

FY2022. 3 Financial Results Briefing for the 2nd Quarter

Japan System Techniques Co., Ltd.



Launch the Future

Contents

1. **FY2022.3 Second Quarter Highlights**
2. JAST Group Overview
3. Performance Overview
4. Forecast for Current Fiscal Year & Latest Initiatives
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1. 2022.3 The 2nd Quarter Highlights (1) Financial Highlights

		FY2020.3 2Q cumulative results		FY2021.3 2Q cumulative results		FY2022.3 2Q cumulative results		YoY
Net sales	(M¥)	8,610	*	8,042	*	10,042	*	124.9%
Gross profit	(M¥)	1,914	22.2%	1,775	22.1%	2,719	27.1%	153.2%
Operating income	(M¥)	190	2.2%	23	0.3%	992	9.9%	4,313.0%
Ordinary income	(M¥)	202	2.3%	58	0.7%	1,004	10.0%	1,731.0%
Profit attributable to owners of parent	(M¥)	▲ 552	—	▲ 309	—	686	6.8%	—
Net income per share	(¥)	▲ 104.18		▲ 57.71		120.45		—
Total assets	(M¥)	12,308		12,250		14,212		116.0%
Net assets	(M¥)	5,683		5,808		8,647		148.9%
Equity ratio	(%)	45.9		47.1		60.6		+13.5
ROE	(%)	▲ 9.8		▲ 5.3		7.9		+13.3
Number of employees	(person)	1,168		1,261		1,448		+187

* % value represents the profit margin for each.

- Both sales and profits increased due to the recovery of the software business and the rapid progress of GAKUEN and Medical big data brand businesses.
- For the first half of the fiscal year, sales and each profit index recorded all-time high since the company was founded.

1. 2022.3 The 2nd Quarter Highlights (2) Topics

Software business

- Released new product “SMART BankNeo” (May 20th, 2021)
- Launched Office DX – Facial recognition product (October 14th, 2021)
- Joint development of Sales productivity improvement support system with Explorer Consulting Co., Ltd. (October 18th, 2021)

GAKUEN business

Released DX Promotion support service linked with University Educational System and Textbook Selection Database collaborating with Dai Nippon Printing Co., Ltd. (July 21st, 2021)

Medical big data business

- Released new coronavirus information dashboard service collaborating with Dr. Masayoshi Soma (President of the Kyoundo Hospital, Sasaki Institute) and DATA4C's K.K. (April 28th, 2021)
- Interim report on the joint research of coronavirus with Keio University and RIKEN (May 7th, 2021)

Others

- Founded JAST Health Insurance Association (July 1st, 2021)
- Completing exercise of the 2nd series of stock acquisition rights (with a clause to revise the exercise price) (September 9th, 2021)
- Submitted the plan for Prime Market (November 24th, 2021)

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2. JAST Group Overview (1) Company Information

Company name	Japan System Techniques Co., Ltd. (Abbreviation: JAST)	Business domain (Consolidated)	<ol style="list-style-type: none"> 1. Software business 2. GAKUEN business 3. System sales business 4. Medical big data business
Listed market	Tokyo Stock Exchange Market 1 st section (Stock code : 4323)	Qualifications	<ul style="list-style-type: none"> • Privacy Mark Certification • ISO9001 registered company • ISO14001 registered company • ISO27001 registered company • ISO20000 registered company* • Excellent Health Management Corporation 2021
Foundation	March 26 th , 1973		
Paid in capital	1,535 million yen (As of September 30 th , 2021)	Certification mark	   
Address	<p>Osaka Head Office [HQ] Nakanoshima Festival Tower 29F, 2-3-18 Nakanoshima, Kita-ku, Osaka-shi, Osaka, Japan</p> <p>Tokyo Head Office Taiyo Seimei Shinagawa Building 5F, 26F, 27F, 2-16-2 Konan, Minato-ku, Tokyo, Japan</p>		
Representative	Takeaki Hirabayashi, President and CEO		
Employees	Consolidated : 1,448 (As of September 30 th , 2021)		
Business affiliation	None (Completely independent)		
Location	Tokyo, Osaka, Singapore, Thailand, Malaysia, China		

*Registered in Healthcare innovation department

2. JAST Group Overview (2) Company History

1973	3	Founded Japan System Techniques Co., Ltd. (55 Uchihonmachi Hashizumecho, Higashi-ku (currently Chuo-ku), Osaka)
1977	7	Established the Tokyo Branch Office (Minato-ku, Tokyo)
1982	9	Established JAST TECHNIQUES PTE. LTD. (Singapore)
1994	10	Launched software package “GAKUEN”, a school office work support integrated system
1998	8	Launched “GAKUEN REVOLUTION”, a large-scale integrated school office work support system for universities
1999	4	Started to provide outsourcing services
2000	2	Launched “GAKUEN UNIVERSAL PASSPORT”, a software package that enables university staff and students to exchange information over a web-based environment
	3	Acquired shares of JASTEC (THAILAND) CO., LTD. and made it into a subsidiary
2001	11	Listed on the JASDAQ market
2002	3	Launched “GAKUEN REVOLUTION (management)”
2003	2	Listed on the Second Section of the Tokyo Stock Exchange
2006	8	Acquired shares in Alpha Computer Co., Ltd. and made it into a subsidiary
	9	Launched “GAKUEN UNIVERSAL PASSPORT EX”
2007	3	Launched “GAKUEN REVOLUTION EX series”
		Launched “GAKUEN EX series”

2010	8	Launched “JMICS”, automated electronic medical insurance claims checking system service
2012	7	Acquired shares of NewNeeds Co., Ltd., SafeNeeds Co., Ltd. and Guilin Anxin Software Co., Ltd. and made them into subsidiaries
2014	4	Launched “GAKUEN EduTrack”, an integrated e-learning system
2015	9	Investment in Shanghai Jiafeng Information Technology Co., Ltd. completed and made it into a subsidiary
2016	5	Acquired shares of ISR Co., Ltd. and made it into a subsidiary
2017	6	Stock listing moved to the First Section of the Tokyo Stock Exchange
	11	Had a stake in CO-WELL Co., Ltd. and strengthened the collaboration
2018	4	Established JAST Asia Pacific Co., Ltd. (Thailand)
	7	Launched “UNIVERSAL PASSPORT RX”
	11	Acquired shares of Virtual Calibre Group and made it into a subsidiaries
2019	5	Acquired shares of AG NET PTE.LTD. and made it into a subsidiary
	9	Concluded a capital and business alliance agreement with TerraSky Co., Ltd.
2020	4	Launched “GAKUEN RX”
	9	Launched “GAKUEN Subscription”
	10	Launched Talent management service “mieHR”, a talent management system Launched Insurer Business Support System service “iBss”, a business support system for insurers
2021	5	Launched “SMART BankNeo”
	7	Founded JAST Health Insurance Association

2. JAST Group Overview (3) Management Philosophy

Contribution to society by creating and providing informatization

Our corporate philosophy is to **contribute to society through the creation and provision of information technology** and we keep our position as **completely independent**, that is to say, not to belong to any “keiretsu”. Our basic management policy is to always take on the latest technology and tackle development work in a wide range of fields from a standpoint, regardless of industry, technology field, platform, etc.

Human creating management

We thoroughly maintain **“Human Creating Management”** based on improvement of corporate value and the belief that the driving power of this growth shall be each employee’s passion for information technology and cordial service to client, and for that purpose we should attach the greatest importance to grinding human dignity.

Quadripartite win-win relationship

We pursue the concept of **“Quadripartite Win-win Relationship”** between **client, shareholder, employee and society**. We maximize the value and satisfaction for each of them and raise our corporate value as a whole. Therefore, we pursue the realization of **long-term, stable growth**.

Never change, never go out of fashion

In accordance with the philosophy established by Matsuo Basho **“the principle of fluidity and immutability”**, we will maintain our management philosophy as **“Never change”** (=the principle of never changing) and correctly lead the way in changing management (=the principle of never going out of fashion)

Basic concept of our philosophy

天爵を修めて人爵これに従う

A rank naturally given to a person who has the dignity to be respected and trusted as a result of tirelessly practicing moral principles and principles as a human being and improving one's personality, character and virtue

An outward rank artificially or conveniently given by an organization or superior based on one's achievements and experience

When a person is given a knighthood first, he or she is often under the illusion that he or she has also earned a knighthood, which is often reflected in his or her attitude and behavior. Based on this belief, we encourage each and every one of us to live our daily lives with the ultimate goal of attaining the title of Nobility of Heaven first.

2. JAST Group Overview (4) Business

Software business	GAKUEN business JAST Brand	System sales business	Medical big data business JAST Brand
<p>◆Software development</p> <p>Providing various information system/services in wide fields with taking advantage of being completely independent</p> <ul style="list-style-type: none"> • Business field Providing IT service including consultation of development, operation and maintenance for wide range of industries • Engineering field Embedded system for smart device and AV equipment, telecommunication system such as terrestrial digital broad casting and car navigation system 	<p>◆University management software service</p> <p>Providing total solutions to promote educational DX, centered on GAKUEN series which is the top brand in education IT integrating office system and portal system</p> <ul style="list-style-type: none"> • Integrated school administration support system  <ul style="list-style-type: none"> • Integrated web service system for universities 	<p>◆IT equipment sales and build-out of information network system</p> <p>Specializing in the education and public sectors, providing one-stop ICT infrastructure solutions, from infrastructure build-out and cloud services to operation, maintenance and related SI</p> <ul style="list-style-type: none"> • IT infrastructure design and build-out Design/build-out service for Hardware/ Software focusing on system infrastructure • System product sales Total support of system products sales, operation and maintenance • Cloud service One-stop service of analysis of current IT environment issues, operational proposals, design/build-out, support after installing • ICT consulting One-stop service of ICT implementation for enterprises, including analysis, implementation and maintenance 	<p>◆Inspection and analysis of medical information data and related service</p> <p>Developing five healthcare-related businesses centered on the receipt inspection business and providing one-stop services to promote the utilization of medical data and reform of insurer operations</p> <ul style="list-style-type: none"> • Automatic receipt inspection system  <ul style="list-style-type: none"> • Insurer business support services  <ul style="list-style-type: none"> • Receipt management system for public assistance
<p>◆Other solutions JAST Brand</p> <ul style="list-style-type: none"> • Package for financial institutions  <ul style="list-style-type: none"> • Human resources development solution 	<ul style="list-style-type: none"> • Human resources data platform  <ul style="list-style-type: none"> • Cashless payment service in office • "Office DX", Facial recognition product 		<ul style="list-style-type: none"> • RezeptPlus* • Data health project <p>One-stop service from data collection to effectiveness measurement to meet the issues and objectives of insurers</p> <ul style="list-style-type: none"> • Data utilization project <p>Anonymized processing of receipt and specified health checkup data, etc. and providing them as datasets and analysis reports</p>

*RezeptPlus is a trademark of Fujitsu Japan Ltd.

