

Summary of Financial Results for Third Quarter of the Year Ending December 2024 [Japan GAAP] (Consolidated)

November 12, 2024

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 Stock Code: 6560 URL <https://lt-s.jp/en>
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 Date of commencement of dividend payment: –
 Preparation of supplementary materials: Yes
 Convening of a results meeting: No

(Amounts less than one million are rounded down)

1. Financial results for third quarter of fiscal year ending December 2024 (January 1, 2024 - September 30, 2024)

(1) Operating results (consolidated) (Percentage figures represent year-on-year change)

| | Net sales | | Operating profit | | Ordinary profit | | Profit attributable to owners of parent | |
|-------------------------------------|-------------|------|------------------|------|-----------------|------|---|------|
| | million yen | % | million yen | % | million yen | % | million yen | % |
| Q3 of the year ending December 2024 | 12,246 | 48.8 | 766 | 40.6 | 795 | 37.1 | 700 | 89.6 |
| Q3 of the year ended December 2023 | 8,231 | 17.3 | 545 | 27.7 | 580 | 38.2 | 369 | 34.9 |

(Note) Comprehensive income Q3 of the year ending December 2024: 709 million yen (92.0%)
 Q3 of the year ended December 2023: 369 million yen (32.4%)

| | Profit per share | Profit per share fully diluted |
|-------------------------------------|------------------|--------------------------------|
| | yen | yen |
| Q3 of the year ending December 2024 | 156.06 | 153.12 |
| Q3 of the year ended December 2023 | 81.96 | 79.35 |

(2) Financial position (consolidated)

| | Total assets | Net assets | Capital adequacy ratio |
|-------------------------------------|--------------|-------------|------------------------|
| | million yen | million yen | % |
| Q3 of the year ending December 2024 | 11,518 | 4,236 | 35.9 |
| Year ended December 2023 | 11,976 | 3,618 | 29.2 |

(Reference) Shareholders' equity Q3 of the year ending December 2024: 4,131 million yen
 Year ended December 2023: 3,493 million yen

(Note) In the third quarter of the fiscal year ending December 2024, the Company completed the provisional accounting treatment for the business combination, and each figure for the fiscal year ended December 2023, reflects the finalized details of this provisional accounting treatment.

2. Dividends

| | Dividend per share | | | | |
|--------------------------------------|--------------------|-----------|-----------|-----------|-------|
| | End of Q1 | End of Q2 | End of Q3 | End of FY | Total |
| | yen | yen | yen | yen | yen |
| Year ended December 2023 | – | 0.00 | – | 0.00 | 0.00 |
| Year ending December 2024 | – | 0.00 | – | | |
| Year ending December 2024 (forecast) | | | | 30.00 | 30.00 |

(Note) Revision to the most recently announced dividend forecast: No

3. Forecast for the fiscal year ending December 2024 (January 1, 2024 - December 31, 2024)

(Percentage figures represent year-on-year change)

| | Net sales | | Operating profit | | Ordinary profit | | Profit attributable to owners of parent | | Profit per share |
|-----------|-------------|------|------------------|------|-----------------|------|---|-------|------------------|
| | million yen | % | million yen | % | million yen | % | million yen | % | yen |
| Full year | 16,500 | 34.8 | 1,250 | 75.5 | 1,150 | 53.6 | 970 | 113.4 | 216.16 |

(Note) Revisions to the most recently announced earnings forecast: Yes

* Notice

(1) Material changes in the scope of consolidation during year to quarter end: No

New consolidations: – company (ies) (Company name(s)); Exclusions: – company (ies) (Company name(s))

(2) Application of accounting treatment specific to the preparation of the quarterly consolidated financial statements : No

(3) Changes in accounting policies, accounting estimates, and restatements

(a) Changes in accounting policies due to revision of accounting standards: No

(b) Changes in accounting policies other than those in (a): No

(c) Changes in accounting estimates: No

(d) Restatements: No

(4) Number of shares outstanding (common shares)

(a) Shares outstanding (including treasury shares) at end of period

| | | | |
|---------------------------------|------------------|--------------------------------|------------------|
| Q3 of year ending December 2024 | 4,585,475 shares | Year ended December 2023 | 4,563,475 shares |
| Q3 of year ending December 2024 | 90,574 shares | Year ended December 2023 | 55,487 shares |
| Q3 of year ending December 2024 | 4,487,370 shares | Q3 of year ended December 2023 | 4,507,957 shares |

(b) Treasury shares at end of period

(c) Average number of shares during period

* Review of accompanying quarterly consolidated financial statements by certified public accountant or auditing firm: No

* Cautionary statement regarding business results forecasts and special notes

The financial forecasts and other forward-looking statements herein are based on currently available information and assumptions considered by the Company to be reasonable and do not represent a commitment from the Company that they will be achieved.

