



# Supplementary Data on Quarterly Financial Results for the Three Months Ended June 30, 2021

August 17, 2021  
**CRESCO LTD.**

# 1. Changes in the number of consolidated subsidiaries

	FY3/2018				FY3/2019				FY3/2020				FY3/2021				FY3/2022			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
CRESCO e-Solution Co., Ltd.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●			
CRESCO Wireless, Inc.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●			
IOS Co., Ltd. [*2][*6][*8]	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●			
CRESCO KYUSHU Co. Ltd. [*9]	●	●	●	●	●	●	●	●	/	/	/	/	/	/	/	/	/	/	/	/
CRESCO HOKURIKU. LTD.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●			
Cresco Shanghai Software CO., LTD. [*1]	●	●	/	/	/	/	/	/	/	/	/	/	/	/	/	/	/	/	/	/
C3 Co. Ltd.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●			
CREATIVE JAPAN, LTD.	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●			
Mexess Co., Ltd. [*4][*5]	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●			
N-System Corporation	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●			
Nexus Corporation [*3]	/	/	/	●	●	●	●	●	●	●	●	●	●	●	●	●	●			
ARS Corporation Ltd. [*7]	/	/	/	/	/	/	●	●	●	●	●	●	●	●	●	●	●			
CRESCO VIETNAM CO., LTD. [*10]	/	/	/	/	/	/	/	/	/	○	●	●	●	●	●	●	●			
Enisias Co., Ltd. [*11]	/	/	/	/	/	/	/	/	/	/	/	/	●	●	●	●	●			
<b>Total number of subsidiaries</b>	10	10	9	10	10	10	11	11	10	11	11	11	12	12	12	12	12			

[\*1] Completed the liquidation of Cresco Shanghai Software CO., LTD. effective September 25, 2017.

[\*2] Applications Co., Ltd. became a subsidiary of IOS Co., Ltd. (a sub-subsidiary of the Company) effective October 2, 2017.

[\*3] Nexus Corporation became a subsidiary effective January 12, 2018.

[\*4] Media Magic Co., Ltd. was renamed Mexess Co., Ltd. effective March 12, 2018.

[\*5] The Kansai Office of IOS Co., Ltd. was integrated into Mexess Co., Ltd. effective April 1, 2018.

[\*6] Applications Co., Ltd. was integrated into IOS Co., Ltd. effective April 1, 2018.

[\*7] ARS Corporation Ltd. became a subsidiary effective October 1, 2018.

[\*8] e-techno. Co., Ltd. became a subsidiary of IOS Co., Ltd. (a sub-subsidiary of the Company) effective November 1, 2018.

[\*9] Cresco KYUSHU Co. Ltd. was integrated into the Company effective April 1, 2019.

[\*10] CRESCO VIETNAM CO., LTD. was established effective September 17, 2019.  
(Date of business commencement: October 1, 2019)

[\*11] Enisias Co., Ltd. became a subsidiary effective April 1, 2020.

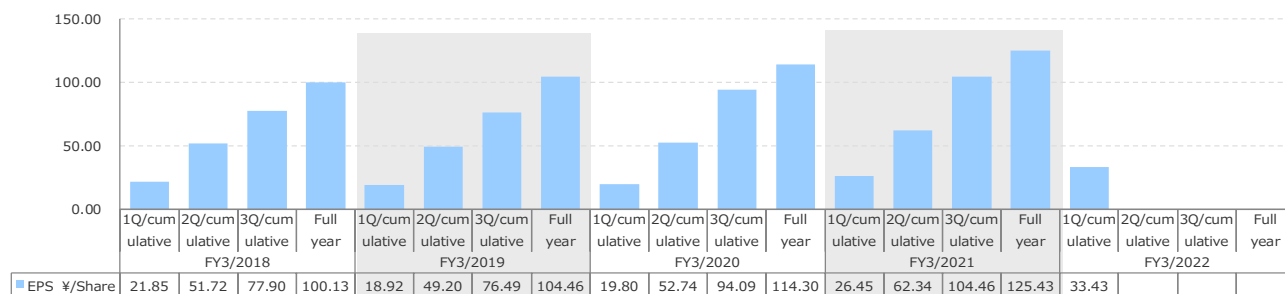
# 2. Net sales and each level of profits

(Unit: Amounts less than 1 million on yen omitted)

	FY3/2020				FY3/2021				FY3/2022			
	1Q/cumulative	2Q/cumulative	3Q/cumulative	Full year	1Q/cumulative	2Q/cumulative	3Q/cumulative	Full year	1Q/cumulative	2Q/cumulative	3Q/cumulative	Full year
Net sales	9,245	19,218	28,957	39,337	9,404	19,203	29,018	39,706	9,870			
	YoY 114.0%	112.8%	112.1%	111.7%	101.7%	99.9%	100.2%	100.9%	105.0%			
	Consolidated/non-consolidated ratio 1.71	1.71	1.70	1.71	1.70	1.73	1.74	1.74	1.69			
	Forecast	18,460	37,880	19,000	40,000	20,500	42,400					
Progress/achievement rate	50.1%	104.1%	76.4%	103.8%	49.5%	101.1%	72.5%	99.3%	48.1%			
Gross profit	1,743	3,586	5,379	7,246	1,451	3,255	5,127	7,199	1,849			
	Profit ratio 18.9%	18.7%	18.6%	18.4%	15.4%	17.0%	17.7%	18.1%	18.7%			
	YoY 126.6%	116.9%	111.9%	108.6%	83.2%	90.8%	95.3%	99.4%	127.4%			
	Consolidated/non-consolidated ratio 1.68	1.67	1.66	1.67	1.65	1.79	1.80	1.80	1.73			
Operating profit	770	1,726	2,653	3,556	426	1,366	2,388	3,484	799			
	Profit ratio 8.3%	9.0%	9.2%	9.0%	4.5%	7.1%	8.2%	8.8%	8.1%			
	YoY 163.1%	122.8%	114.6%	110.9%	55.3%	79.1%	90.0%	98.0%	187.6%			
	Consolidated/non-consolidated ratio 1.41	1.43	1.42	1.43	1.09	1.48	1.55	1.58	1.48			
Forecast	1,500	3,400	1,450	3,400	1,720	3,850						
Progress/achievement rate	51.3%	115.1%	78.0%	104.6%	29.4%	94.2%	70.2%	102.5%	46.5%			
Ordinary profit	670	1,896	3,141	3,712	847	1,844	3,123	4,101	883			
	Profit ratio 7.2%	9.9%	10.8%	9.4%	9.0%	9.6%	10.8%	10.3%	9.0%			
	YoY 92.4%	110.2%	118.3%	101.5%	126.4%	97.3%	99.4%	110.5%	104.3%			
	Consolidated/non-consolidated ratio 1.17	1.27	1.29	1.37	0.85	1.18	1.29	1.40	0.99			
Forecast	1,704	3,813	1,550	3,600	1,900	4,200						
Progress/achievement rate	39.3%	111.3%	82.4%	97.4%	54.6%	119.0%	86.8%	113.9%	46.5%			
Profit	433	1,139	2,003	2,421	555	1,308	2,193	2,634	702			
	Profit ratio 4.7%	5.9%	6.9%	6.2%	5.9%	6.8%	7.6%	6.6%	7.1%			
	YoY 104.8%	105.9%	119.7%	106.0%	128.2%	114.8%	109.5%	108.8%	126.5%			
	Consolidated/non-consolidated ratio 1.02	1.22	1.27	1.33	0.74	1.07	1.20	1.23	0.88			
Forecast	1,117	2,416	1,040	2,450	1,380	2,850						
Progress/achievement rate	38.8%	102.0%	82.9%	100.2%	53.4%	125.8%	89.5%	107.5%	50.9%			
EPS ¥/Share	19.8	52.735	94.09	114.3	26.45	62.34	104.46	125.43	33.43			
	Forecast	51.05	114.28	49.55	116.67	65.65	135.58					

	FY3/2020				FY3/2021				FY3/2022			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Net sales	9,245	9,972	9,738	10,380	9,404	9,799	9,815	10,687	9,870			
	YoY 114.0%	111.7%	110.8%	110.4%	101.7%	98.3%	100.8%	103.0%	105.0%			
QoQ	98.3%	107.9%	97.7%	106.6%	90.6%	104.2%	100.2%	108.9%	92.4%			
Gross profit	1,743	1,843	1,793	1,867	1,451	1,803	1,872	2,071	1,849			
	Profit ratio 18.9%	18.5%	18.4%	18.0%	15.4%	18.4%	19.1%	19.4%	18.7%			
YoY	126.6%	109.1%	102.9%	100.2%	83.2%	97.8%	104.4%	110.9%	127.4%			
QoQ	93.5%	105.7%	97.3%	104.1%	77.7%	124.3%	103.8%	110.6%	89.3%			
Operating profit	770	955	927	902	426	940	1,021	1,096	799			
	Profit ratio 8.3%	9.6%	9.5%	8.7%	4.5%	9.6%	10.4%	10.3%	8.1%			
YoY	163.1%	102.5%	101.8%	101.3%	55.3%	98.4%	110.1%	121.5%	187.6%			
QoQ	86.5%	124.0%	97.1%	97.3%	47.2%	220.7%	108.6%	107.3%	72.9%			
Ordinary profit	670	1,226	1,245	571	847	996	1,278	977	883			
	Profit ratio 7.2%	12.3%	12.8%	5.5%	9.0%	10.2%	13.0%	9.1%	9.0%			
YoY	92.4%	123.2%	133.4%	56.9%	126.4%	81.2%	102.7%	171.1%	104.3%			
QoQ	66.7%	183.0%	101.5%	45.9%	148.3%	117.6%	128.3%	76.4%	90.4%			
Profit	433	705	864	417	555	753	884	441	702			
	Profit ratio 4.7%	7.1%	8.9%	4.0%	5.9%	7.7%	9.0%	4.1%	7.1%			
YoY	104.8%	106.5%	144.7%	68.2%	128.2%	106.8%	102.3%	105.8%	126.5%			
QoQ	70.9%	162.8%	122.6%	48.3%	133.1%	135.7%	117.4%	49.9%	159.2%			