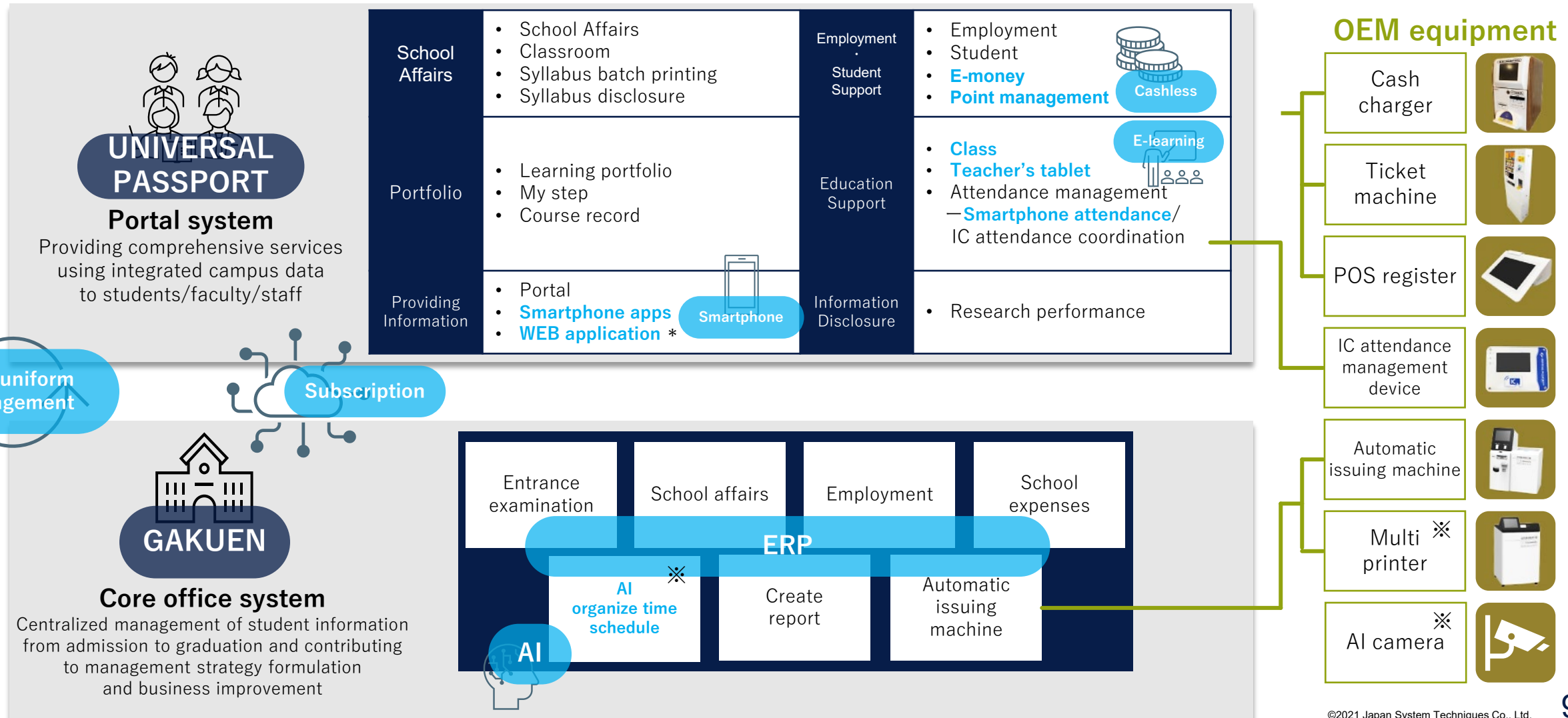
2. JAST Group Overview (5) JAST Brand : GAKUEN

Top share solution we have **installed over 420 schools**

DX main theme

※ : Under developing

An integrated platform that comprehensively supports the activities of higher education institutions



2. JAST Group Overview (6) JAST Brand : JMICS

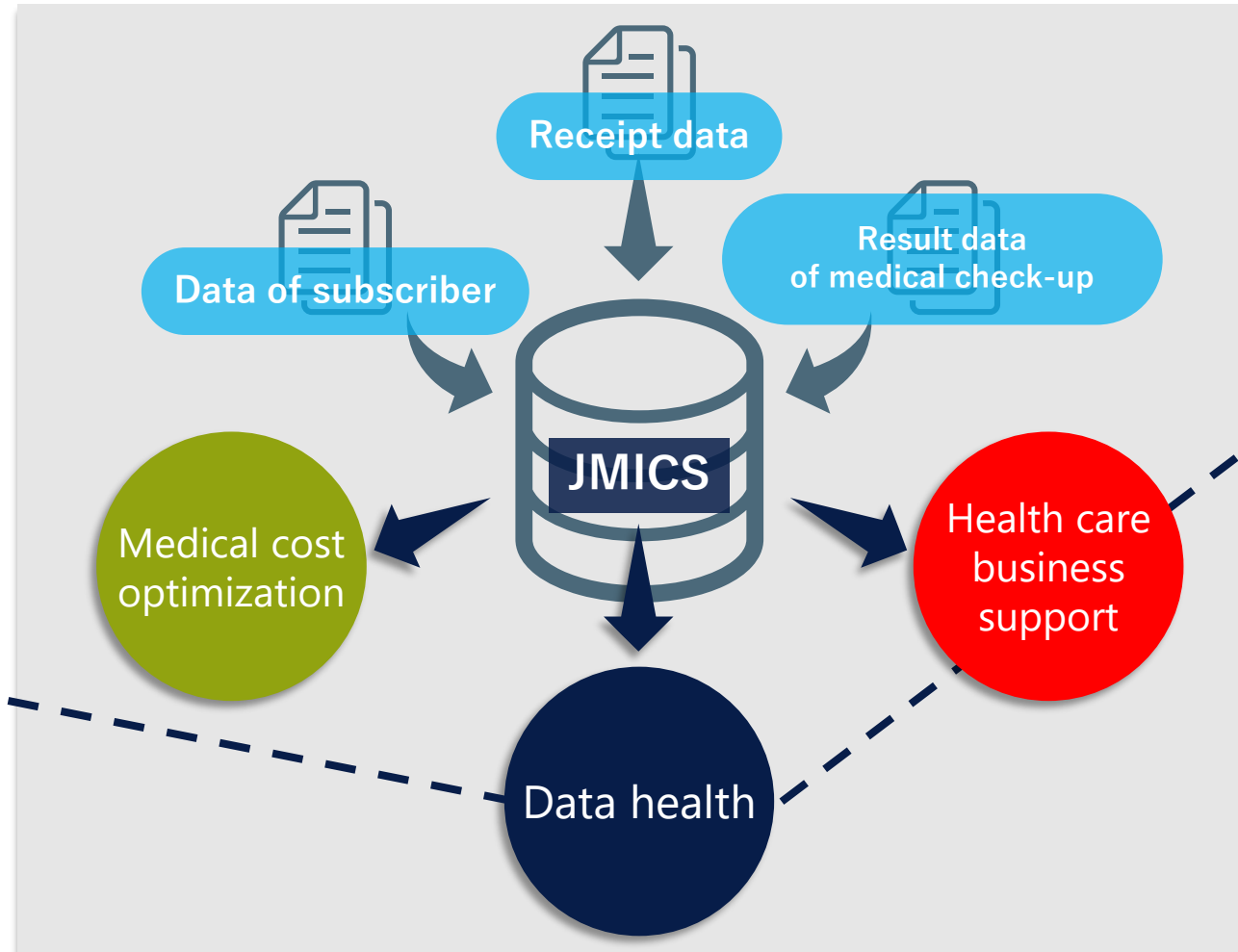
Processing 8 to 10 million receipts per month, and providing one-stop service contributing to optimization of medical costs and health promotion by a large volume of receipt data

Inspection services

- Inspection of receipt content
 - Outsourcing
 - User cloud (For insurers)
 - Business cloud (For inspection service providers)
- Overseas medical care cost
- Inspection for judo therapy and osteopathy

Medical cost optimization service

- Notification of the promotion of the use of generic drugs
- Hay fever notification
- Integrated notification (Medical fee notice + Notification of the promotion of the use of generic drugs)
- Responding to frequent and multiple visits
- Responding to persons subject to third-party indemnification
- Overtime additional person support
- Responding to patients who receive multiple doses of medication



Health service support services

- Total support from data health plan formulation to implementation
RezeptPlus
(Receipt management for public assistance cloud service)
- Riskaru-kun (Insurance business support tools)
 - Analysis report by business location/Health reports for subscribers/Preparation of health white papers
 - Notification of medical checkup
 - Analysis of receipt and health checkup data
 - Analysis of stratification of high-risk individuals
 - Analysis of the effects of implementing health services
 - Health guidance, seminars, and health classes by public health nurses and nutritionists