Actual results may differ substantially due to various factors.

(Change in unit for displaying monetary amounts)

The monetary amounts of accounts and other items presented in the Company's quarterly consolidated financial statements were previously stated in thousands of yen, but effective from the first quarter of the fiscal year, the amounts are now stated in millions of yen. For ease of comparison, the figures for the previous consolidated fiscal year and the first nine months of the previous fiscal year are also presented in millions of yen.

○ Contents of Accompanying Materials

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1. Qualitative Information related to the Consolidated Business Results

(1) Explanation of Operating Results

During the first nine months of the current fiscal year (January 1 to September 30, 2024), the Japanese economy showed a gradual recovery trend as the employment and income environment continued to improve, despite some remaining signs of stagnation. On the other hand, the prolonged high interest rates in Europe and the United States, along with the stagnation of the Chinese economy, are weakening the global economy, posing a risk of downward pressure on Japan's economy. Additionally, the situation surrounding the Middle East, rising prices worldwide, and the risk of fluctuations in financial and capital markets are further adding to the uncertainty about the future.

In the information services industry, which is the main business domain of our Group, digital transformation (DX) initiatives are in full swing to respond to changes in the social environment. Demand for diversified project support remained steady due to the continued high-priority need for services to support internal reform activities, including introducing task performing robots such as AI and RPA (robotic process automation) and promoting telecommuting and other work style reform.

Under these business circumstances, the Group sought to become the "Best Partner for the Digital Era" by not only supporting individual reform projects but also providing services beyond the framework of consulting to help our customers implement change as a partner in creating people, businesses, and organizations that can respond to change and pave the way for the future. We have been developing a professional services business that offers one-stop support catered to the customer's unique challenges and reform objectives and a platform business for solving IT personnel shortages through the provision of a platform that promotes collaboration across the IT industry. In our professional services business, we focused on enhancing decision-making speed and streamlining operations by reorganizing our group companies. At the same time, we engaged in activities to create synergy between group companies and maintained our commitment to hiring human resources and providing training activities, while also promoting initiatives to further expand our ability to provide services. In our platform business, we worked on developing support services for introducing and using a subscription platform in the cloud business and focused on expanding existing services centered on our Professional Hub service. Additionally, we moved forward with the sale of some real estate properties, effectively utilizing management resources and strengthening the overall financial position of the Group.

As a result of the above, during the first nine months of the fiscal year under review, we achieved net sales of ¥12,246 million (up 48.8% year on year), operating profit of ¥766 million (up 40.6% year on year), and ordinary profit of ¥795 million (up 37.1% year on year) due to the recording of rental income from real estate. Profit attributable to owners of parent was ¥700 million (up 89.6% year on year) due to the recording of gains on the sale of non-current assets.

A summary of operating results by segment (net sales includes internal sales) is provided below.

(Professional Services Business)

In our professional services business, the environment surrounding our IT division is changing as corporate activities, which were restricted due to the COVID-19 pandemic, return to normal. Amid these circumstances, favorable conditions created by robust demand for DX provided a boost for us to steadily acquire traditional consulting projects (operational analysis/design, IT introduction support, onsite deployment) based on our strength of visualizing and improving operations utilizing business process management. In addition to enhancing our track record with advanced companies, such as the joint development of a DX project management application with ITOCHU Corporation and driving the ERP renewal project at Taiyo Oil Company, Limited, we actively expanded our service offerings. This included the full-scale launch of our "Agile Development Support Services," to help organizations become more adaptable to change, and the establishment of ME-lab Japan, Inc., a subsidiary dedicated to supporting companies in Green Transformation (GX). Furthermore, ME-lab Japan engaged in collaborative research on developing new climate risk assessment indicators. We also introduced "Support for Innovation through Copilot for Microsoft 365," leveraging generative AI to its fullest potential. Additionally, we collaborated with Kao Corporation to host a hackathon focused on generative AI (LLM: Large Language Model) and signed a partnership agreement with VELDT Inc. to develop causal AI for rapid estimation of causal relationships from data, while continuing to advance the development and provision of services that capitalize on our expertise in cutting-edge fields.