## EPS

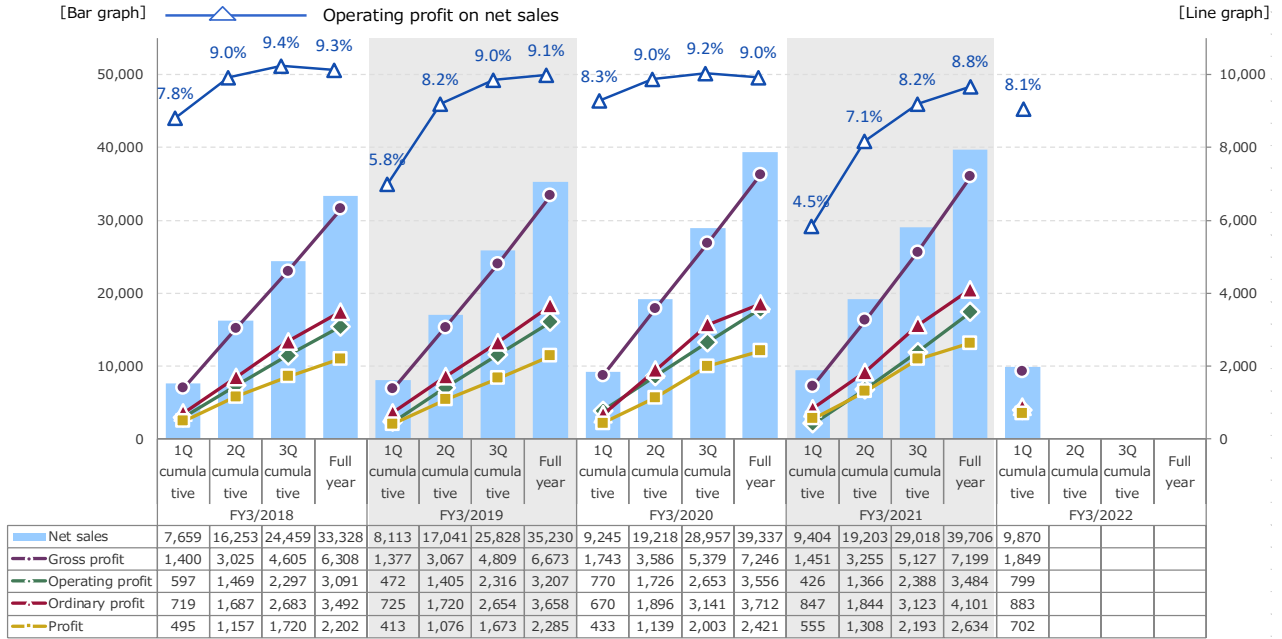


The Company implemented a 2-for-1 share split of common shares with an effective date of February 1, 2020. "EPS" was calculated on the assumption that the share split was implemented at the beginning of FY3/2018.

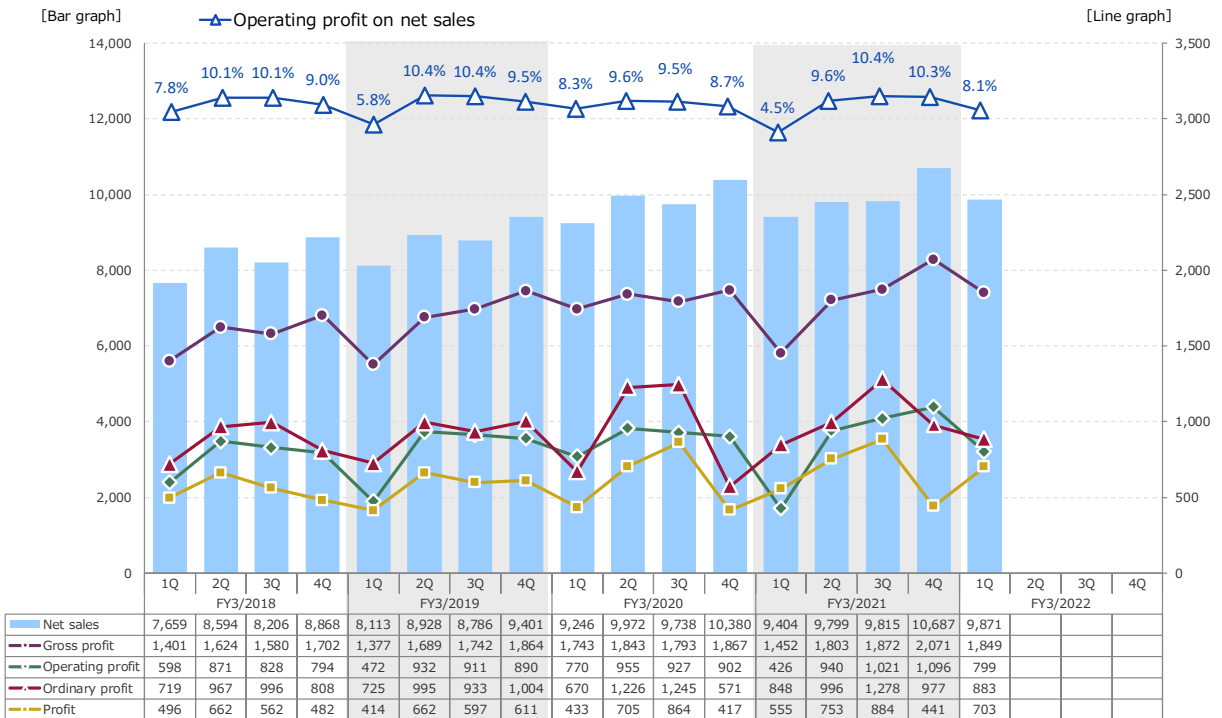
# 2. Net sales and each level of profits

(Unit: Amounts less than 1 million yen omitted)

## Cumulative



## Quarterly



# 3.1. Cost of sales and SGA expenses (extract)

(Unit: Amounts less than 1 million yen omitted)

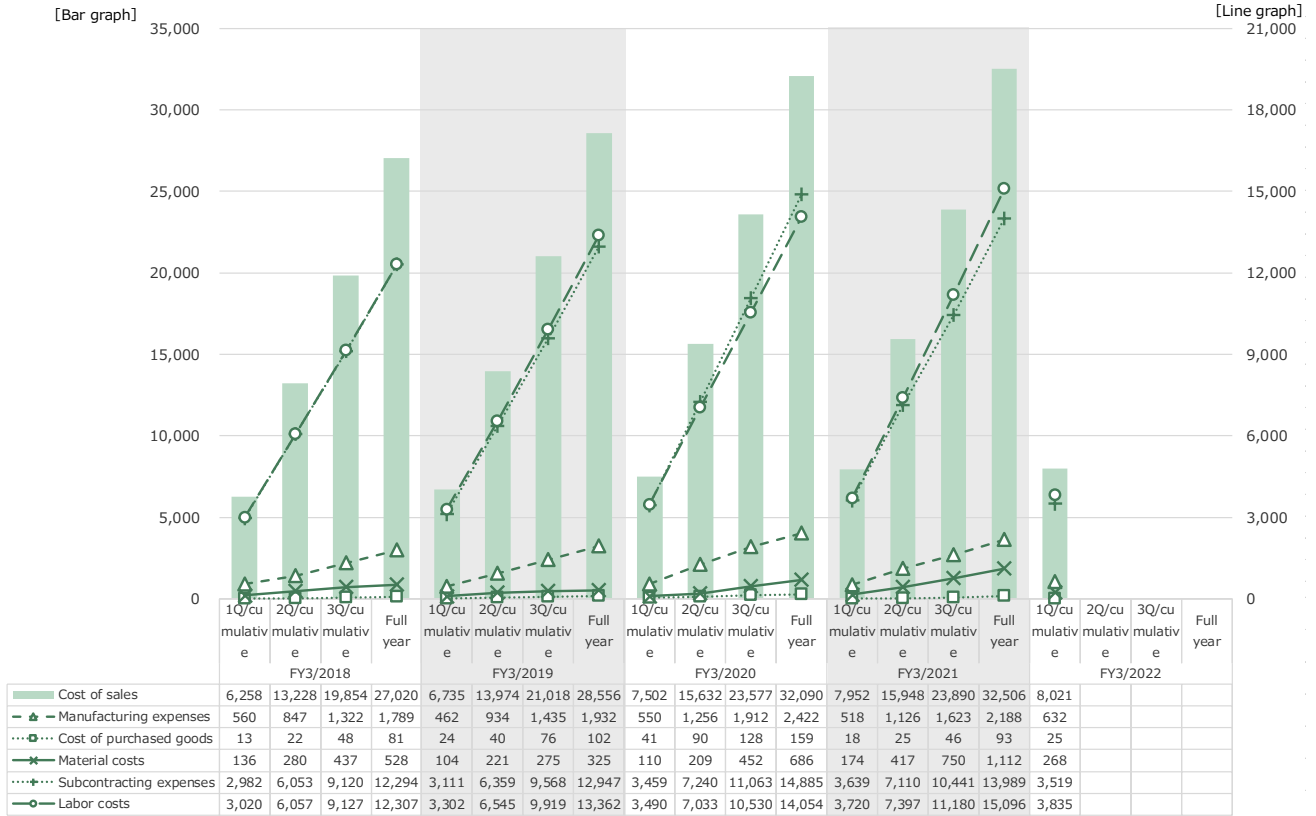
	FY3/2020				FY3/2021				FY3/2022			
	1Q/cumulative	2Q/cumulative	3Q/cumulative	Full year	1Q/cumulative	2Q/cumulative	3Q/cumulative	Full year	1Q/cumulative	2Q/cumulative	3Q/cumulative	Full year
<b>Cost of sales</b>	<b>7,502</b>	<b>15,632</b>	<b>23,577</b>	<b>32,090</b>	<b>7,952</b>	<b>15,948</b>	<b>23,890</b>	<b>32,506</b>	<b>8,021</b>			
YoY	111.4%	111.9%	112.2%	112.4%	106.0%	102.0%	101.3%	101.3%	<b>100.9%</b>			
<b>Cost of purchased goods</b>	<b>41</b>	<b>90</b>	<b>128</b>	<b>159</b>	<b>18</b>	<b>25</b>	<b>46</b>	<b>93</b>	<b>25</b>			
YoY	170.8%	225.0%	168.4%	155.9%	43.9%	27.8%	35.9%	58.5%	<b>138.9%</b>			
<b>Material costs</b>	<b>110</b>	<b>209</b>	<b>452</b>	<b>686</b>	<b>174</b>	<b>417</b>	<b>750</b>	<b>1,112</b>	<b>268</b>			
YoY	105.8%	94.6%	164.4%	211.1%	158.2%	199.5%	165.9%	162.1%	<b>154.0%</b>			
<b>Subcontracting expenses</b>	<b>3,459</b>	<b>7,240</b>	<b>11,063</b>	<b>14,885</b>	<b>3,639</b>	<b>7,110</b>	<b>10,441</b>	<b>13,989</b>	<b>3,519</b>			
YoY	111.2%	113.9%	115.6%	115.0%	105.2%	98.2%	94.4%	94.0%	<b>96.7%</b>			
<b>Labor costs</b>	<b>3,490</b>	<b>7,033</b>	<b>10,530</b>	<b>14,054</b>	<b>3,720</b>	<b>7,397</b>	<b>11,180</b>	<b>15,096</b>	<b>3,835</b>			
YoY	105.7%	107.5%	106.2%	105.2%	106.6%	105.2%	106.2%	107.4%	<b>103.1%</b>			
<b>Manufacturing expenses</b>	<b>550</b>	<b>1,256</b>	<b>1,912</b>	<b>2,422</b>	<b>518</b>	<b>1,126</b>	<b>1,623</b>	<b>2,188</b>	<b>632</b>			
YoY	119.0%	134.5%	133.2%	125.4%	94.2%	89.6%	84.9%	90.3%	<b>122.0%</b>			
<b>SGA expenses</b>	<b>972</b>	<b>1,860</b>	<b>2,725</b>	<b>3,690</b>	<b>1,025</b>	<b>1,888</b>	<b>2,739</b>	<b>3,715</b>	<b>1,050</b>			
YoY	107.5%	112.0%	109.3%	106.5%	105.5%	101.5%	100.5%	100.7%	<b>102.4%</b>			
<b>Recruiting expenses</b>	<b>41</b>	<b>82</b>	<b>125</b>	<b>171</b>	<b>52</b>	<b>78</b>	<b>117</b>	<b>158</b>	<b>47</b>			
YoY	74.5%	102.5%	113.6%	105.6%	126.8%	95.1%	93.6%	92.4%	<b>90.4%</b>			
<b>Education expenses</b>	<b>93</b>	<b>142</b>	<b>179</b>	<b>218</b>	<b>72</b>	<b>143</b>	<b>169</b>	<b>208</b>	<b>95</b>			
YoY	108.1%	102.2%	105.9%	101.4%	77.4%	100.7%	94.4%	95.4%	<b>131.9%</b>			
<b>R&amp;D expenses</b>	<b>21</b>	<b>47</b>	<b>67</b>	<b>89</b>	<b>24</b>	<b>48</b>	<b>66</b>	<b>97</b>	<b>33</b>			
YoY	116.7%	109.3%	97.1%	94.7%	114.3%	102.1%	98.5%	109.0%	<b>137.5%</b>			