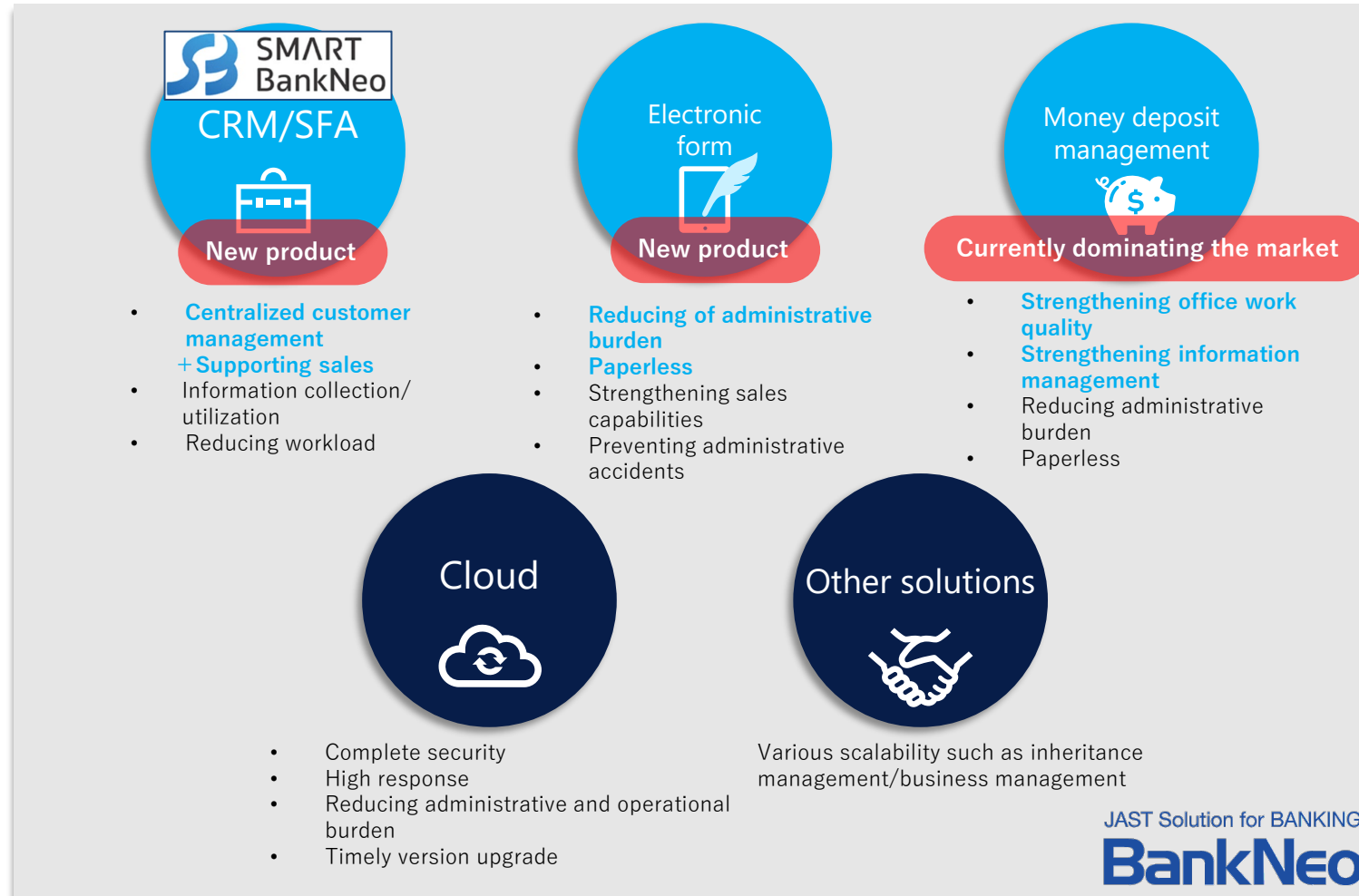
Office efficiency improvement services

- iBss (Insurer business support system)
- Influenza aids web application system
- Web-based probate system
- Medical checkup clerical work/various clerical services

2. JAST Group Overview (7) JAST Brand : BankNeo

Providing wide range of **smart and niche solutions** with easiness of implementation and scalability

An integrated package that promotes DX in financial institutions



Proven track record of implementation at many financial institutions nationwide

Easiness of implementation through small start

High scalability after installation

Over 30 years of accumulated abundant know-how

Service Lineup that meets customer needs

2. JAST Group Overview (8) Group Locations

★ GuiLin Anxin Software Co., Ltd.

Guilin, China
★Offshore development ★ Sales base in China

★ Shanghai Jiafeng Information Technology Co., Ltd.

Shanghai, China ★ Development and product sales base in China

★ JASTEC(THAILAND) CO., LTD.

Bangkok, Thailand ★IT service for local Japanese companies

★ JAST ASIA PACIFIC CO., LTD.

Bangkok, Thailand ★ Deployment of JAST brand service in ASEAN

★ Virtual Calibre Group (3 companies)

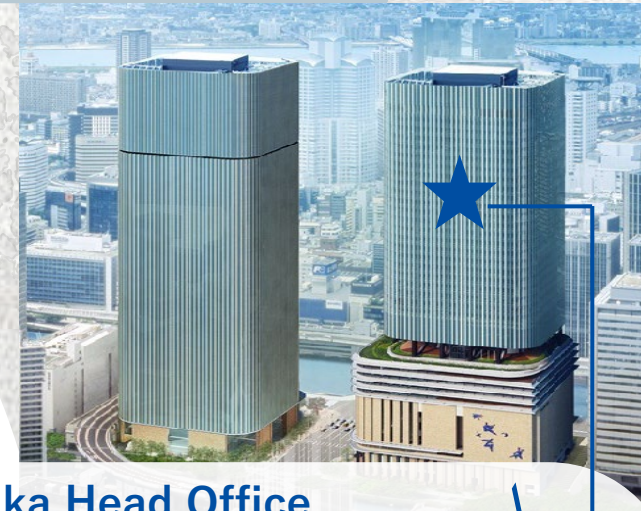
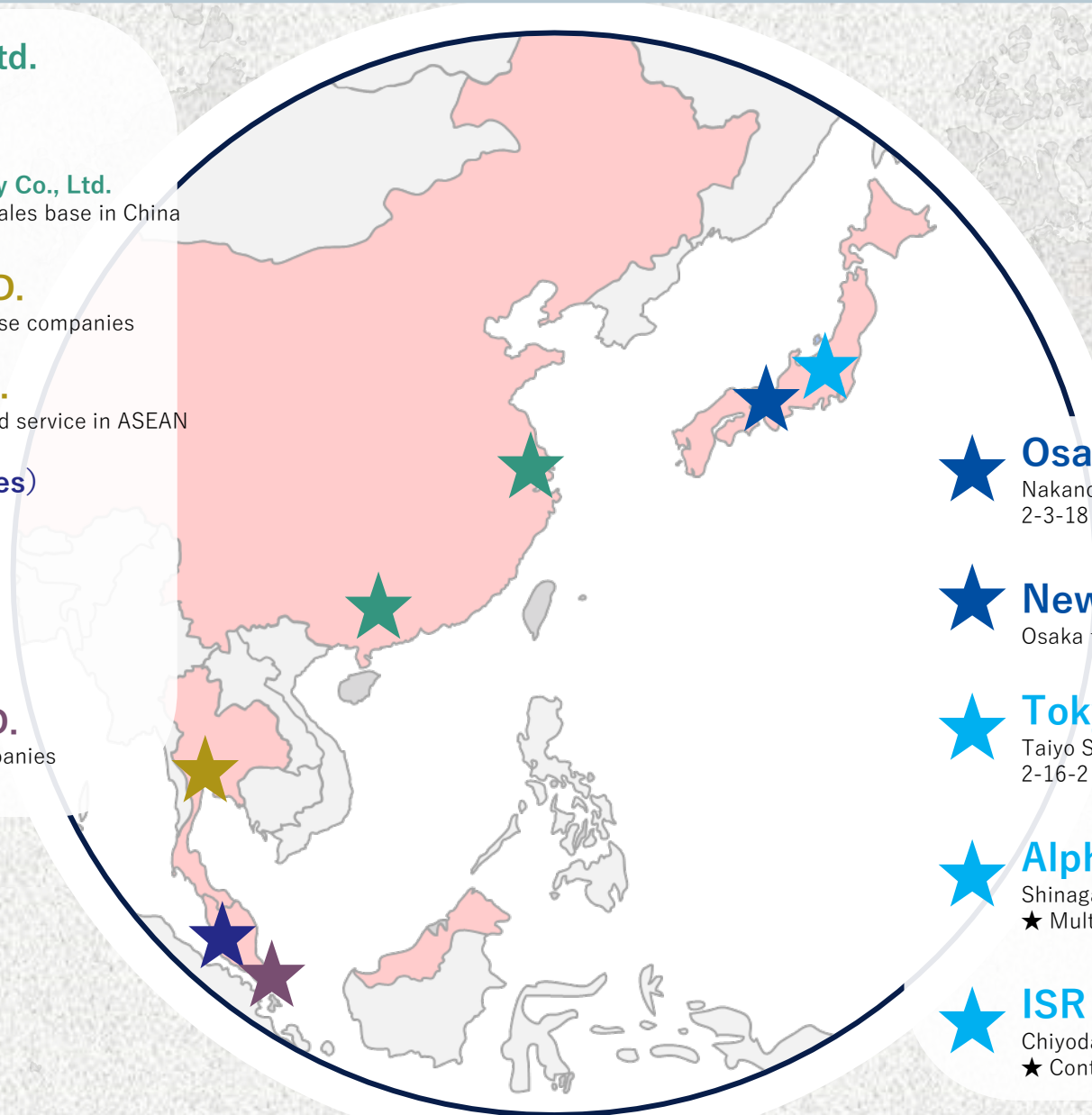
Kuala Lumpur, Malaysia
★Development of SAP business

★ AG NET PTE. LTD.

Singapore ★HRM business

★ JAST TECHNIQUES PTE. LTD.

Singapore ★ IT service for local Japanese companies



★ Osaka Head Office

Nakanoshima Festival Tower 28-29F,
2-3-18 Nakanoshima, Kita-ku, Osaka-shi, Osaka

★ NewNeeds Co., Ltd.

Osaka ★Local based IT service

★ Tokyo Head Office

Taiyo Seimei Shinagawa Building 5F, 26F, 27F,
2-16-2 Konan, Minato-ku, Tokyo

★ Alpha Computer Co., Ltd.

Shinagawa-ku, Tokyo
★ Multi-vendor IT infrastructure design (System sales)

★ ISR Co., Ltd.