As a result, net sales in the professional services business came to ¥10,995 million (up 50.0% year on year) and segment profit (operating profit) came to ¥711 million (up 41.4% year on year).

(Platform Business)

In the platform business, the number of members in the Assign Navi platform, which provides business matching and a learning forum specialized for the IT industry, grew to 14,035 including both corporate and individual members as of September 30, 2024. This steady growth represents a 607-member increase over the end of the previous year. In addition to the increased results of the Assign Navi and Professional Hub matching and member services in conjunction with the expansion of the membership base, we steadily expanded our platform services based on connecting IT business operators with professional human resources. This included the development of a subscription business reform support service through collaboration with AXLBIT, Inc., which develops and provides the subscription business support software AXLGEAR, as well as the hosting of specialized IT business exchange meetings. At the same time, we worked on strengthening the organizational structure for expanding revenue in existing services, including conducting a review of our sales and management structure.

As a result, net sales in the platform business came to ¥1,636 million (up 11.4% year on year), and the segment profit (operating profit) came to ¥55 million (up 31.3% year on year).

(2) Explanation of Financial Position

Total assets at the end of the first nine months of the fiscal year were ¥11,518 million, down ¥458 million from the end of the previous fiscal year. This was primarily due to a ¥357 million increase in cash and deposits, offset by a ¥270 million decrease in property, plant and equipment, a ¥172 million decrease in deferred tax assets, a ¥176 million decrease in goodwill, and a ¥148 million decrease in investment securities.

Liabilities came to ¥7,281 million, down ¥1,076 million from the end of the previous fiscal year. This was primarily due to decreases of ¥343 million in accounts payable - other, ¥271 million in deferred tax liabilities, ¥240 million in short-term borrowings, ¥133 million in long-term borrowings, and ¥120 million in income taxes payable, despite an ¥87 million increase in the provision for bonuses.

Net assets amounted to ¥4,236 million, an increase of ¥618 million from the end of the previous fiscal year. This was primarily due to a ¥706 million increase in retained earnings. The equity ratio was 35.9%.

Regarding the business combination with HCS Holdings Corporation (now Hibiya Computer System Co., Ltd.) on October 23, 2023, provisional accounting treatment was applied in the previous consolidated fiscal year. This accounting treatment was finalized in the third quarter of the current consolidated fiscal year. With the finalization of the provisional accounting treatment, the review of the allocation of acquisition costs has been incorporated into the comparative information presented in the quarterly consolidated financial statements for the first nine months of the current fiscal year. Additionally, the amounts used for comparison and analysis with the end of the previous fiscal year reflect the revised initial allocation of acquisition costs following the finalization of the provisional accounting treatment.

(3) Explanation of Consolidated Earnings Forecasts and Other Future Projections

In regard to the consolidated earnings forecast for the fiscal year ending December 2024, we have revised the full-year consolidated earnings forecast that was announced on February 13, 2024.

For details, please refer to the “Notice Concerning Revision of Full-Year Earnings Forecast for Fiscal Year Ending December 2024,” which was announced separately today (November 12, 2024).

2. Quarterly Consolidated Financial Statements and Main Notes

(1) Quarterly Consolidated Balance Sheet

(Millions of yen)

| | Previous consolidated fiscal year (ended December 31, 2023) | First nine months of the current fiscal year (ended September 30, 2024) |
|---|---|---|
| Assets | | |
| Current assets | | |
| Cash and deposits | 3,845 | 4,203 |
| Electronically recorded monetary claims - operating | 136 | 145 |
| Accounts receivable and contract assets | 2,282 | 2,267 |
| Work in process | 21 | 27 |
| Other | 202 | 225 |
| Allowance for doubtful accounts | (1) | (1) |
| Total current assets | 6,487 | 6,867 |
| Non-current assets | | |
| Property, plant and equipment | | |
| Land | 1,963 | 1,685 |
| Other | 751 | 759 |
| Total property, plant and equipment | 2,714 | 2,444 |
| Intangible fixed assets | | |
| Goodwill | 804 | 628 |
| Customer-related assets | 271 | 202 |
| Software | 91 | 87 |
| Software in progress | 17 | 26 |
| Other | 3 | 2 |
| Total intangible fixed assets | 1,188 | 947 |
| Investments and other assets | | |
| Deferred tax assets | 212 | 40 |
| Leasehold and guarantee deposits | 304 | 291 |
| Investment securities | 1,005 | 857 |
| Other | 63 | 68 |
| Total investments and other assets | 1,586 | 1,257 |
| Total non-current assets | 5,489 | 4,650 |
| Total assets | 11,976 | 11,518 |

