales

■ FY2024 ■ FY2025 Unit: million yen



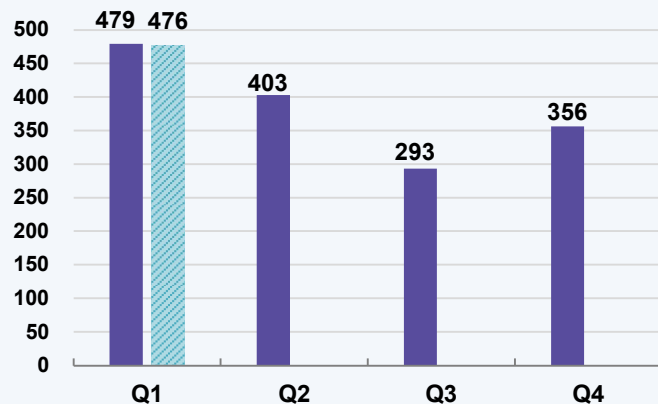
Operating profit

■ FY2024 ■ FY2025 Unit: million yen



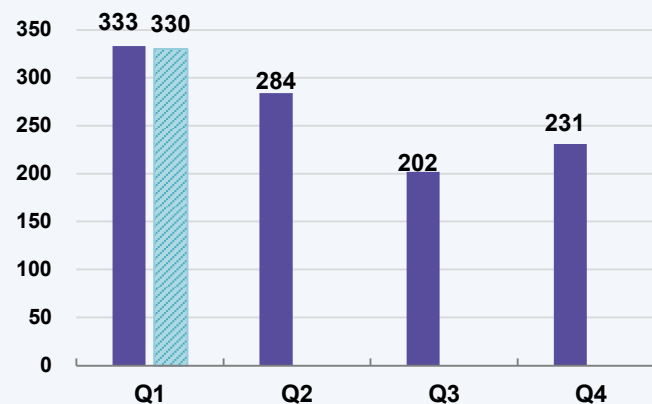
Ordinary profit

■ FY2024 ■ FY2025 Unit: million yen



Profit

■ FY2024 ■ FY2025 Unit: million yen



Quarterly (accounting period) Financial Results, Numerical Data

FY2025

	Q1(Feb. to Apr.)				Q2(May to Jul.)				Q3(Aug. to Oct.)				Q4(Nov. to Jan.)				full-year		
	Result (million yen)	Percent -age (%)	YOY (%)	*(1) (%)	Result (million yen)	Percent -age (%)	YOY (%)	*(1) (%)	Result (million yen)	Percent -age (%)	YOY (%)	*(1) (%)	Result (million yen)	Percent -age (%)	YOY (%)	*(1) (%)	Result (million yen)	Percent -age (%)	YOY (%)
Net sales	2,646	100.0	6.1	24.8													10,656	100.0	5.4
Cost of sales	1,601	60.5	4.8																
Gross profit	1,044	39.5	8.2																
SG&A expenses	568	21.5	16.8																
Operating profit	475	18.0	(0.6)	28.0													1,696	15.9	11.4
Ordinary profit	476	18.0	(0.6)	28.0													1,700	16.0	10.9
Profit	330	12.5	(0.7)	28.1													1,178	11.1	12.1

*(1) Quarterly composition of forecast of financial results (full year)

FY2024

	Q1(Feb. to Apr.)				Q2(May to Jul.)				Q3(Aug. to Oct.)				Q4(Nov. to Jan.)				full-year		
	Result (million yen)	Percent -age (%)	YOY (%)	*(2) (%)	Result (million yen)	Percent -age (%)	YOY (%)	*(2) (%)	Result (million yen)	Percent -age (%)	YOY (%)	*(2) (%)	Result (million yen)	Percent -age (%)	YOY (%)	*(2) (%)	Result (million yen)	Percent -age (%)	YOY (%)
Net sales	2,493	100.0	11.7	24.7	2,512	100.0	9.7	24.9	2,547	100.0	7.5	25.2	2,556	100.0	8.8	25.3	10,110	100.0	9.4
Cost of sales	1,528	61.3	10.2	23.3	1,587	63.2	5.6	24.2	1,755	68.9	5.4	26.7	1,699	66.5	5.5	25.9	6,571	65.0	6.5
Gross profit	965	38.7	14.2	27.3	925	36.8	17.6	26.2	791	31.1	12.7	22.4	856	33.5	15.9	24.2	3,539	35.0	15.1
SG&A expenses	487	19.5	4.3	24.2	521	20.8	10.0	25.9	507	19.9	10.2	25.2	500	19.6	4.6	24.8	2,016	19.9	7.3
Operating profit	477	19.2	26.4	31.4	404	16.1	29.2	26.5	284	11.2	17.4	18.7	356	13.9	36.6	23.4	1,522	15.1	27.5
Ordinary profit	479	19.2	26.4	31.3	403	16.1	29.1	26.3	293	11.5	17.2	19.1	356	13.9	36.6	23.3	1,532	15.2	27.4
Profit	333	13.4	26.5	31.7	284	11.3	31.5	27.1	202	8.0	16.9	19.3	231	9.0	(4.4)	22.0	1,051	10.4	17.5

*(2) Quarterly composition of full-year financial results

<https://www.artner.co.jp/en/>

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