Chiyoda-ku, Tokyo
★ Contract development, package development and sales

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3. Performance Overview (1) Group Performance : Consolidated Performance

Unit : M¥

	FY2020.3			FY2021.3			FY2022.3			YoY		
	First half	Second half	Full year	First half	Second half	Full year	First half	Second half	Full year Initial forecast	First half	Second half	Full year Initial forecast
Net sales	8,610	9,409	18,019	8,042	10,747	18,789	10,042		19,500	124.9%		103.8%
Cost of sales	6,696	6,911	13,607	6,267	7,902	14,169	7,323			116.9%		
	77.8%	73.5%	75.5%	77.9%	73.5%	75.4%	72.9%					
Gross profit	1,914	2,498	4,412	1,775	2,845	4,620	2,719			153.2%		
	22.2%	26.5%	24.5%	22.1%	26.5%	24.6%	27.1%					
Selling, general and administrative expenses	1,723	1,718	3,441	1,752	1,651	3,403	1,726			98.5%		
	20.0%	18.3%	19.1%	21.8%	15.4%	18.1%	17.2%					
R&D expenses	173	269	442	195	204	399	160			82.1%		
Operating income	190	780	970	23	1,193	1,216	992		1,330	4,313.0%		109.3%
	2.2%	8.3%	5.4%	0.3%	11.1%	6.5%	9.9%		6.8%			
Ordinary income	202	819	1,021	58	1,252	1,310	1,004		1,360	1,731.0%		103.8%
	2.3%	8.7%	5.7%	0.7%	11.6%	7.0%	10.0%		7.0%			
Profit attributable to owners of parent	▲ 552	522	▲ 30	▲ 309	887	578	686		820	—		141.7%
	▲ 6.4%	5.5%	▲ 0.2%	▲ 3.8%	8.3%	3.1%	6.8%		4.2%			
Comprehensive income	—	—	▲ 119	—	—	749	—			—		

3. Performance Overview (2) Group Performance : Consolidated B/S

Unit : M¥

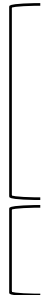
	FY2019.3	FY2020.3	FY2021.3	FY2021.9	YoY comparison	
					Difference	Ratio
Assets	13,636	12,988	12,861	14,212	1,351	110.5%
Total current assets	9,610	9,602	9,696	11,102	1,406	114.5%
Total property, plant and equipment	558	571	542	568	26	104.8%
Total intangible assets	1,180	794	378	371	▲ 7	98.1%
Total investments and other assets	2,287	2,019	2,243	2,170	▲ 73	96.7%
Total assets	13,636	12,988	12,861	14,212	1,351	110.5%
Total liabilities	7,218	6,770	6,011	5,565	▲ 446	92.6%
Total current liabilities	5,587	5,168	4,388	3,916	▲ 472	89.2%
Total non-current liabilities	1,630	1,601	1,623	1,648	25	101.5%
Total net assets	6,418	6,218	6,850	8,647	1,797	126.2%
Total shareholder's equity	6,244	6,135	6,592	8,376	1,784	127.1%
Share capital	1,076	1,076	1,076	1,535	459	142.7%
Capital surplus	1,085	1,113	1,113	1,704	591	153.1%
Retained earnings	4,359	4,178	4,605	5,221	616	113.4%
Treasury shares	▲ 277	▲ 233	▲ 218	▲ 85	133	39.0%
Total accumulated other comprehensive income	136	53	220	235	15	106.8%
Share acquisition rights	—	—	5	—	▲ 5	—
Non-controlling interests	37	28	31	35	4	112.9%

3. Performance Overview (3) Group Performance : Consolidated Cash Flow

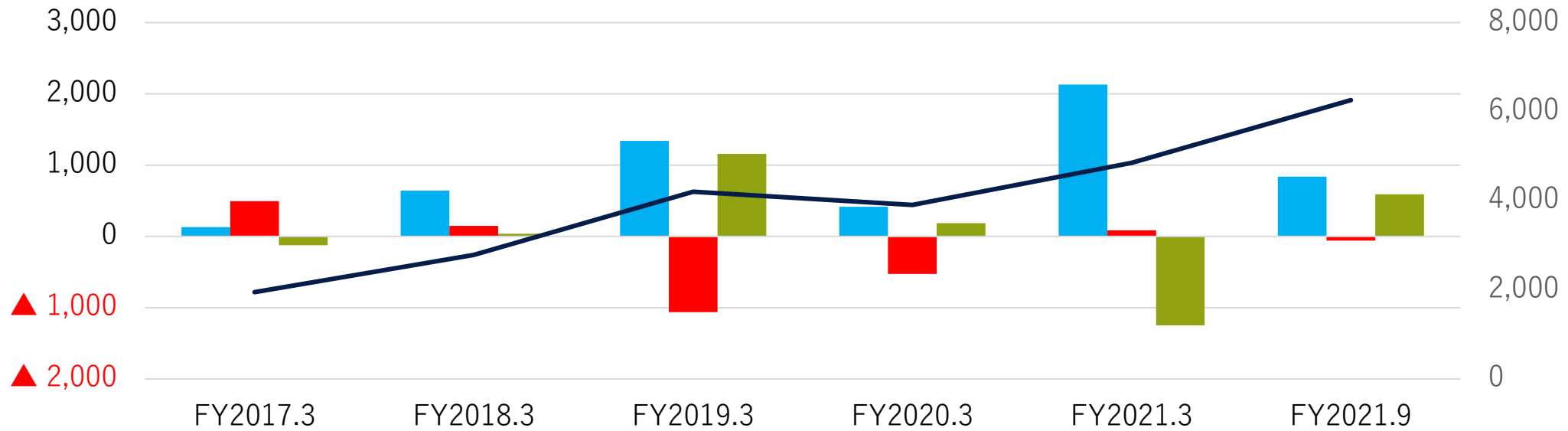
Unit : M¥

	FY2017.3	FY2018.3	FY2019.3	FY2020.3	FY2021.3	FY2021.9	Change from FY2021.3
Cash flows from operating activities	132	642	1,342	417	2,131	838	▲ 1,293
Cash flows from investing activities	494	147	▲ 1,063	▲ 527	87	▲ 57	▲ 144
Cash flows from financing activities	▲ 122	38	1,157	185	▲ 1,247	592	1,839
Cash and cash equivalents at the end of period	1,951	2,785	4,204	3,908	4,853	6,259	1,406

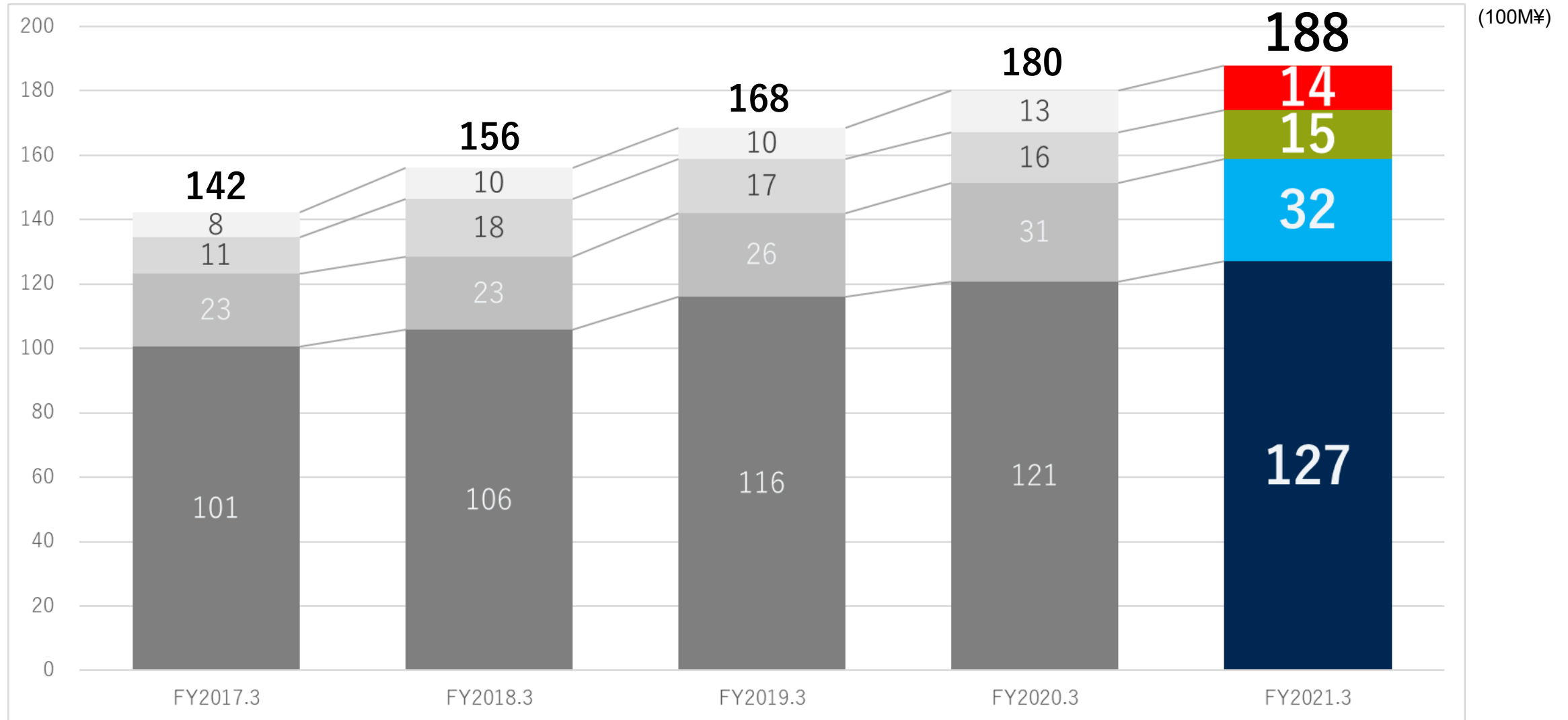
(Left-hand scale)



(Right-hand scale)