(Millions of yen)

| | Previous consolidated fiscal year (ended December 31, 2023) | First nine months of the current fiscal year (ended September 30, 2024) |
|--|---|---|
| Liabilities | | |
| Current liabilities | | |
| Accounts payable - trade | 926 | 888 |
| Short-term borrowings | 280 | 40 |
| Current portion of long-term borrowings | 901 | 919 |
| Accounts payable - other | 682 | 339 |
| Income taxes payable | 255 | 134 |
| Provision for bonuses | 156 | 244 |
| Provision for bonuses for directors (and other officers) | 12 | 4 |
| Provision for loss on order received | 16 | 3 |
| Contract liabilities | 42 | 29 |
| Other | 418 | 431 |
| Total current liabilities | 3,692 | 3,034 |
| Non-current liabilities | | |
| Long-term borrowings | 4,011 | 3,860 |
| Retirement benefit liabilities | 123 | 138 |
| Deferred tax liabilities | 481 | 209 |
| Other | 49 | 38 |
| Total non-current liabilities | 4,666 | 4,247 |
| Total liabilities | 8,358 | 7,281 |
| Net assets | | |
| Shareholders' equity | | |
| Share capital | 742 | 748 |
| Capital surplus | 993 | 999 |
| Retained earnings | 1,964 | 2,671 |
| Treasury shares | (200) | (293) |
| Total shareholders' equity | 3,499 | 4,125 |
| Accumulated other comprehensive income | | |
| Valuation difference on available-for-sale securities | (7) | 4 |
| Foreign currency translation adjustment | 1 | 1 |
| Total accumulated other comprehensive income | (5) | 5 |
| Subscription rights to shares | 75 | 104 |
| Non-controlling interests | 49 | — |
| Total net assets | 3,618 | 4,236 |
| Liabilities and net assets | 11,976 | 11,518 |

(2) Quarterly Consolidated Statement of Income and Quarterly Consolidated Statement of Comprehensive Income

Quarterly consolidated statement of income

First nine months of the fiscal year

(Millions of yen)

| | First nine months of the previous fiscal year (January 1 - September 30, 2023) | First nine months of the current fiscal year (January 1 - September 30, 2024) |
|--|---|--|
| Net sales | 8,231 | 12,246 |
| Cost of sales | 5,377 | 7,894 |
| Gross profit | 2,854 | 4,352 |
| Selling, general and administrative expenses | 2,309 | 3,585 |
| Operating profit | 545 | 766 |
| Non-operating income | | |
| Subsidy income | 12 | 17 |
| Share of profit of entities accounted for using equity method | 22 | 10 |
| Rental income from real estate | – | 77 |
| Other | 4 | 12 |
| Total non-operating income | 39 | 117 |
| Non-operating expenses | | |
| Interest expenses | 4 | 38 |
| Real estate rental expense | – | 34 |
| Other | 0 | 15 |
| Total non-operating expenses | 4 | 88 |
| Ordinary profit | 580 | 795 |
| Extraordinary income | | |
| Gain on sale of non-current assets | – | 106 |
| Gain on sale of investment securities | – | 32 |
| Total extraordinary income | – | 138 |
| Profit before income taxes | 580 | 934 |
| Income taxes-current | 206 | 325 |
| Income taxes-deferred | 4 | (88) |
| Total income taxes | 210 | 236 |
| Profit | 369 | 697 |
| Loss attributable to non-controlling interests | (0) | (2) |
| Profit attributable to owners of parent | 369 | 700 |

Quarterly consolidated statement of comprehensive income

First nine months of the fiscal year

(Millions of yen)

| | First nine months of the previous fiscal year (January 1 - September 30, 2023) | First nine months of the current fiscal year (January 1 - September 30, 2024) |
|--|---|--|
| Profit | 369 | 697 |
| Other comprehensive income | | |
| Valuation difference on available-for-sale securities | – | 11 |
| Foreign currency translation adjustment | 0 | 0 |
| Total other comprehensive income | 0 | 11 |
| Comprehensive income | 369 | 709 |
| (Breakdown) | | |
| Comprehensive income attributable to owners of parent | 369 | 712 |
| Comprehensive income attributable to non-controlling interests | (0) | (2) |

(3) Notes to the Quarterly Consolidated Financial Statements

(Notes Related to Going Concern Assumptions)

Not applicable.