	FY3/2020				FY3/2021				FY3/2022			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
<b>Cost of sales</b>	<b>7,502</b>	<b>8,129</b>	<b>7,945</b>	<b>8,513</b>	<b>7,952</b>	<b>7,995</b>	<b>7,942</b>	<b>8,615</b>	<b>8,021</b>			
YoY	111.4%	112.3%	112.8%	112.9%	106.0%	98.4%	100.0%	101.2%	<b>100.9%</b>			
QoQ	99.5%	108.4%	97.7%	107.1%	93.4%	100.5%	99.3%	108.5%	<b>93.1%</b>			
<b>Cost of purchased goods</b>	<b>41</b>	<b>48</b>	<b>38</b>	<b>30</b>	<b>18</b>	<b>6</b>	<b>21</b>	<b>46</b>	<b>25</b>			
YoY	170.8%	300.0%	108.6%	115.4%	43.9%	12.5%	55.3%	153.3%	<b>138.9%</b>			
QoQ	157.7%	117.1%	79.2%	78.9%	60.0%	33.3%	350.0%	219.0%	<b>54.3%</b>			
<b>Material costs</b>	<b>110</b>	<b>99</b>	<b>242</b>	<b>234</b>	<b>174</b>	<b>243</b>	<b>332</b>	<b>362</b>	<b>268</b>			
YoY	105.8%	85.3%	448.1%	477.6%	158.2%	245.5%	137.2%	154.7%	<b>154.0%</b>			
QoQ	224.5%	90.0%	244.4%	96.7%	74.4%	139.7%	136.6%	109.0%	<b>74.0%</b>			
<b>Subcontracting expenses</b>	<b>3,459</b>	<b>3,780</b>	<b>3,823</b>	<b>3,822</b>	<b>3,639</b>	<b>3,470</b>	<b>3,330</b>	<b>3,548</b>	<b>3,519</b>			
YoY	111.2%	116.4%	119.1%	113.1%	105.2%	91.8%	87.1%	92.8%	<b>96.7%</b>			
QoQ	102.4%	109.3%	101.1%	100.0%	95.2%	95.4%	96.0%	106.5%	<b>99.2%</b>			
<b>Labor costs</b>	<b>3,490</b>	<b>3,542</b>	<b>3,497</b>	<b>3,523</b>	<b>3,720</b>	<b>3,677</b>	<b>3,783</b>	<b>3,915</b>	<b>3,835</b>			
YoY	105.7%	109.3%	103.6%	102.4%	106.6%	103.8%	108.2%	111.1%	<b>103.1%</b>			
QoQ	101.4%	101.5%	98.7%	100.7%	105.6%	98.8%	102.9%	103.5%	<b>98.0%</b>			
<b>Manufacturing expenses</b>	<b>550</b>	<b>705</b>	<b>656</b>	<b>510</b>	<b>518</b>	<b>608</b>	<b>497</b>	<b>565</b>	<b>632</b>			
YoY	119.0%	149.7%	130.9%	102.8%	94.2%	86.2%	75.8%	110.8%	<b>122.0%</b>			
QoQ	110.9%	128.2%	93.0%	77.7%	101.6%	117.4%	81.7%	113.7%	<b>111.9%</b>			
<b>SGA expenses</b>	<b>972</b>	<b>887</b>	<b>865</b>	<b>964</b>	<b>1,025</b>	<b>863</b>	<b>851</b>	<b>975</b>	<b>1,050</b>			
YoY	107.5%	117.3%	104.2%	99.0%	105.5%	97.3%	98.4%	101.1%	<b>102.4%</b>			
QoQ	99.8%	91.3%	97.5%	111.4%	106.3%	84.2%	98.6%	114.6%	<b>107.7%</b>			
<b>Recruiting expenses</b>	<b>41</b>	<b>40</b>	<b>43</b>	<b>45</b>	<b>52</b>	<b>26</b>	<b>38</b>	<b>41</b>	<b>47</b>			
YoY	74.5%	160.0%	143.3%	88.2%	126.8%	65.0%	88.4%	91.1%	<b>90.4%</b>			
QoQ	80.4%	97.6%	107.5%	104.7%	115.6%	50.0%	146.2%	107.9%	<b>114.6%</b>			
<b>Education expenses</b>	<b>93</b>	<b>48</b>	<b>37</b>	<b>39</b>	<b>72</b>	<b>71</b>	<b>25</b>	<b>39</b>	<b>95</b>			
YoY	108.1%	92.3%	123.3%	86.7%	77.4%	147.9%	67.6%	100.0%	<b>131.9%</b>			
QoQ	206.7%	51.6%	77.1%	105.4%	184.6%	98.6%	35.2%	156.0%	<b>243.6%</b>			
<b>R&amp;D expenses</b>	<b>21</b>	<b>25</b>	<b>20</b>	<b>22</b>	<b>24</b>	<b>23</b>	<b>18</b>	<b>31</b>	<b>33</b>			
YoY	116.7%	104.2%	76.9%	91.7%	114.3%	92.0%	90.0%	140.9%	<b>137.5%</b>			
QoQ	87.5%	119.0%	80.0%	110.0%	109.1%	95.8%	78.3%	172.2%	<b>106.5%</b>			

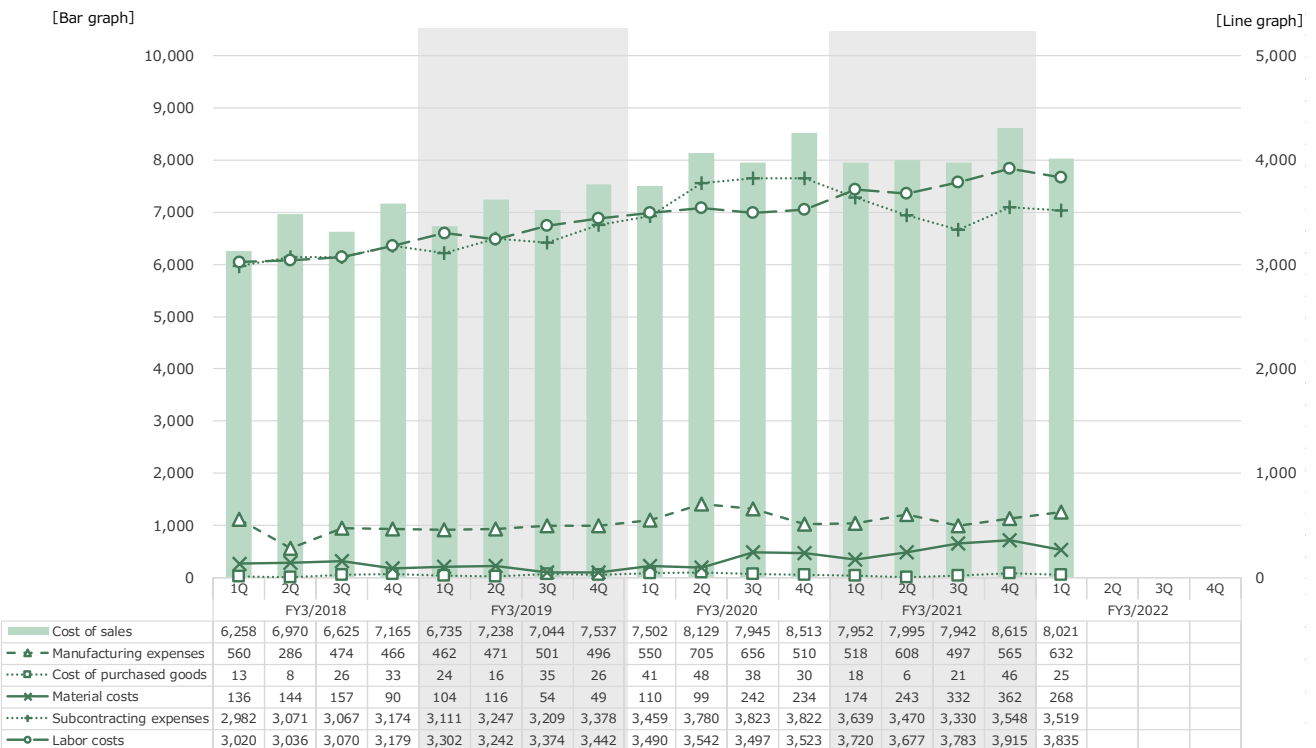
# 3.2. Cost of sales (extract)

(Unit: Amounts less than 1 million yen omitted)

## Cumulative



## Quarterly



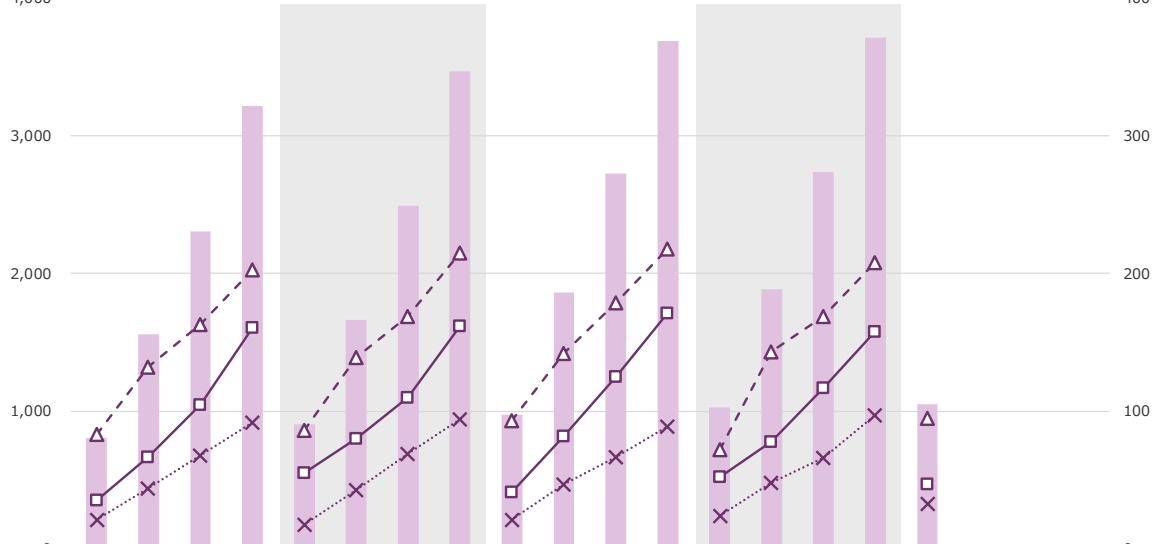
# 3.3. SGA expenses (extract)