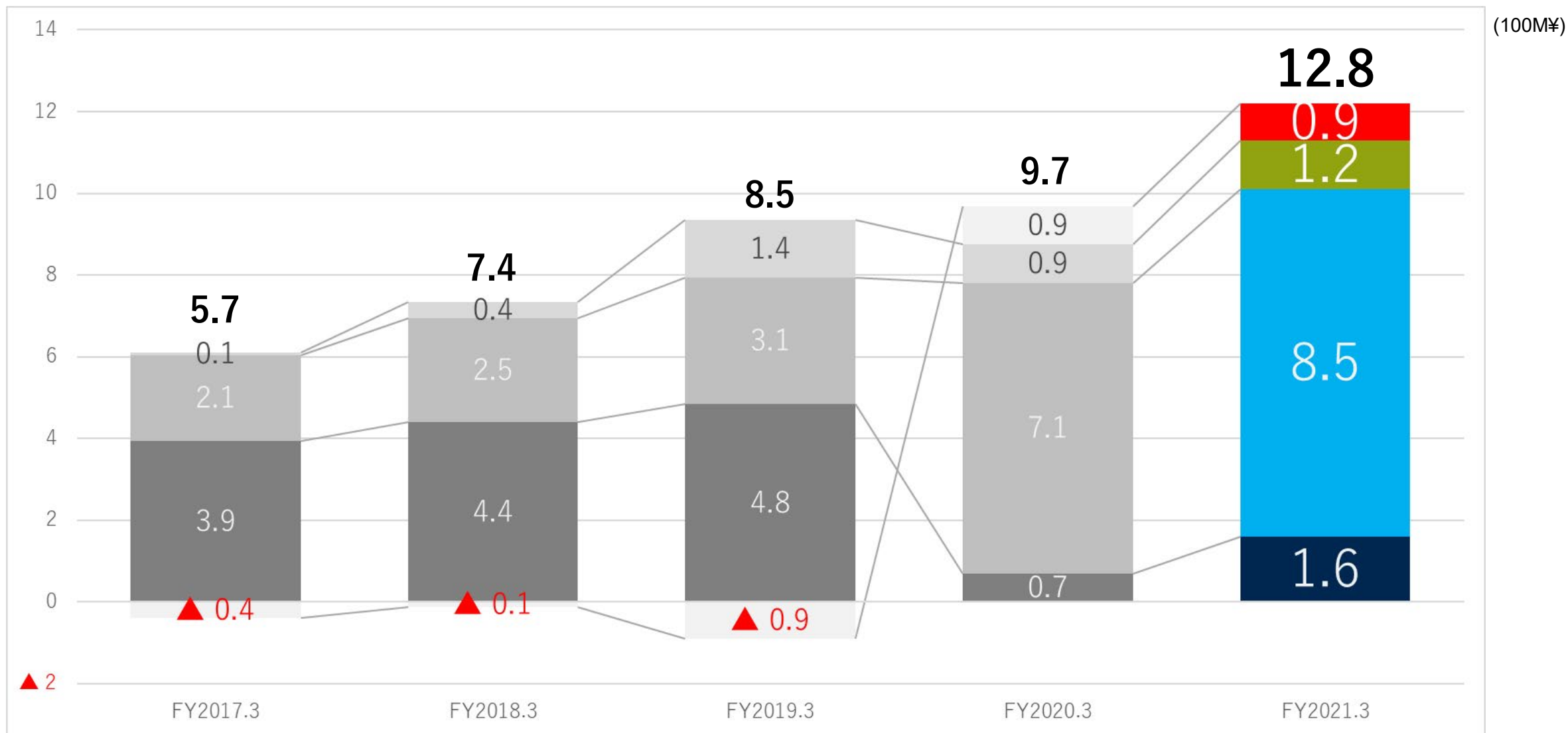


3. Performance Overview (4) Group Performance : Consolidated Net Sales Change



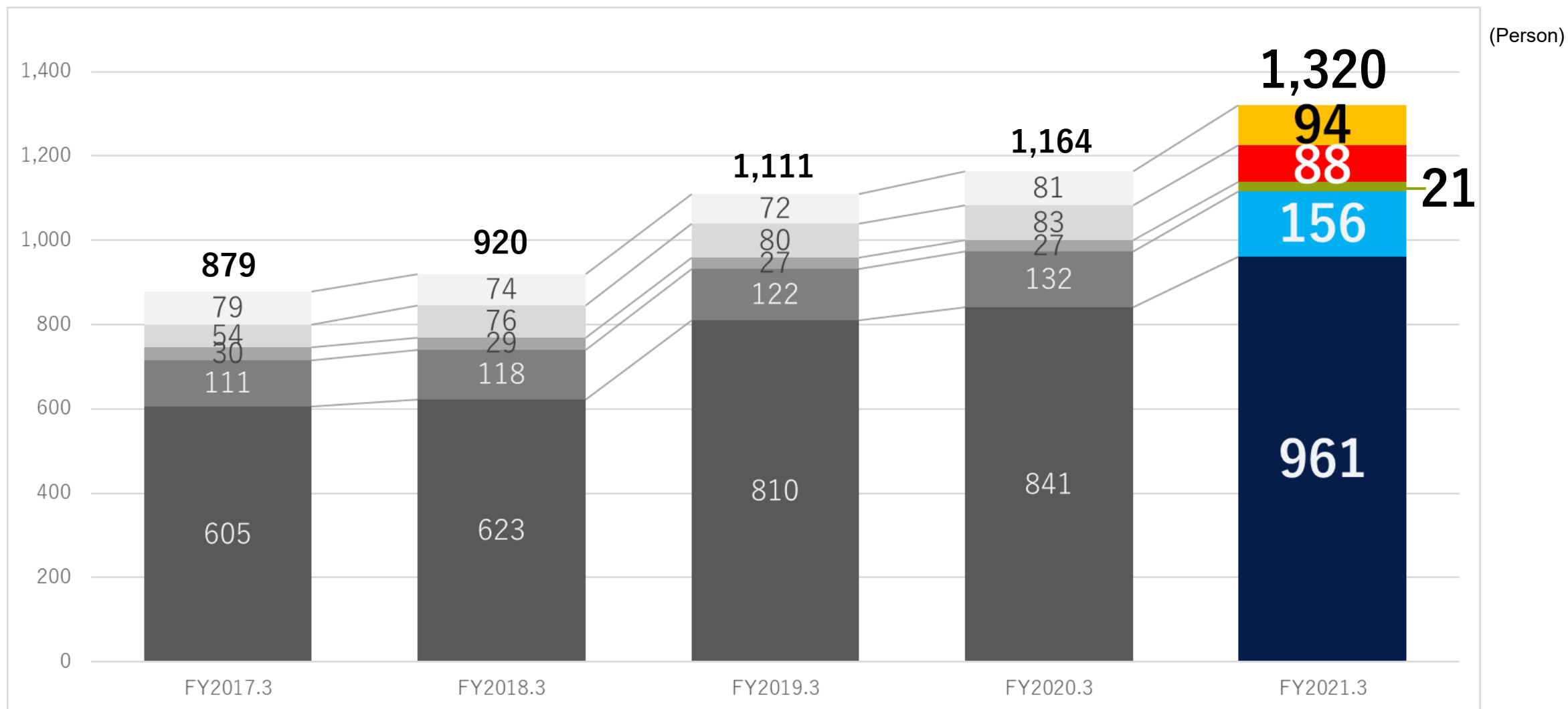
● Software business
 ● GAKUEN business
 ● System sales business
 ● Medical big data business

3. Performance Overview (5) Group Performance : Consolidated Operating Income



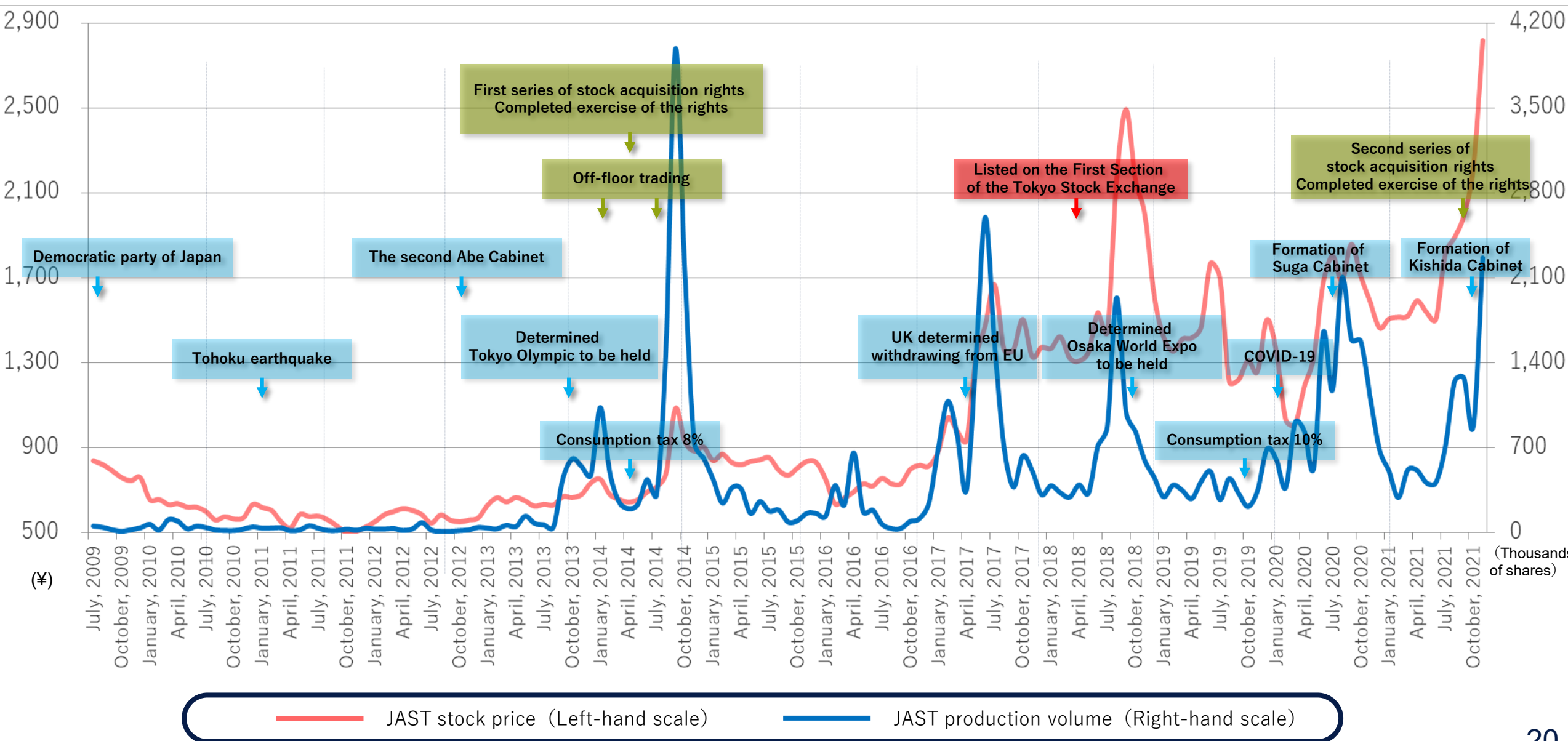
● Software business
 ● GAKUEN business
 ● System sales business
 ● Medical big data business