(Notes on Significant Changes in Shareholders' Equity)

Not applicable.

(Additional Information)

First nine months of the current fiscal year
(January 1 - September 30, 2024)

(Important Changes in Scope of Consolidation)

During the first quarter period of the fiscal year, HCS Holdings Co., Ltd., a consolidated subsidiary of the Company, sold a portion of its shares in Busy Bee, Inc., which was previously a consolidated subsidiary of the Company, on February 1, 2024. With January 1, 2024 as the deemed sale date, Busy Bee, Inc. became an equity-method affiliate of the Company.

In addition, newly established Me-lab Japan, Inc. is included within the scope of consolidation as of the first quarter period of the fiscal year.

During the second quarter period of the fiscal year, an absorption-type merger was completed, with the Company as the surviving entity and IoToI Japan Inc., a wholly owned subsidiary, as the absorbed entity. As a result, IoToI Japan Inc. has been removed from the scope of consolidation.

During the second quarter period of the fiscal year, an absorption-type merger was completed with HCS Holdings Co., Ltd., a consolidated subsidiary of the Company, as the surviving entity. Hibiya Computer System Co., Ltd. and aūtomatigo Inc., both wholly owned subsidiaries of HCS Holdings, were the absorbed entities. As a result, these two companies have been removed from the scope of consolidation.

(Important Changes in Scope of Application of Equity Method)

During the first quarter period of the fiscal year, HCS Holdings Co., Ltd., a consolidated subsidiary of the Company, sold a portion of its shares in Busy Bee, Inc., which was previously a consolidated subsidiary of the Company, on February 1, 2024. With January 1, 2024 as the deemed sale date, Busy Bee, Inc. became an equity-method affiliate of the Company.

During the first quarter period of the fiscal year, Hibiya Computer System Co., Ltd., a consolidated subsidiary of the Company, sold a portion of its shares in Lovable Marketing Group Inc., which was previously an equity-method affiliate of the Company, on March 7, 2024. With March 31, 2024 as the deemed sale date, Lovable Marketing Group Inc. was removed from the scope of equity-method application.

(Segment Information)

First nine months of the previous fiscal year (January 1 - September 30, 2023)

1. Information Regarding Amounts of Net Sales, Profit, and Loss for Each Reporting Segment

(Millions of yen)

| | Reporting Segment | | | Adjustment | Total Shown in Quarterly Consolidated Statement of Income (Note) |
|-------------------------------------|--------------------------------|-------------------|-------|------------|--|
| | Professional Services Business | Platform Business | Total | | |
| Net sales | | | | | |
| Net sales to unaffiliated customers | 7,281 | 949 | 8,231 | — | 8,231 |
| Transactions with other segments | 47 | 519 | 567 | (567) | — |
| Total | 7,329 | 1,469 | 8,799 | (567) | 8,231 |
| Segment profit | 503 | 42 | 545 | — | 545 |

(Note) Segment profit is reconciled to operating profit presented in the quarterly consolidated statement of income.

First nine months of the current fiscal year (January 1 -September 30, 2024)

1. Information Regarding Amounts of Net Sales, Profit, and Loss for Each Reporting Segment

(Millions of yen)

| | Reporting Segment | | | Adjustment | Total Shown in Quarterly Consolidated Statement of Income (Note) |
|-------------------------------------|--------------------------------|-------------------|--------|------------|--|
| | Professional Services Business | Platform Business | Total | | |
| Net sales | | | | | |
| Net sales to unaffiliated customers | 10,987 | 1,259 | 12,246 | — | 12,246 |
| Transactions with other segments | 8 | 376 | 384 | (384) | — |
| Total | 10,995 | 1,636 | 12,631 | (384) | 12,246 |
| Segment profit | 711 | 55 | 766 | — | 766 |

(Note) Segment profit is reconciled to operating profit presented in the quarterly consolidated statement of income.