(Unit: Amounts less than 1 million yen omitted)

## Cumulative

[Bar graph]  
4,000

[Line graph]  
400

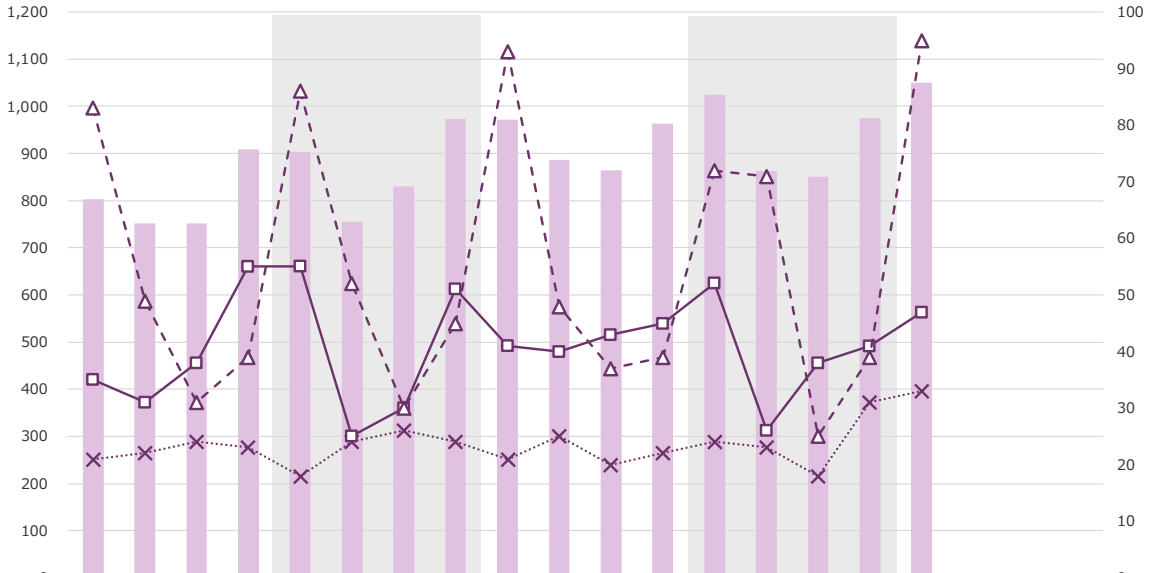


	FY3/2018				FY3/2019				FY3/2020				FY3/2021				FY3/2022				
	1Q/cu mulati ve	2Q/cu mulati ve	3Q/cu mulati ve	Full year	1Q/cu mulati ve	2Q/cu mulati ve	3Q/cu mulati ve	Full year	1Q/cu mulati ve	2Q/cu mulati ve	3Q/cu mulati ve	Full year	1Q/cu mulati ve	2Q/cu mulati ve	3Q/cu mulati ve	Full year	1Q/cu mulati ve	2Q/cu mulati ve	3Q/cu mulati ve	Full year	
SGA expenses	803	1,556	2,308	3,216	904	1,661	2,492	3,466	972	1,860	2,725	3,690	1,025	1,888	2,739	3,715	1,050				
R&D expenses	21	44	68	92	18	43	69	94	21	47	67	89	24	48	66	97	33				
Recruiting expenses	35	67	105	161	55	80	110	162	41	82	125	171	52	78	117	158	47				
Education expenses	83	132	163	203	86	139	169	215	93	142	179	218	72	143	169	208	95				

## Quarterly

[Bar graph]

[Line graph]

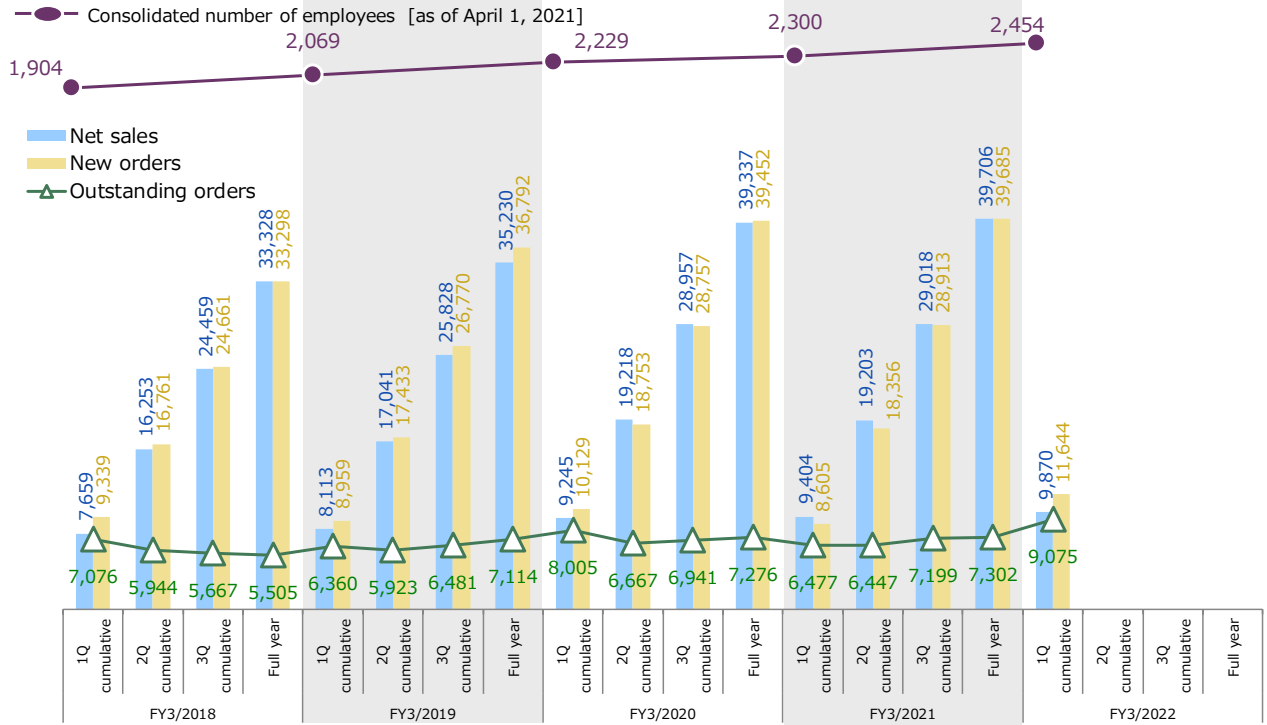


	FY3/2018				FY3/2019				FY3/2020				FY3/2021				FY3/2022				
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
SGA expenses	803	752	752	908	904	756	830	974	972	887	865	964	1,025	863	851	975	1,050				
R&D expenses	21	22	24	23	18	24	26	24	21	25	20	22	24	23	18	31	33				
Recruiting expenses	35	31	38	55	55	25	30	51	41	40	43	45	52	26	38	41	47				
Education expenses	83	49	31	39	86	52	30	45	93	48	37	39	72	71	25	39	95				

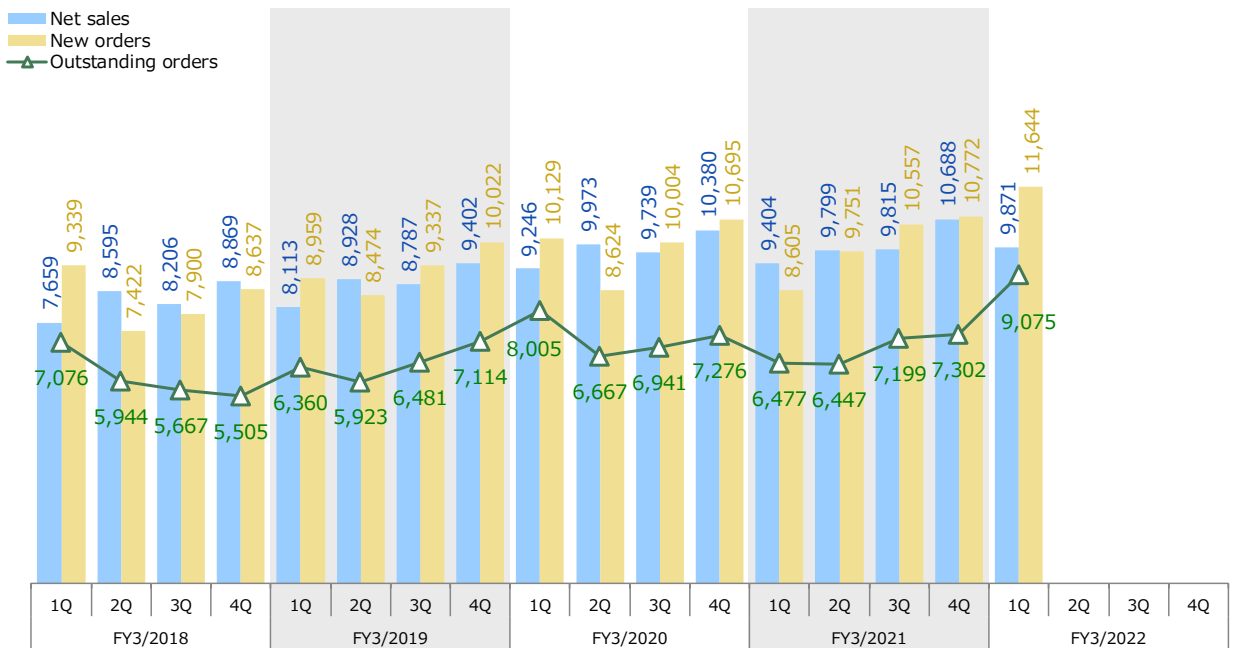
# 4. Net sales, new orders and outstanding orders

(Unit: Amounts less than 1 million yen omitted)

## Cumulative



## Quarterly





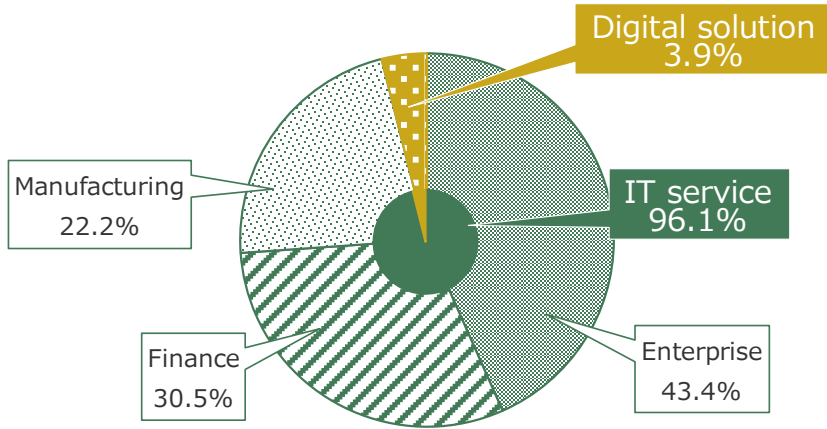
# 5.1. Share of net sales by segment

- From April 2021 (fiscal year ending March 31, 2022), the reportable segments have been changed as follows.  
(Announced on May 10, 2021: [https://ssl4.eir-parts.net/doc/4674/ir\\_material\\_for\\_fiscal\\_ym5/101075/00.pdf](https://ssl4.eir-parts.net/doc/4674/ir_material_for_fiscal_ym5/101075/00.pdf))
- In order to facilitate comparisons with the previous fiscal year, the figures for the fiscal year ended March 31, 2021 in "5.2. Sales by segment" and "5.3. Profit by segment" are presented in accordance with the figures for the (new) segments.