3. Performance Overview (6) Group Performance : Number of Consolidated Employees

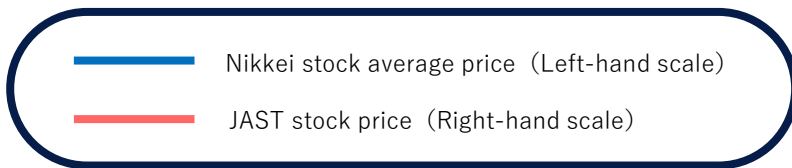
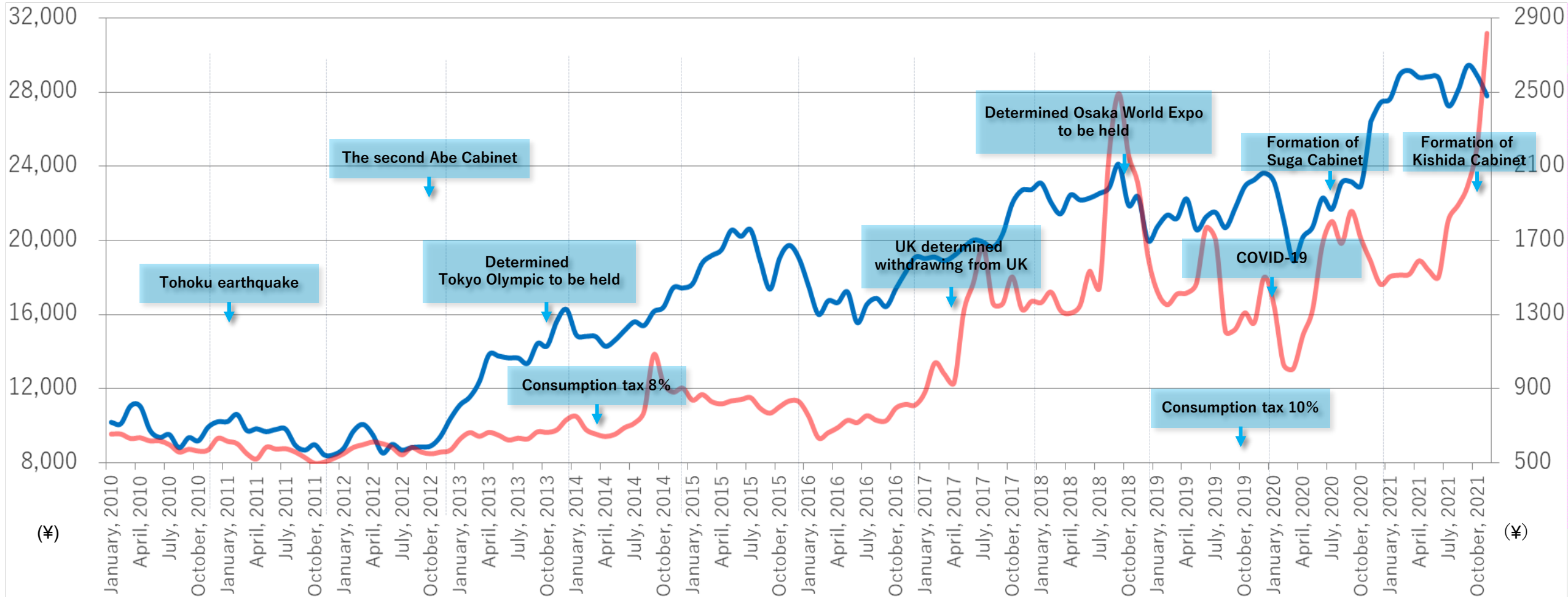


● Software business
 ● GAKUEN business
 ● System sales business
 ● Medical big data business
 ● Common to all

3. Performance Overview (7) Group Performance : Stock Price and Trading Volume



3. Performance Overview (8) Group Performance : Nikkei 225 and JAST Stock Price



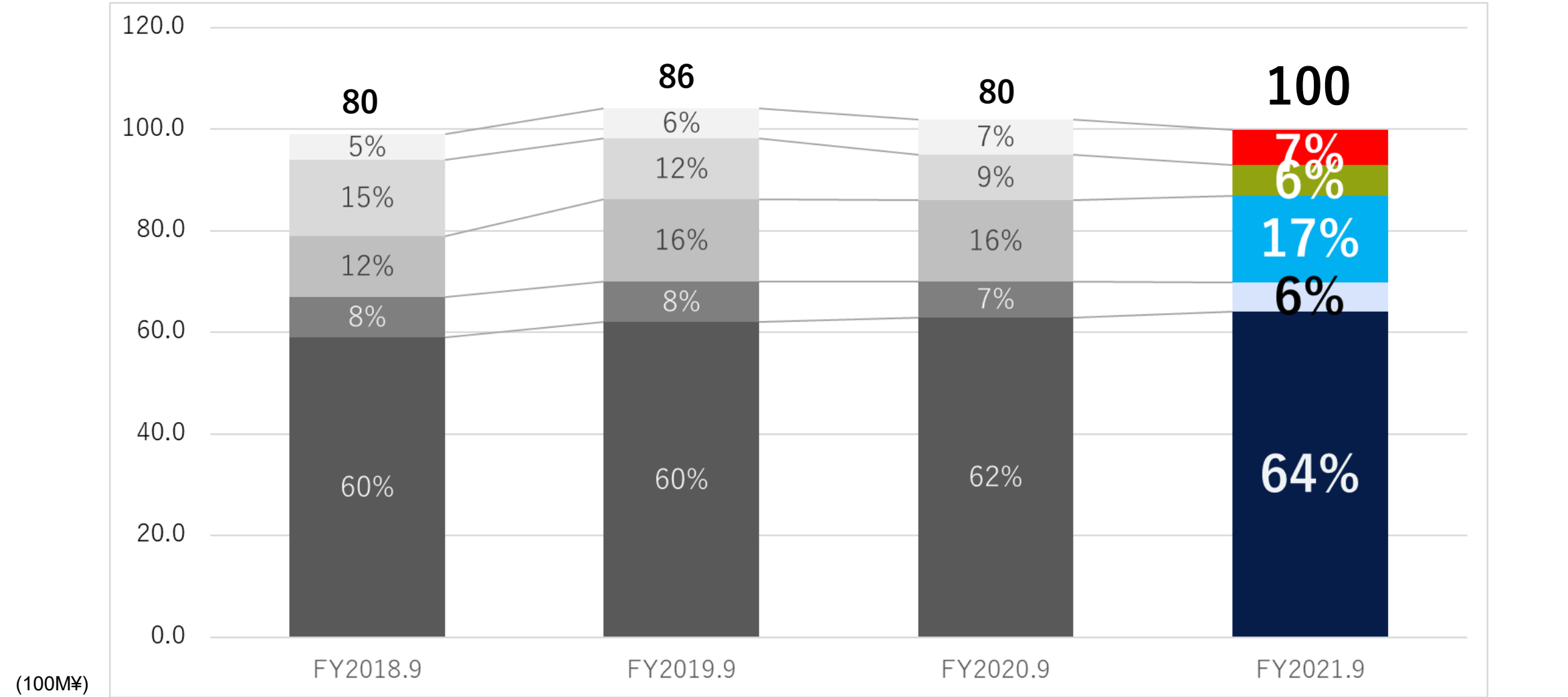
Stock price	¥3,060
EPS	¥120.45

PBR	2.19 times
PER	25.40 times

※As of December 8, 2021 at 15:00 hrs

3. Performance Overview (9) Performance by Category : Net Sales by Field

※ Figures in the graphs (%) are percentages of consolidated net sales.

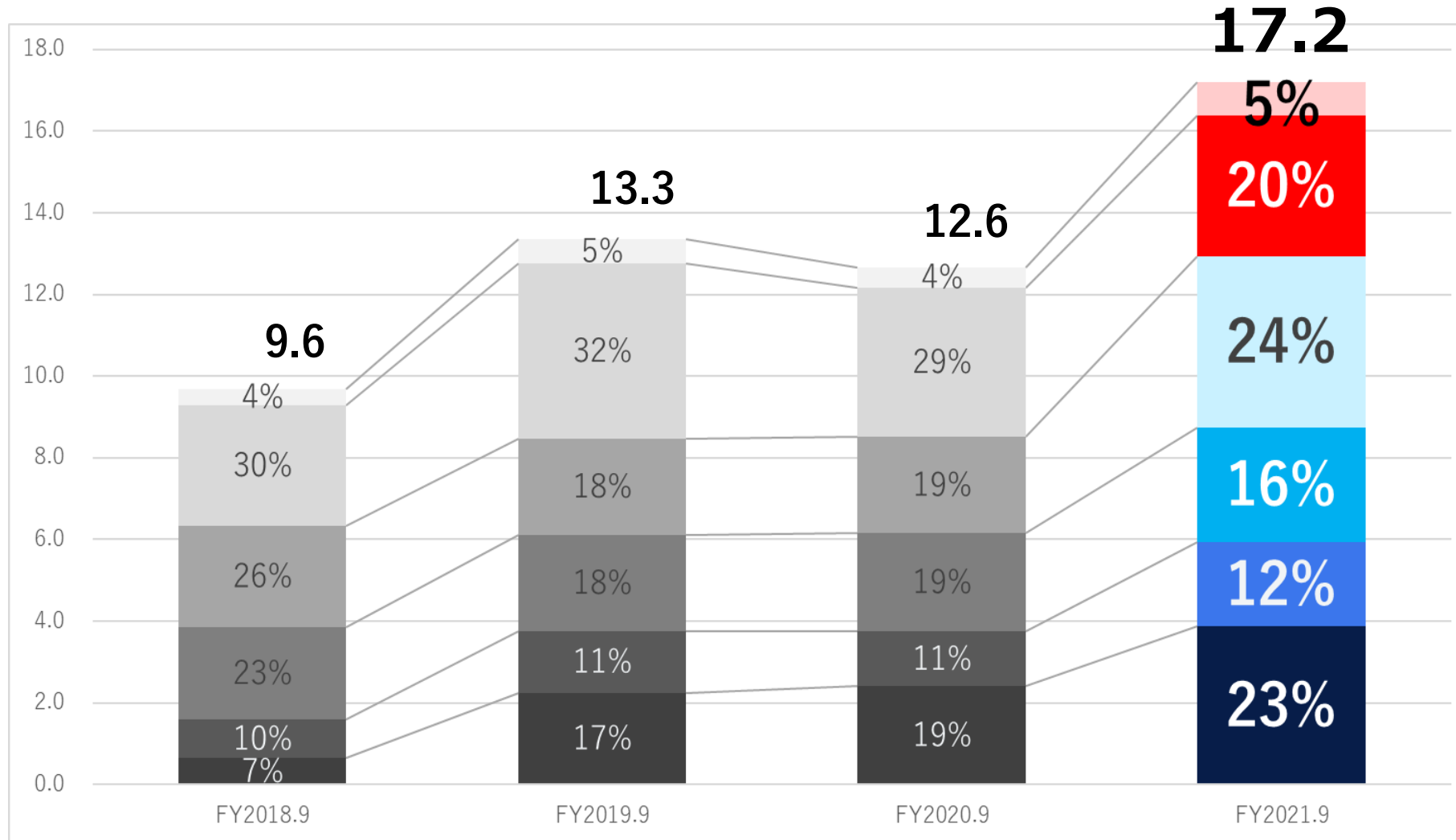


Business field
 Engineering field
 GAKUEN business
 System sales business
 Medical big data business

