

## Transcosmos inc. Financial Highlights

(millions of yen)

Operating Results	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
Net sales	166,335	186,503	199,178	224,605	242,314	266,645	284,696	311,871	336,405	354,085	373,830
Gross profit	28,668	35,403	36,687	40,373	42,902	47,267	47,202	54,608	65,887	77,779	76,522
Selling, general and administrative expenses	21,415	25,861	27,521	30,648	34,822	41,175	41,846	43,918	48,135	51,932	53,231
Operating income	7,253	9,541	9,166	9,725	8,080	6,092	5,355	10,689	17,752	25,846	23,290
Operating income to net sales(%)	4.3	5.1	4.6	4.3	5.3	3.4	1.9	2.3	3.3	7.3	6.2
Ordinary income	8,507	10,082	9,603	8,870	6,742	1,802	5,394	8,954	18,012	28,902	23,072
Ordinary income to net sales(%)	5.1	5.4	4.8	3.9	2.8	0.7	1.9	2.9	5.4	8.2	6.2
Net income attributable to shareholders of transcosmos inc.	4,919	6,289	7,349	7,587	7,156	-2,176	4,433	6,279	10,022	21,488	15,767
Profit to net sales(%)	3.0	3.4	3.7	3.4	3.0	-0.8	1.6	2.0	3.0	6.1	4.2

(millions of yen)

Financial Position	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
Total assets	88,420	92,173	101,551	140,674	143,802	129,067	135,268	143,985	175,883	218,455	193,842
Net assets	53,301	60,809	67,396	83,981	85,188	71,199	74,915	77,969	92,516	120,880	112,381
Equity ratio(%)	56.4	62.2	64.0	57.5	56.8	52.2	52.9	51.5	48.8	51.7	53.4
ROA(%)	5.7	7.1	7.6	6.3	5.1	-	3.4	4.6	6.3	10.9	7.6
ROE(%)	10.3	11.7	12.0	10.4	8.8	-2.9	6.4	8.6	12.5	21.6	14.6

(millions of yen)

Cash Flows	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
Cash flow from operating activities	8,737	8,921	12,177	3,197	8,487	7,814	3,889	8,093	15,715	15,770	24,253
Cash flow from investing activities	-252	-4,282	-8,062	-13,935	-6,199	-6,658	4,344	-6,885	-8,402	-6,223	-7,814
Cash flow from financing activities	-11,977	-8,284	-3,769	12,832	-3,300	-49	-3,165	-2,093	6,735	4,218	-31,895
Cash and cash equivalents at end of period	33,444	300,452	31,694	33,339	33,422	31,772	35,979	34,920	49,074	63,858	49,366
Free cash flow	8,484	4,639	4,115	-10,737	2,287	1,155	8,233	1,207	7,312	9,547	16,439

(yen)

Per Share Data	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
Net assets per share	1,212.44	1,394.09	1,580.91	1,967.29	1,969.70	1,630.39	1,725.27	1,788.95	2,069.01	2,723.29	2,761.61
Earnings per share	119.57	152.87	178.65	184.45	172.92	-52.47	106.90	151.40	241.65	518.12	389.22
Dividend per share	36	46	54	56	52	23	33	46	93	156	117
Dividend payout ratio(%)	30.1	30.1	30.2	30.4	30.1	-	30.9	30.4	38.5	30.1	30.1

(millions of yen)

Segment Information	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
Segment Sales											
Parent Company			157,310	179,107	193,535	203,097	210,224	227,643	240,763	238,812	244,513
Domestic Affiliates			28,886	19,443	19,756	18,797	21,030	28,277	39,483	40,129	43,208
Overseas Affiliates			24,340	31,265	36,411	52,720	61,974	66,048	69,105	86,498	98,309
Eliminations			-11,359	-5,211	-6,388	-7,969	-8,533	-10,098	-12,946	-11,354	-12,200
Segment Operating Income											
Parent Company			7,374	8,602	8,389	5,834	4,415	7,912	11,237	17,839	15,929
Domestic Affiliates			1,234	848	457	256	624	1,362	3,603	3,687	3,741
Overseas Affiliates			474	227	-764	-24	313	1,413	2,914	4,342	3,629
Eliminations			83	46	-3	25	2	1	-3	-22	-10

(time)

PE Ratio	2013/3	2014/3	2015/3	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
Year End Stock Prices (Yen)							2,159	1,914	2,986	3,190	3,135
PER							20.2	12.6	12.4	6.2	8.1
PBR							1.3	1.1	1.4	1.2	1.1
Dividend yield(%)							1.5	2.4	3.1	4.9	3.7