## FY3/2022 1Q

<Share of net sales by segment: 1Q (Apr~Jun)>



New classification (from 1Q of FY3/2022 onward)		
Segment	Business	Subsegment
IT Service	<ul style="list-style-type: none"> <li>Consulting</li> <li>IT planning</li> <li>Total service of development and maintenance</li> </ul>	<ul style="list-style-type: none"> <li>Enterprise (Information and communication, advertising, distribution services, transport, placement and dispatching, public services, resources and energy, construction and real estate, travel and hotels, medical and healthcare, etc.)</li> <li>Finance (Banking, insurance, etc.)</li> <li>Manufacturing (Automotive, transport equipment, machinery, electronics, etc.)</li> </ul>
Digital Solution	Solution groups consisting of products and services supporting customers in realizing digital transformation (DX)	"Creage," "Intelligent Folder," RPA, etc.

## <Reference: Former segments in the fiscal year ended March 31, 2021>

Segment	Share (%)
Software	82.9%
Distribution & other	31.7%
Financial services	30.6%
Public service	20.7%
Embedded	17.1%
Car electronics	8.6%
Information appliances & other	6.9%
Telecom system	1.5%
Product sales	0.0%

Former classification (until 4Q of FY3/2021)		
Segment	Business	Subsegment
Software development	<ul style="list-style-type: none"> <li>Business application development</li> <li>IT infrastructure system architecture</li> <li>Original products and services</li> </ul>	<ul style="list-style-type: none"> <li>Financial services (Banking, insurance, payment card, securities, etc.)</li> <li>Public services (Travel, human resources, logistics, airline, railway, electric power, broadcast, medical, etc.)</li> <li>Distribution &amp; other (Retail, real estate, information and communication, manufacturing, etc.)</li> </ul>
Embedded software development	Embedded software development	<ul style="list-style-type: none"> <li>Telecom systems (Mobile devices, etc.)</li> <li>Car electronics (Digital meters, center displays, etc.)</li> <li>Information appliances &amp; other (Digital home appliances, medical equipment, control systems, etc.)</li> </ul>
Product sales	Product sales of a subsidiary "CRESCO Wireless, Inc."	

# 5.2. Net sales by segment

(Unit: Amounts less than 1 million yen omitted)

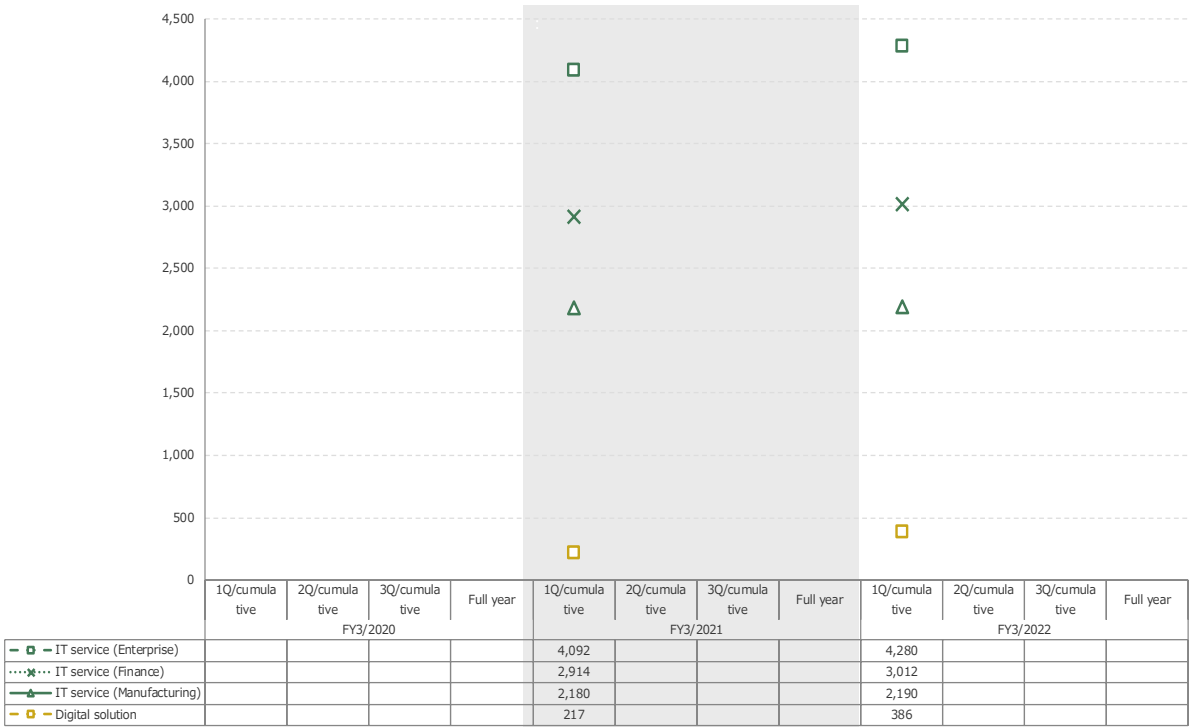
		FY3/2020				FY3/2021				FY3/2022				
		1Q/cumulative	2Q/cumulative	3Q/cumulative	Full year	1Q/cumulative	2Q/cumulative	3Q/cumulative	Full year	1Q/cumulative	2Q/cumulative	3Q/cumulative	Full year	
Cumulative	IT service	Enterprise					4,092				4,280			
		YoY									104.6%			
		Finance					2,914				3,012			
	YoY									103.4%				
	Manufacturing					2,180				2,190				
	YoY									100.5%				
	YoY					9,186				9,484				
103.2%														
Digital solution					217				386					
YoY									177.9%					
Total					9,404				9,870					
YoY									105.0%					

		FY3/2020				FY3/2021				FY3/2022				
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
Quarterly	IT service	Enterprise					4,092				4,280			
		YoY									104.6%			
		QoQ												
	Finance					2,914				3,012				
	YoY									103.4%				
	QoQ													
	Manufacturing					2,180				2,190				
YoY									100.5%					
QoQ														
YoY					9,186				9,484					
QoQ									103.2%					
Digital solution					217				386					
YoY									177.9%					
QoQ														
Total					9,404				9,870					
YoY									105.0%					
QoQ														

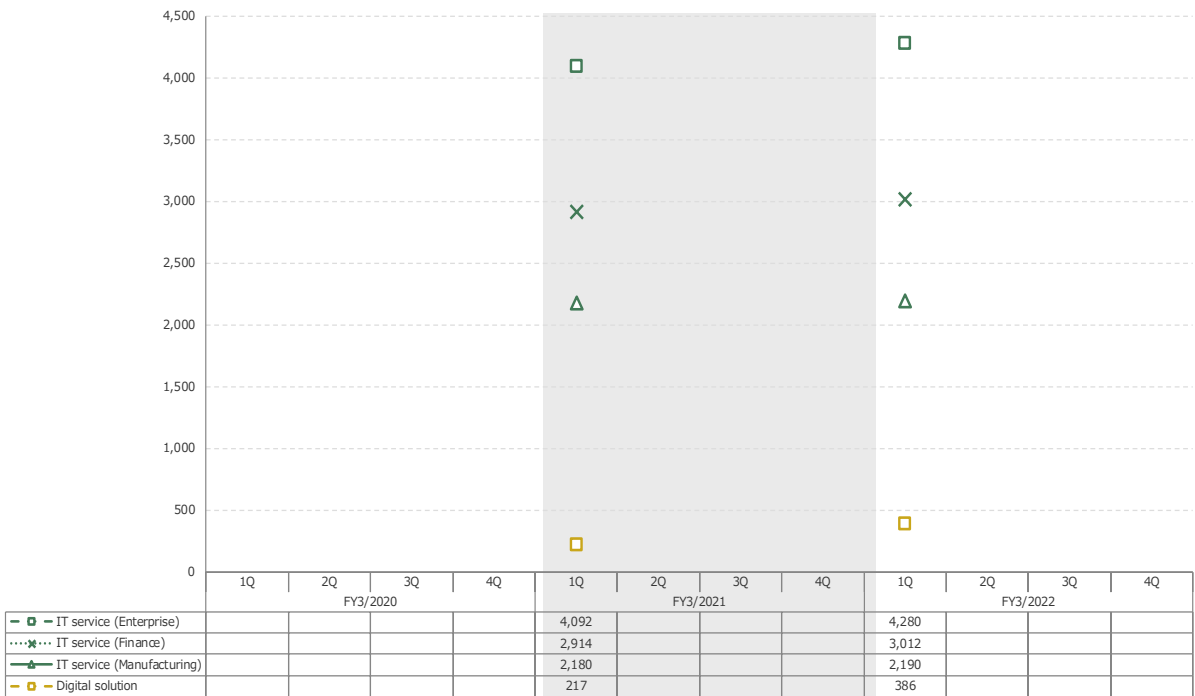
# 5.2. Net sales by segment

(Unit: Amounts less than 1 million yen omitted)

## Cumulative



## Quarterly



# 5.3. Profit by segment

(Unit: Amounts less than 1 million yen omitted)

	FY3/2020				FY3/2021				FY3/2022			
	1Q/cumulative	2Q/cumulative	3Q/cumulative	Full year	1Q/cumulative	2Q/cumulative	3Q/cumulative	Full year	1Q/cumulative	2Q/cumulative	3Q/cumulative	Full year
Cumulative IT service					744				<b>1,136</b>			
	Profit ratio				8.1%				12.0%			
	YoY								152.7%			
Digital solution					13				<b>1</b>			
	Profit ratio				6.1%				0.4%			
	YoY								7.7%			
Total					757				<b>1,137</b>			
	Profit ratio				8.1%				11.5%			
	YoY								150.2%			

	FY3/2020				FY3/2021				FY3/2022			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Quarterly IT service					744				<b>1,136</b>			
	Profit ratio				8.1%				12.0%			
	YoY								152.7%			
QoQ												
Digital solution					13				<b>1</b>			
	Profit ratio				6.1%				0.4%			
	YoY								7.7%			
QoQ												
Total					757				<b>1,137</b>			
	Profit ratio				8.1%				11.5%			
	YoY								150.2%			
QoQ												

Note: The difference between segment profit and operating profit is due to corporate expenses, etc. that do not belong to any segment.