2. Impairment Loss or Goodwill on Non-current Assets for Each Reporting Segment

(Important Changes in Amount of Goodwill)

In the first quarter period of the current fiscal year, Busy Bee, Inc., which was previously a consolidated subsidiary of the Company, was removed from the scope of consolidation and became an equity-method affiliate. As a result, goodwill in the professional services business decreased by ¥105 million. In the professional services business, the amount of goodwill related to the business combination with HCS Holdings Corporation (now Hibiya Computer System Co., Ltd.) from the previous consolidated fiscal year was provisionally calculated, as the allocation of acquisition costs had not yet been completed. However, with the completion of the allocation of acquisition costs in the third quarter of the current consolidated fiscal year, the amount of goodwill has been revised following the finalization of the provisional accounting treatment.

Details are provided in Notes - Business Combinations.

(Notes on Consolidated Statement of Cash Flows)

A quarterly consolidated cash flow statement has not been prepared for the first nine months of the current fiscal year. Additionally, the depreciation and amortization (including amortization of intangible fixed assets other than goodwill and customer-related assets) as well as the amortization of goodwill and customer-related assets for the first nine months of the fiscal year are as follows.

| | First nine months of the previous fiscal year (January 1 - September 30, 2023) | First nine months of the current fiscal year (January 1 - September 30, 2024) |
|---|--|---|
| Depreciation and amortization | ¥43 million yen | ¥116 million yen |
| Amortization of goodwill | ¥30 million yen | ¥71 million yen |
| Amortization of customer-related assets | - million yen | ¥21 million yen |

(Business Combinations)

(Material revision of the initial allocation of acquisition costs in comparative information)

The business combination with HCS Holdings Corporation (now Hibiya Computer System Co., Ltd.) that occurred on October 23, 2023, was provisionally accounted for in the previous consolidated fiscal year and finalized in the third quarter of the current consolidated fiscal year.

With the finalization of this provisional accounting treatment, the comparative information in the quarterly consolidated financial statements for the third quarter of the current fiscal year reflects a material revision to the initial allocation of acquisition costs. As the identification of identifiable assets and liabilities and the calculation of their fair value as of the business combination date have been completed, a portion of the amount previously recorded as goodwill has been reclassified.

As a result of the finalization of the allocation of acquisition costs, the provisionally calculated amount of goodwill of ¥937 million has been reduced by ¥176 million, bringing it down to ¥761 million.

Additionally, goodwill decreased by ¥173 million from the end of the previous fiscal year, deferred tax assets decreased by ¥9 million, and retained earnings decreased by ¥1 million, while customer-related assets increased by ¥271 million and deferred tax liabilities increased by ¥84 million and non-controlling interests increased by ¥6 million.

There is no impact on the Quarterly Consolidated Statement of Income for the first nine months of the previous fiscal year.

(Revenue Recognition)

Breakdown of revenue from contracts with customers

First nine months of the previous fiscal year (January 1 -September 30, 2023)

(Millions of yen)

| | Reporting Segment | | Total |
|---------------------------------------|--------------------------------|-------------------|-------|
| | Professional Services Business | Platform Business | |
| Business Process & Technology | 6,637 | — | 6,637 |
| Strategy & Innovation | 563 | — | 563 |
| Social & Public | 80 | — | 80 |
| Assign Navi | — | 42 | 42 |
| Professional Hub | — | 904 | 904 |
| Growth Company Club | — | 2 | 2 |
| Revenue from contracts with customers | 7,281 | 949 | 8,231 |
| Net sales to unaffiliated customers | 7,281 | 949 | 8,231 |

First nine months of the current fiscal year (January 1 -September 30, 2024)

(Millions of yen)

| | Reporting Segment | | Total |
|---------------------------------------|--------------------------------|-------------------|--------|
| | Professional Services Business | Platform Business | |
| Business Process & Technology | 10,235 | — | 10,235 |
| Strategy & Innovation | 637 | — | 637 |
| Social & Public | 114 | — | 114 |
| Assign Navi | — | 36 | 36 |
| Professional Hub | — | 1,209 | 1,209 |
| Growth Company Club | — | 2 | 2 |
| Other | — | 12 | 12 |
| Revenue from contracts with customers | 10,987 | 1,259 | 12,246 |
| Net sales to unaffiliated customers | 10,987 | 1,259 | 12,246 |

(Note) Other includes net sales from new services.