Software business

3. Performance Overview (10) Performance by Category : Sales by Sub-Category, GAKUEN Business

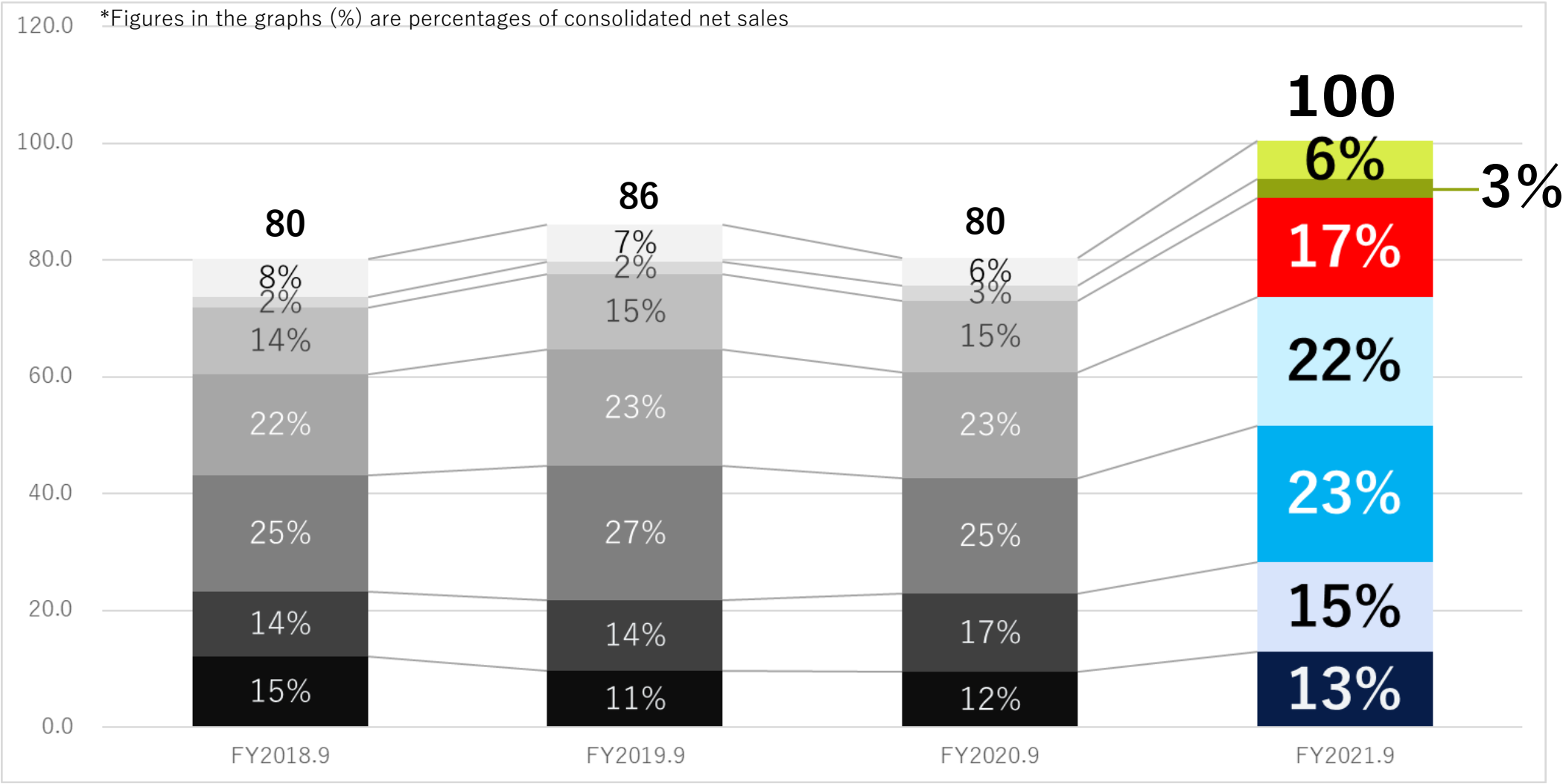
※ Figures in the graphs (%) are percentages of consolidated net sales



Legend	Content
Operation services	System operation support
Procurement and selling	In-house hardware and other companies' products
EUC development	Development of related systems associated with package sales
Package maintenance	Maintenance contract revenue for packages
Implementation services	Package implementation, Consulting revenue
Package sales	Sales of integrated school management package

(100M¥)

3. Performance Overview (1 1) Performance by Category: Sales by Customer Industry

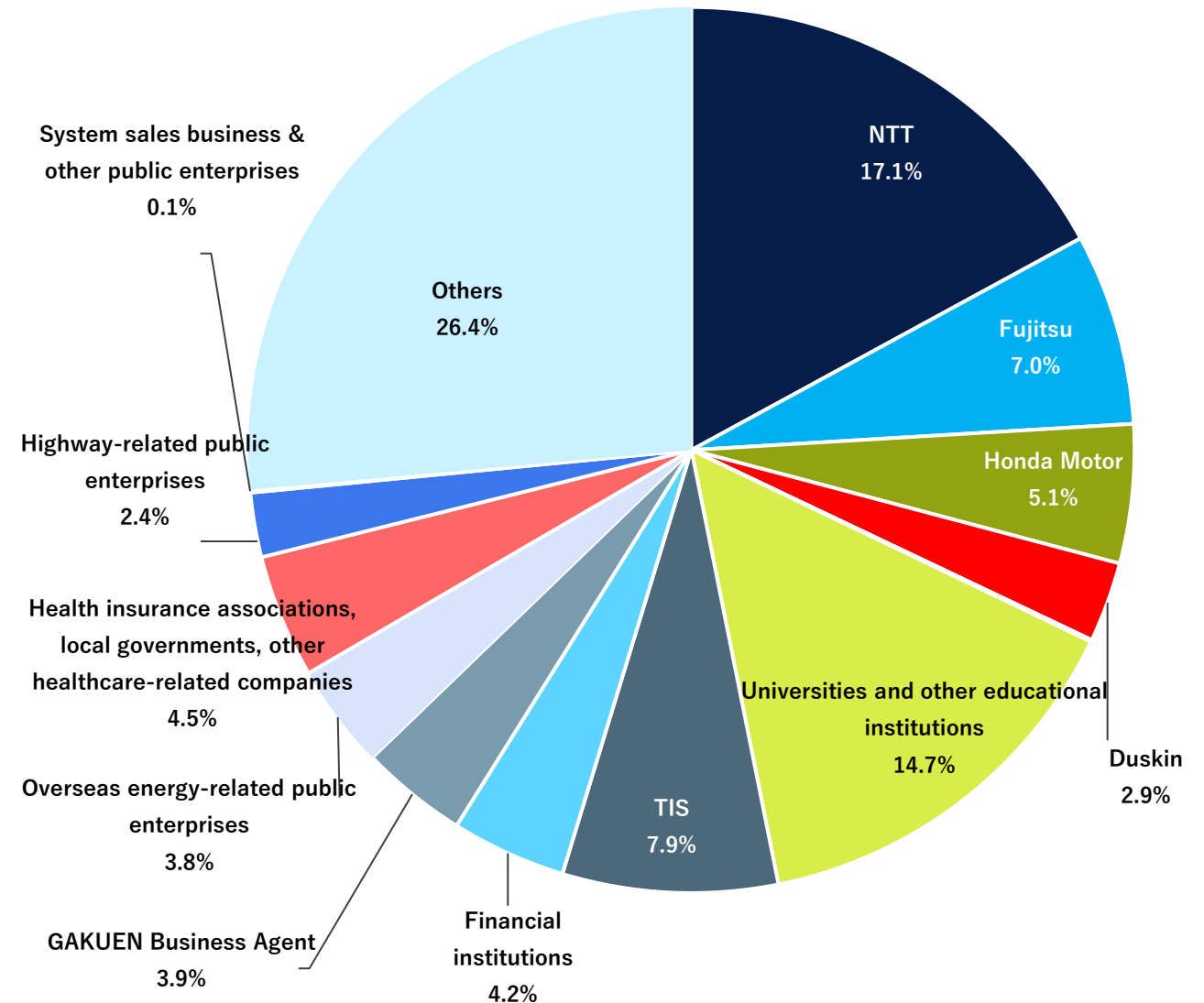


(100M¥)

- Telecommunications
- Finance, Insurance, Securities
- Service, Distribution
- Manufacture
- Education institution
- Medical
- Government and others

3. Performance Overview (1 2) Performance by Each Category : Sales by Customer Group

Customer group	2020.9	2021.9
NTT (27 years)	17.9%	17.1%
Fujitsu (45 years)	6.8%	7.0%
Honda Motor (38 years)	4.9%	5.1%
Duskin (33 years)	3.9%	2.9%
4 companies above	33.5%	32.1%
Universities and other educational institutions	13.9%	14.7%
TIS	8.8%	7.9%
Financial institutions	5.3%	4.2%
GAKUEN business agent	3.6%	3.9%
Foreign energy-related public enterprises	2.7%	3.8%
Health insurance associations, local governments, other healthcare-related companies	4.4%	4.5%
Public enterprises related to highways	2.5%	2.4%
System sales business & other public enterprises	0.2%	0.1%
Others	24.9%	26.4%
Total	100%	100%



※ (〇〇 years) indicates number of transaction year.

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4. Forecast for Current Fiscal Year & Latest Initiatives (1)

Performance Forecast

Unit: M¥

		FY2021.3	FY2022.3 (Initial forecast)	Growth rate	YoY
Net sales	(M¥)	18,789	19,500	103.8%	
Operating income	(M¥)	1,216	1,330	109.3%	6.8%
Ordinary income	(M¥)	1,310	1,360	103.8%	7.0%
Profit attributable to owners of patent	(M¥)	578	820	141.7%	4.2%
Net income per share	(M¥)	107.95	152.37		

4. Forecast for Current Fiscal Year & Latest Initiatives (2)

Investment Plan

Unit : M¥

	FY2018.3	FY2019.3	FY2020.3	FY2021.3	FY2022.3	
Software business	64	54	112	150		BankNeo
GAKUEN business	274	332	245	159		Other software
Medical big data business	98	65	45	50		GAKUEN business
Others	20	39	38	39		Medical big data business
R&D Total	458	492	442	399		Others