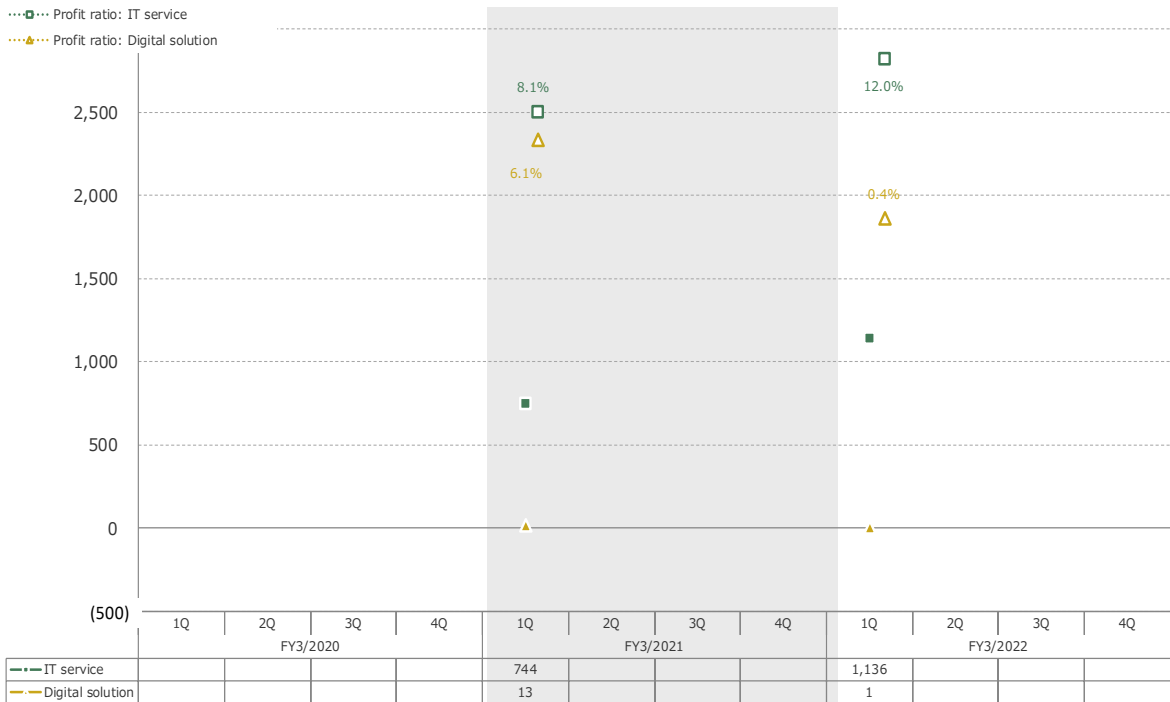
# 5.3. Profit by segment

(Unit: Amounts less than 1 million yen omitted)

## Cumulative

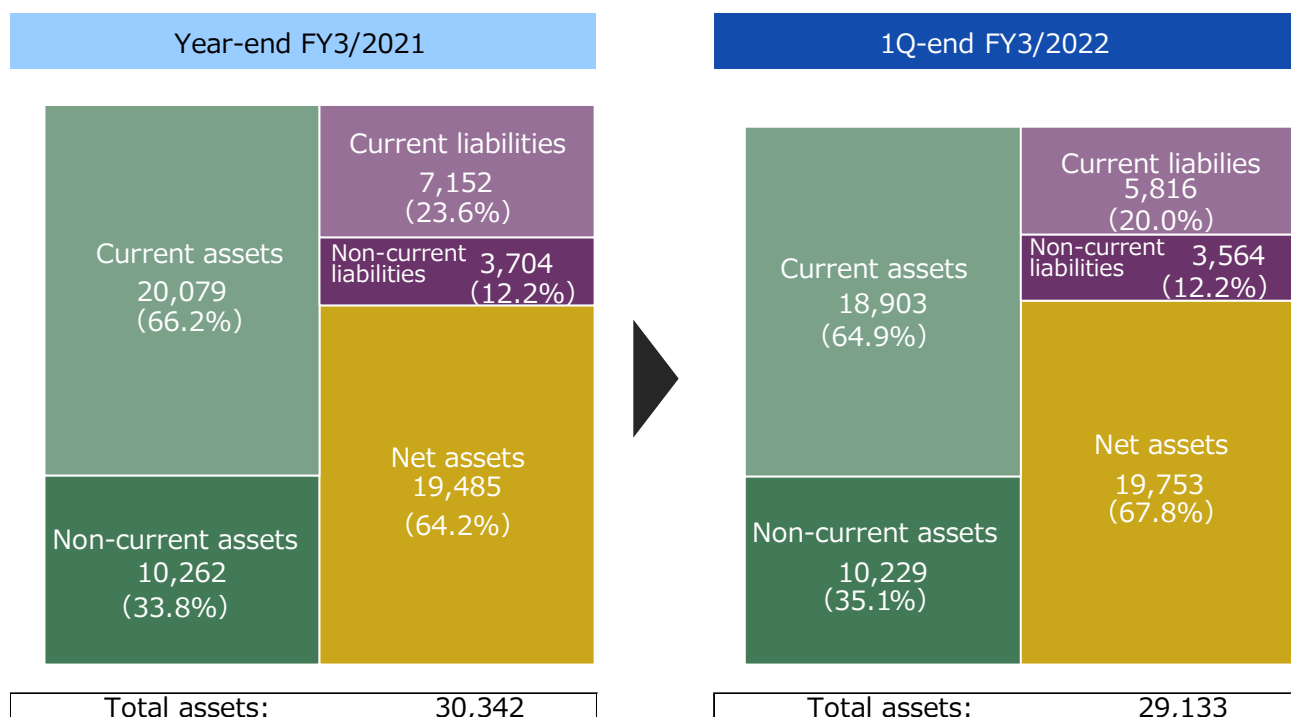


## Quarterly



# 6. Assets and liabilities

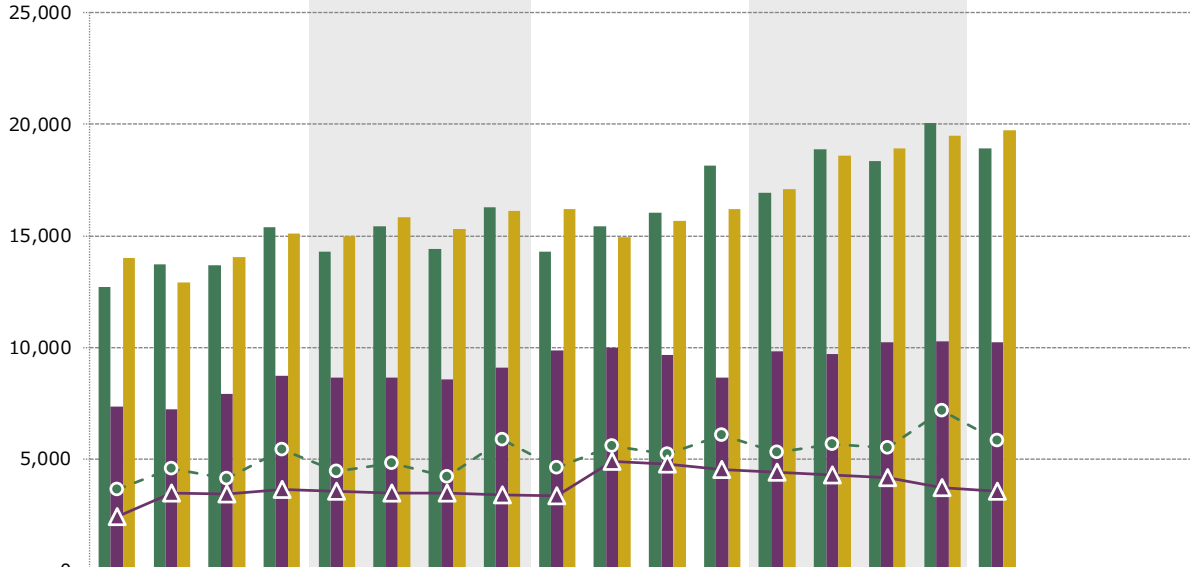
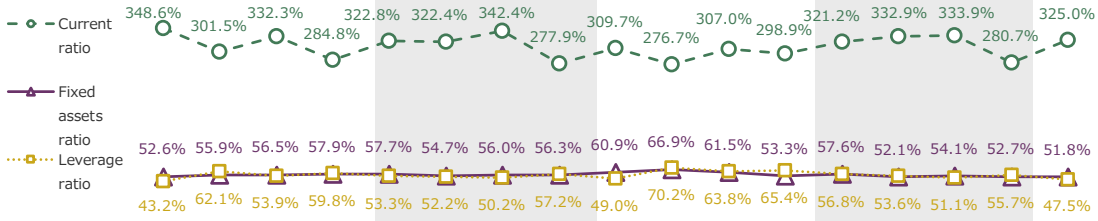
(Unit: Amounts less than 1 million yen omitted)



