

## TISI Inc. Financial Data

	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025	FY2026
<b>Financial Results</b>											
Net sales (MILLION JPY)	382,689	393,398	405,648	420,769	443,717	448,383	482,547	508,400	549,004	571,687	596,479
Gross profit (MILLION JPY)	70,535	75,958	84,362	94,784	105,896	113,712	128,848	141,732	151,639	160,206	168,334
Operating income (MILLION JPY)	24,436	27,019	32,743	38,043	44,839	45,748	54,739	62,328	64,568	69,047	76,229
Recurring profit (MILLION JPY)	24,521	27,092	32,795	38,603	46,070	39,257	55,710	63,204	68,553	70,503	76,511
Net income attributable to owners of the parent company (MILLION JPY)	12,678	16,306	20,620	26,034	29,411	27,692	39,462	55,461	48,873	50,012	46,624
Ratio of gross profit to net sales (%)	18.4	19.3	20.8	22.5	23.9	25.4	26.7	27.9	27.6	28.0	28.2
Ratio of operating income to net sales (%)	6.4	6.9	8.1	9.0	10.1	10.2	11.3	12.3	11.8	12.1	12.8
ROA (%)	7.2	8.0	9.3	10.5	12.2	9.4	12.0	13.5	13.9	13.0	13.8
ROE (%)	7.0	8.8	9.9	11.5	12.5	10.8	14.0	18.8	16.0	15.3	14.0
<b>Financial Position</b>											
Total assets (MILLION JPY)	336,495	337,622	369,504	370,657	382,899	451,072	476,642	462,320	525,456	558,051	551,507
Net assets (MILLION JPY)	180,539	199,202	226,298	234,408	247,957	279,429	302,993	309,226	324,725	356,064	337,726
Total equity (MILLION JPY)	176,549	195,053	221,634	229,633	242,310	270,481	293,125	297,039	312,409	343,348	324,730
Equity ratio (%)	52.5	57.8	60.0	62.0	63.3	60.0	61.5	64.2	59.5	61.5	58.9
ROA (%)	7.2	8.0	9.3	10.5	12.2	9.4	12.0	13.5	13.9	13.0	13.8
ROE (%)	7.0	8.8	9.9	11.5	12.5	10.8	14.0	18.8	16.0	15.3	14.0
<b>Cash Flows</b>											
Cash flow from operating activities (MILLION JPY)	25,496	18,952	36,386	37,558	38,569	33,345	56,126	33,634	62,578	63,748	81,447
Cash flow from investing activities (MILLION JPY)	8,688	-23,488	-14,202	-1,213	-26,437	-17,522	-3,424	11,300	-32,817	-17,741	-30,920
Cash flow from financial activities (MILLION JPY)	-14,979	-18,327	-10,543	-16,773	-14,544	12,484	-21,948	-64,573	-21,889	-27,791	-78,362
Free cash flows (MILLION JPY)	34,184	-4,536	22,184	36,345	12,132	15,823	52,702	44,935	29,761	46,006	50,527
Cash and cash equivalents at the end of the period (MILLION JPY)	48,651	25,730	37,545	57,083	54,684	82,924	113,820	94,306	102,722	121,288	93,733
<b>Per Share Data</b>											
Dividends per share (JPY)	33.00	36.00	40.00	70.00	90.00	35.00	44.00	50.00	56.00	70.00	80.00
BPS (JPY)	2,031.07	2,265.76	2,602.07	2,719.79	2,890.27	1,078.60	1,173.60	1,227.44	1,333.32	1,477.61	1,475.55
EPS (JPY)	145.22	189.02	241.44	307.83	350.35	110.51	157.69	227.11	203.28	215.00	204.91
Payout ratio (%)	22.7	19.0	16.6	22.8	25.7	31.9	27.9	22.0	27.5	32.6	39.0
Total Return Ratio (%)	35.2	31.9	30.5	39.0	39.8	42.8	39.3	76.0	85.8	45.8	158.5
<b>Orders received</b>											
Orders received (MILLION JPY)	207,345	208,307	219,225	238,298	246,330	237,323	271,350	282,739	278,508	295,838	315,223
<b>Order backlog</b>											
Order backlog (MILLION JPY)	69,961	64,751	67,716	75,549	79,277	83,797	94,016	103,282	101,386	107,993	117,201

\* Software Development only.