Summary of balance sheet	FY3/2020				FY3/2021				FY3/2022			
	1Q-end	2Q-end	3Q-end	Year-end	1Q-end	2Q-end	3Q-end	Year-end	1Q-end	2Q-end	3Q-end	Year-end
Current assets	14,293	15,418	16,042	18,144	16,944	18,877	18,340	20,079	<b>18,903</b>			
Property, plant and equipment	552	556	536	510	538	533	512	468	<b>479</b>			
Intangible assets	1,313	1,275	1,222	1,216	1,373	1,312	1,261	1,063	<b>1,026</b>			
Investments and other assets	8,005	8,147	7,886	6,899	7,931	7,848	8,455	8,731	<b>8,723</b>			
Total non-current assets	9,871	9,979	9,645	8,626	9,842	9,694	10,228	10,262	<b>10,229</b>			
<b>Total assets</b>	<b>24,165</b>	<b>25,397</b>	<b>25,687</b>	<b>26,770</b>	<b>26,787</b>	<b>28,571</b>	<b>28,569</b>	<b>30,342</b>	<b>29,133</b>			
Current liabilities	4,615	5,572	5,225	6,070	5,276	5,671	5,492	7,152	<b>5,816</b>			
Non-current liabilities	3,331	4,902	4,778	4,514	4,419	4,297	4,172	3,704	<b>3,564</b>			
<b>Total liabilities</b>	<b>7,947</b>	<b>10,474</b>	<b>10,003</b>	<b>10,584</b>	<b>9,695</b>	<b>9,969</b>	<b>9,664</b>	<b>10,856</b>	<b>9,380</b>			
Share capital	2,514	2,514	2,514	2,514	2,514	2,514	2,514	2,514	<b>2,514</b>			
Capital surplus	4,292	4,296	4,296	4,473	4,473	4,475	4,478	3,363	<b>3,363</b>			
Retained earnings	10,894	11,599	12,091	12,509	12,687	13,440	13,947	14,388	<b>14,670</b>			
Treasury shares	(1,871)	(3,697)	(3,698)	(3,357)	(3,357)	(3,346)	(3,322)	(2,207)	<b>(2,207)</b>			
Deposits for subscriptions of treasury shares	-	-	-	-	-	-	-	-	-			
<b>Total shareholders' equity</b>	<b>15,829</b>	<b>14,713</b>	<b>15,205</b>	<b>16,140</b>	<b>16,317</b>	<b>17,083</b>	<b>17,617</b>	<b>18,058</b>	<b>18,340</b>			
Accumulated other comprehensive income	388	209	478	37	765	1,510	1,279	1,427	<b>1,412</b>			
Share acquisition rights	-	-	-	8	8	8	8	-	-			
Non-controlling interests	-	-	-	-	-	-	-	-	-			
<b>Total net assets</b>	<b>16,218</b>	<b>14,922</b>	<b>15,684</b>	<b>16,185</b>	<b>17,091</b>	<b>18,602</b>	<b>18,904</b>	<b>19,485</b>	<b>19,753</b>			
<b>Total liabilities and net assets</b>	<b>24,165</b>	<b>25,397</b>	<b>25,687</b>	<b>26,770</b>	<b>26,787</b>	<b>28,571</b>	<b>28,569</b>	<b>30,342</b>	<b>29,133</b>			

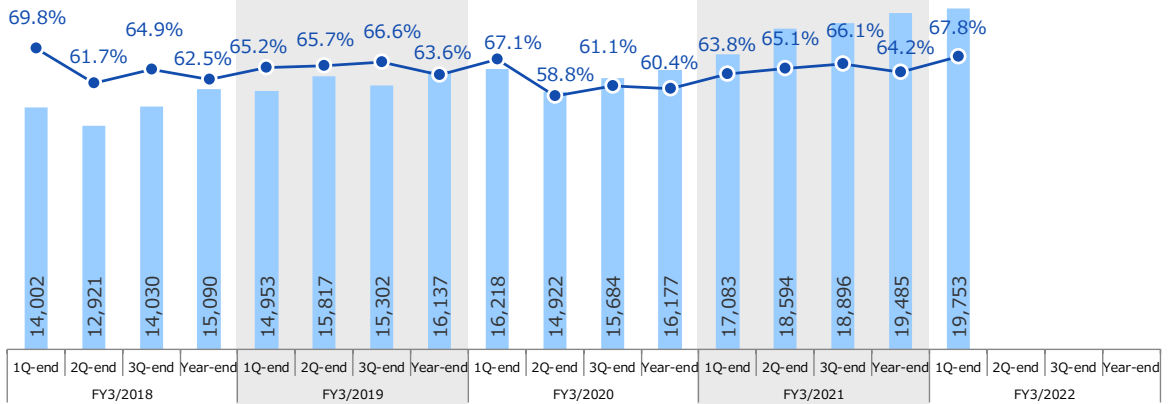
# 6. Assets and liabilities

(Unit: Amounts less than 1 million yen omitted)



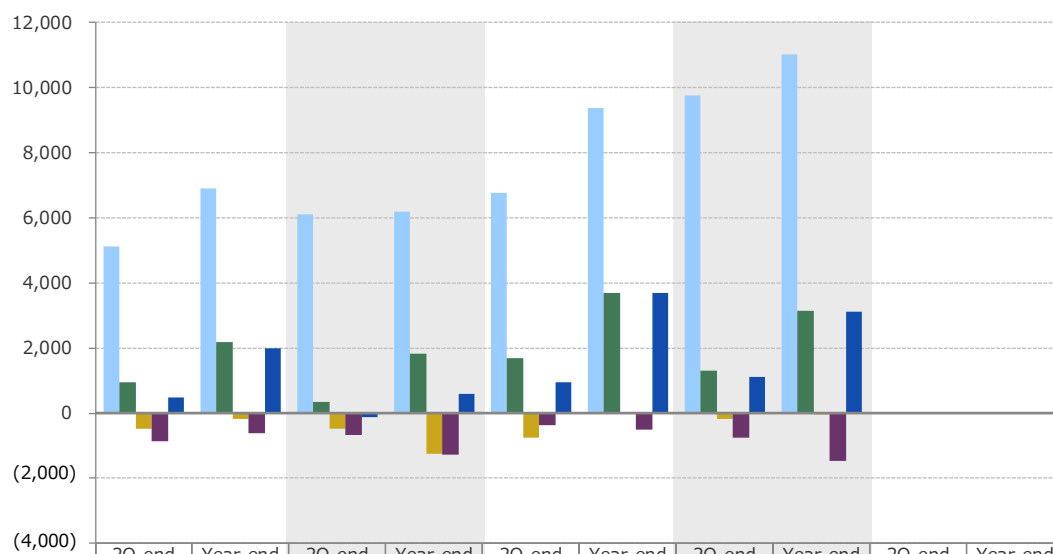
	1Q-end	2Q-end	3Q-end	Year-end	1Q-end	2Q-end	3Q-end	Year-end	1Q-end	2Q-end	3Q-end	Year-end	1Q-end	2Q-end	3Q-end	Year-end	1Q-end	2Q-end	3Q-end	Year-end	
	FY3/2018				FY3/2019				FY3/2020				FY3/2021				FY3/2022				
Current assets	12,693	13,728	13,698	15,383	14,304	15,436	14,405	16,281	14,293	15,418	16,042	18,144	16,944	18,877	18,340	20,079	18,903				
Non-current assets	7,363	7,223	7,923	8,744	8,629	8,653	8,571	9,091	9,871	9,979	9,645	8,626	9,842	9,694	10,228	10,262	10,229				
Net assets	14,003	12,922	14,055	15,109	14,969	15,834	15,302	16,137	16,218	14,922	15,684	16,185	17,091	18,602	18,904	19,485	19,753				
Current liabilities	3,641	4,553	4,122	5,402	4,431	4,788	4,207	5,859	4,616	5,572	5,225	6,070	5,276	5,671	5,492	7,152	5,816				
Non-current liabilities	2,412	3,476	3,443	3,616	3,533	3,468	3,468	3,376	3,331	4,903	4,778	4,514	4,420	4,298	4,172	3,704	3,564				

Equity  
Equity ratio



# 7. Cash flows

(Unit: Amounts less than 1 million yen omitted)



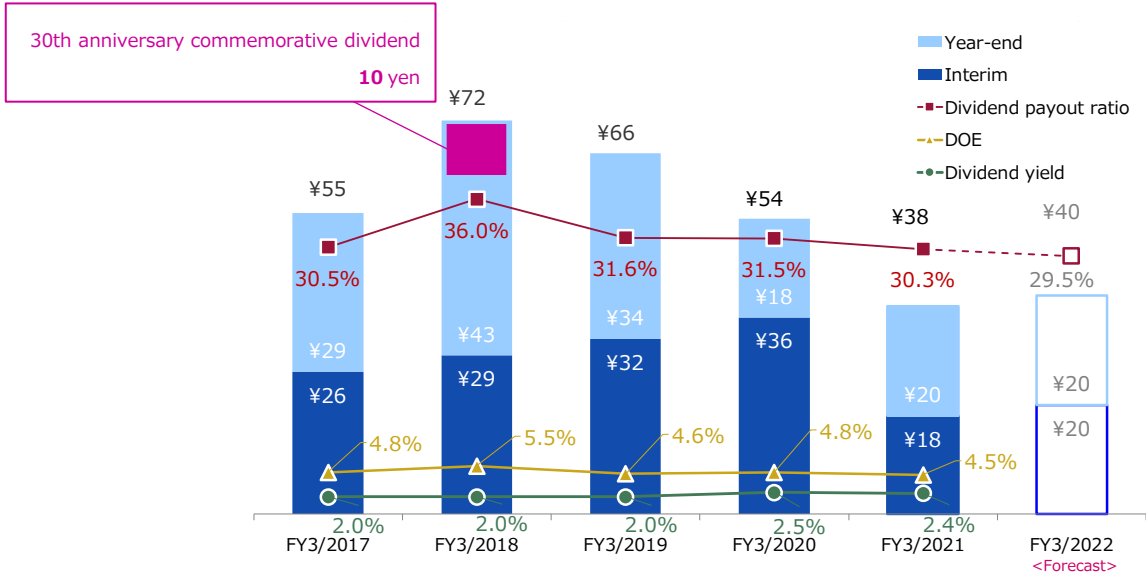
	2Q-end FY3/2018		2Q-end FY3/2019		2Q-end FY3/2020		2Q-end FY3/2021		2Q-end	Year-end
Balance at end of period	5,114	6,892	6,094	6,201	6,774	9,384	9,748	11,015		
Operating CF	960	2,174	351	1,824	1,690	3,693	1,300	3,155		
Investing CF	(482)	(179)	(466)	(1,238)	(742)	2	(181)	(47)		
Financing CF	(866)	(606)	(683)	(1,278)	(374)	(511)	(755)	(1,479)		
Free CF	477	1,995	(115)	586	948	3,695	1,118	3,108		



# 8. Cash dividends

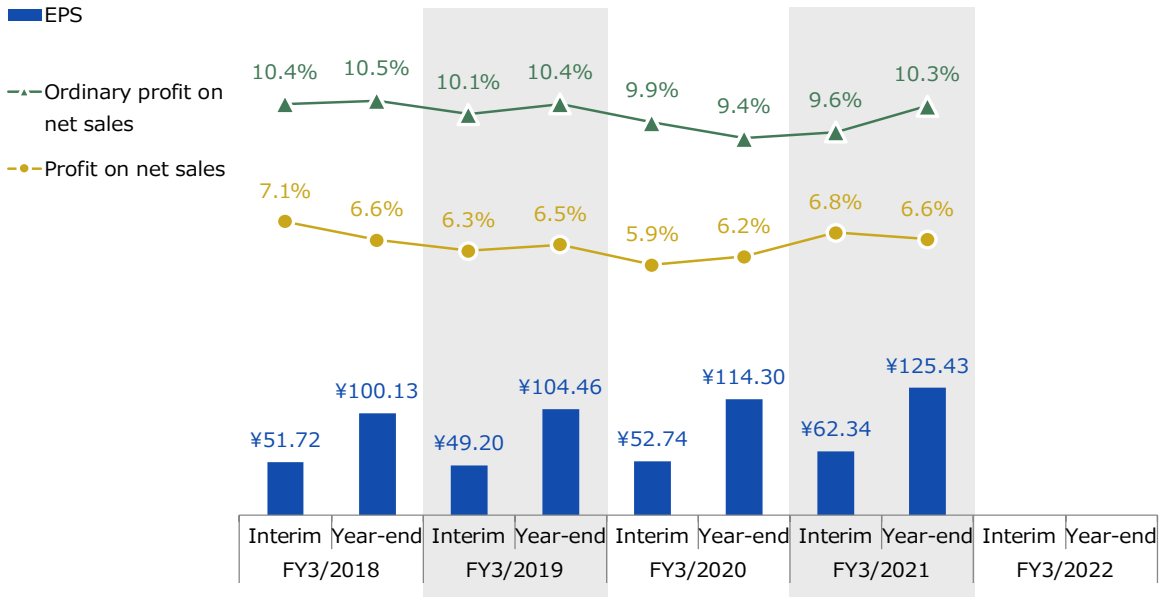
## Shareholder return policy

- CRESCO regards the matter of returning profits to shareholders as a key management issue, and has established a basic policy of enhancing shareholders' equity, maintaining consistent profitability over the long term, while appropriately continuing to distribute profits backed by business performance.
- The Company does not offer any special shareholder benefits.
- As for dividends, in principle the Company aims to continually pay out about 30% of profit attributable to owners of parent for each fiscal year, which is calculated from consolidated ordinary profit and assuming extraordinary income and losses are zero.



- The Company implemented a 2-for-1 share split of common shares with an effective date of February 1, 2020.
- The actual amounts of dividends before the share split are shown for the FY3/2017 interim dividend until the FY3/2020 interim dividend.
- The total amount for FY3/2020 is not shown in the table above because the implementation of the share split makes it impossible to perform a simple calculation.

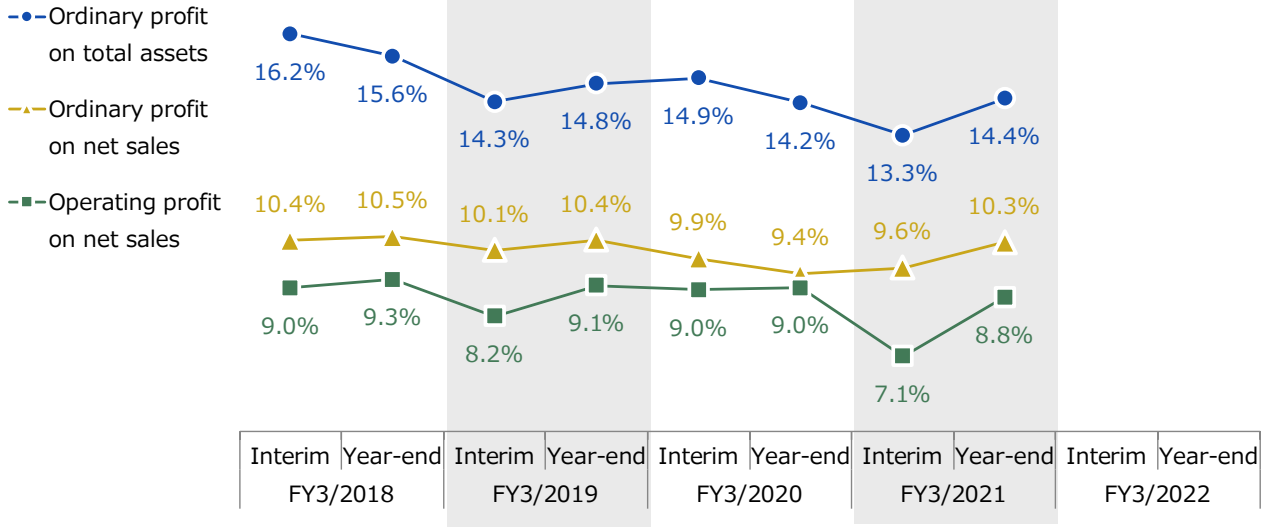
## EPS (Yen)



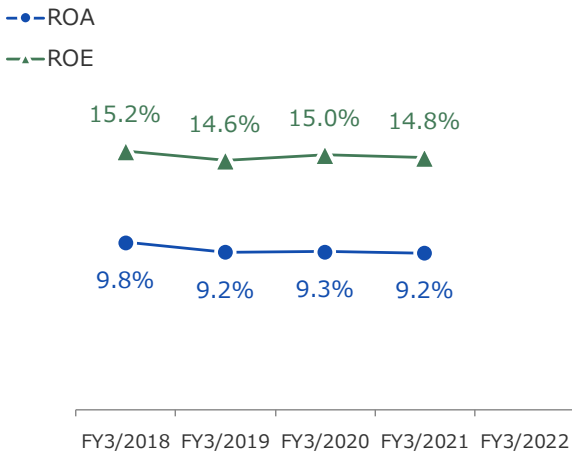
- The Company implemented a 2-for-1 share split of common shares with an effective date of February 1, 2020.
- "EPS" was calculated on the assumption that the share split was implemented at the beginning of FY3/2018.

# 9. Other indices (1)

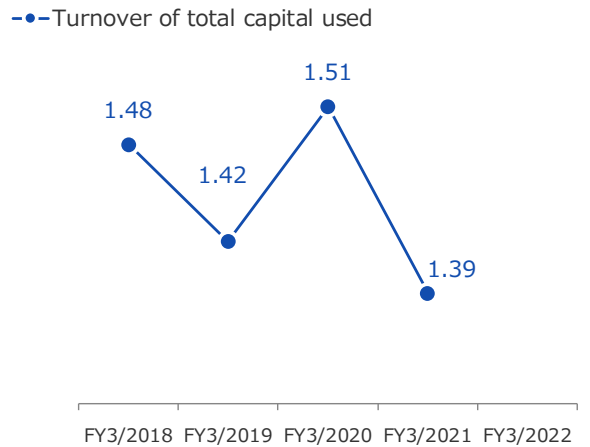
## Profit ratio



## ROA and ROE

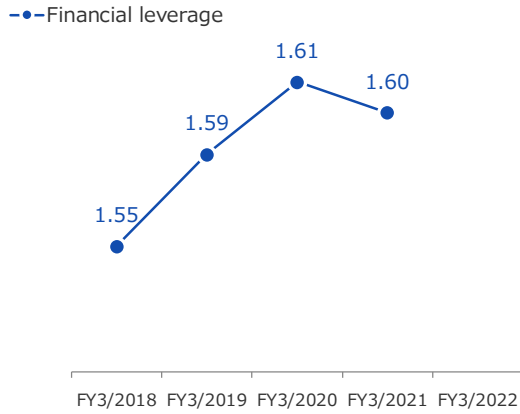


## Turnover of total capital used (Times)

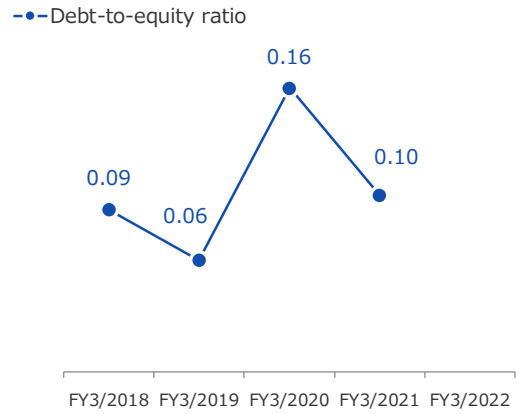


# 9. Other indices (2)

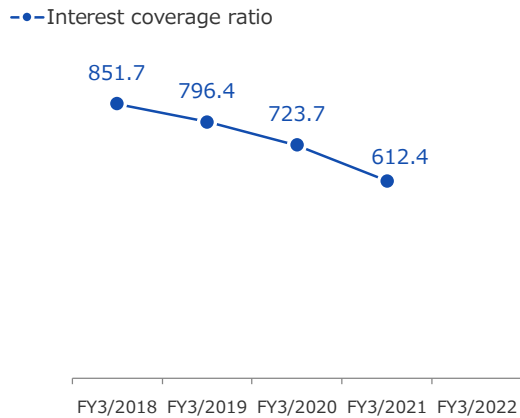
### Financial leverage (Times)



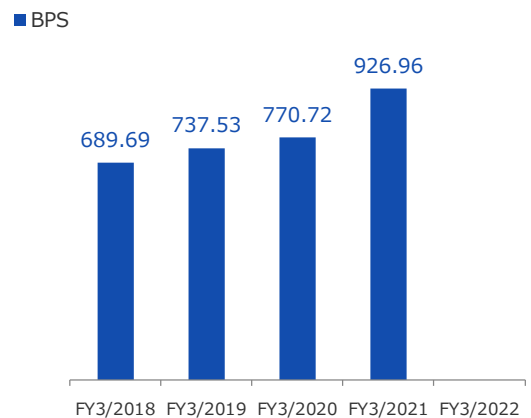
### Debt-to-equity ratio (Times)



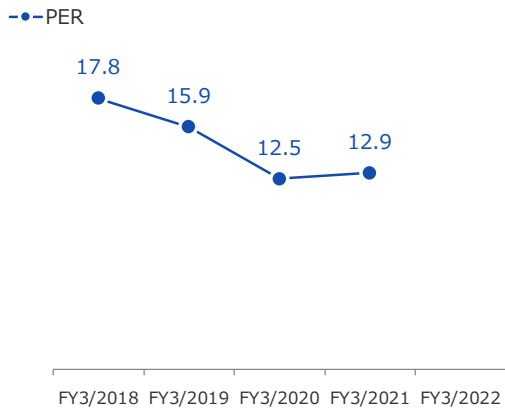
### Interest coverage ratio (Times)



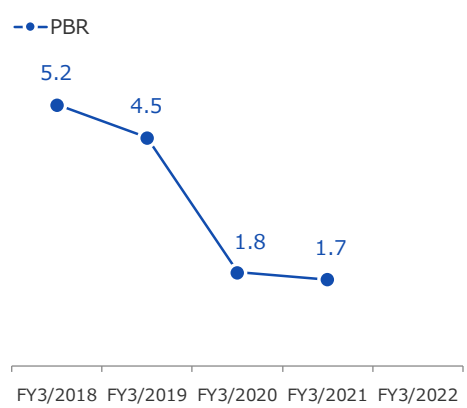
### BPS (Yen)



### PER (Times)



### PBR (Times)



- The Company implemented a 2-for-1 share split of common shares with an effective date of February 1, 2020.
- "EPS" was calculated on the assumption that the share split was implemented at the beginning of FY3/2018.

# Disclaimer

- ❖ Although CRESCO takes considerable care with respect to the content of this material, it does not bear any responsibility with regard to problems caused by information errors.
- ❖ The information is provided as reference to assist in investment decisions, and its purpose is not to solicit investment. CRESCO requests that users use their own judgment when making decisions on investment.
- ❖ Information relating to future predictions and forecasted values such as financial forecasts on this material have been written based on judgments and assumptions on information presently available that is considered reasonable.
- ❖ Changes in risks and uncertain elements, and changes in the economic situation may force CRESCO to change the information without notice or make the actual financial and other results differ significantly. The content of this material then could differ from future outcome. Please consider this when making investment decisions.

【IR inquiries】

E-mail: [ir@cresco.co.jp](mailto:ir@cresco.co.jp)