※ The angles of the arrow show the increase rate image

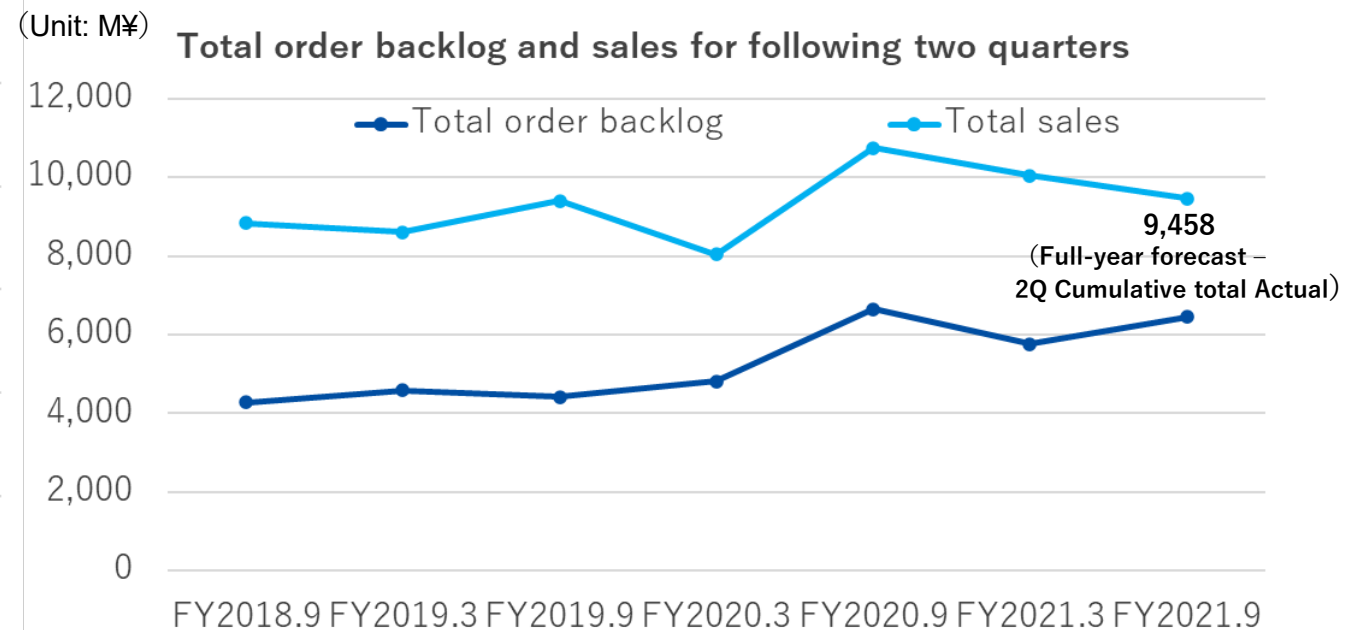
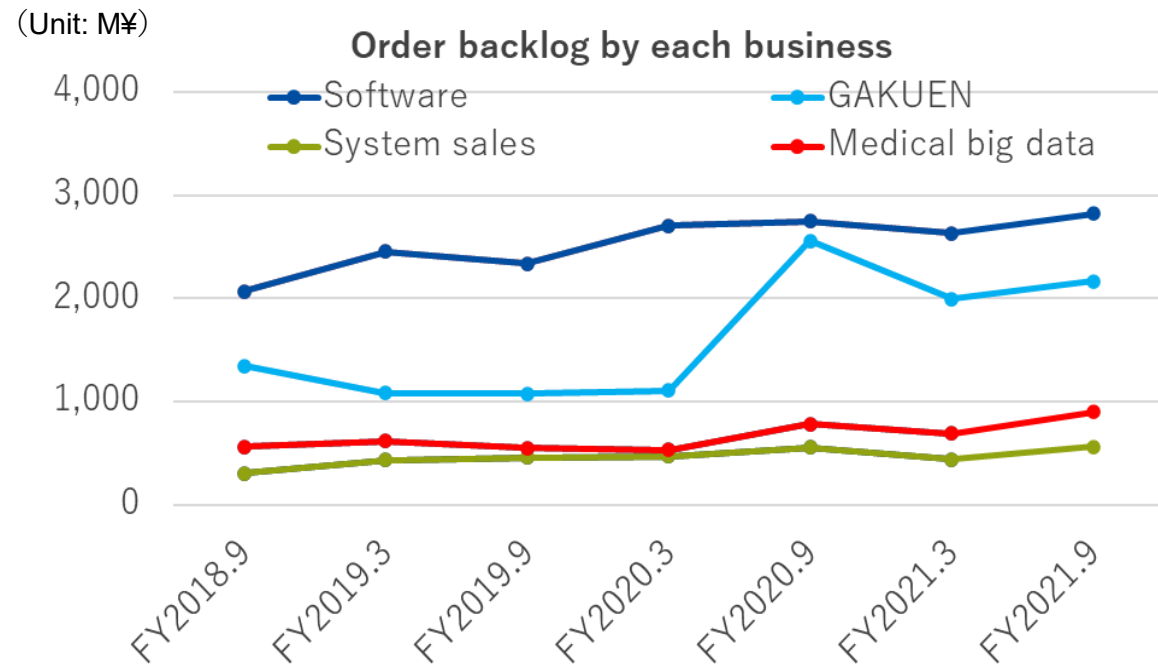
YoY : Slight decrease in total amount, Increase in number of theme
Developing new generation product/ Focusing on new technology research

- BankNeo**
 - Cloud product
 - New product development
- Other software**
 - Facial recognition product
 - New product development
 - AGHRM version upgrade
- GAKUEN business**
 - Completing RX product lineup
 - Expanding peripheral solutions
- Medical big data business**
 - Expanding data utilization services
 - Strengthening products for BtoBtoC
- Others**
 - New product development
 - Researching new technology
 - Joint research of COVID-19

4. Forecast for Current Fiscal Year & Latest Initiatives (3) Order Backlog and Net Sales

Unit : M¥

Business/ FY	2018.9	2019.3	2019.9	2020.3	2020.9	2021.3	2021.9
Software	2,066	2,455	2,336	2,706	2,749	2,635	2,822
GAKUEN	1,346	1,084	1,079	1,109	2,559	1,994	2,164
System sales	302	435	457	472	556	440	559
Medical big data	563	619	549	532	782	693	901
Total order backlog	4,278	4,595	4,423	4,819	6,646	5,761	6,446



4. Forecast for Current Fiscal Year & Latest Initiatives (4) Status of Compliance with Prime Market Standards

	Number of shareholders (person)	Number of tradable shares (units)	Market capitalization of tradable shares (billions of yen)	Ratio of shares in circulation (%)	Average daily trading value (billions of yen)
Listing maintenance criteria	800	20,000	100	35.0	0.2
Status of JAST as of the end of Jun. 2021 (※1)	2,556	30,061	46	53.5	0.7
conformity status	○	○	×	○	○
Status of JAST as of the end of Sep. 2021 (※2)	2,380	35,820	67	57.7	-
Nov. 19, 2021 (※3)	2,380	42,028	100	67.7	-

Aiming to **expand market presence** through continuous growth in **performance** and **market capitalization**, not just temporarily achieving standards

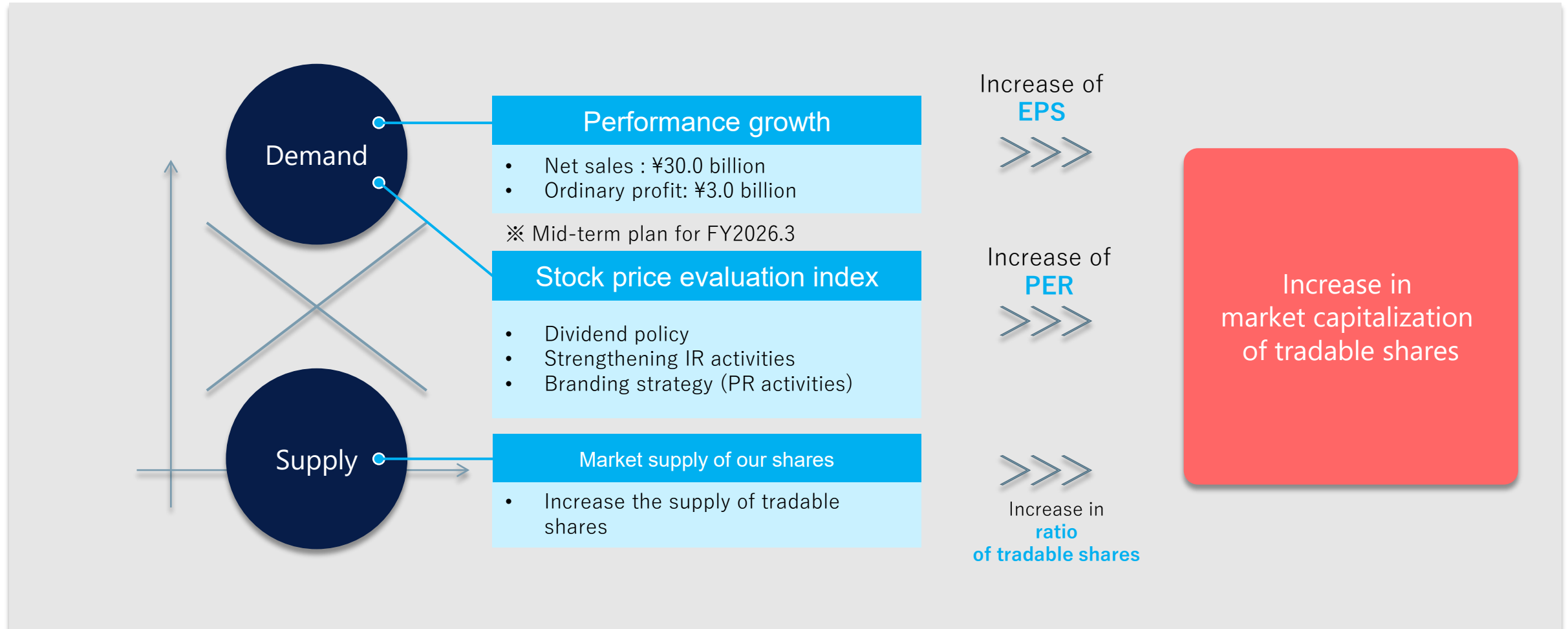
※1. JAST's status as of the end of June 2021 is calculated based on the distribution of JAST's share certificates and other securities available to the Tokyo Stock Exchange as of the record date (June 30, 2021).

※2. JAST's status as of the end of September 2021 is calculated by JAST (average daily trading value is omitted; share price is calculated using the average daily closing price for the month prior to the end of September 2021).

※3. JAST's status as of November 19, 2021 is calculated by JAST (average daily trading value is omitted, the number of shareholders is the same as at the end of September, and the number of tradable shares and the ratio of tradable shares have been changed from those at the end of September to current shares by adding JAST's Employee Shareholding Association (10.0%) to liquid shares (disclosed in a timely manner in the "Announcement of Changes in Major Shareholders" dated November 1, 2021). The share price is calculated based on the average of the daily closing prices for the month prior to November 19, 2021.)

4. Forecast for Current Fiscal Year & Latest Initiatives (5) Policy for Increasing Market Capitalization

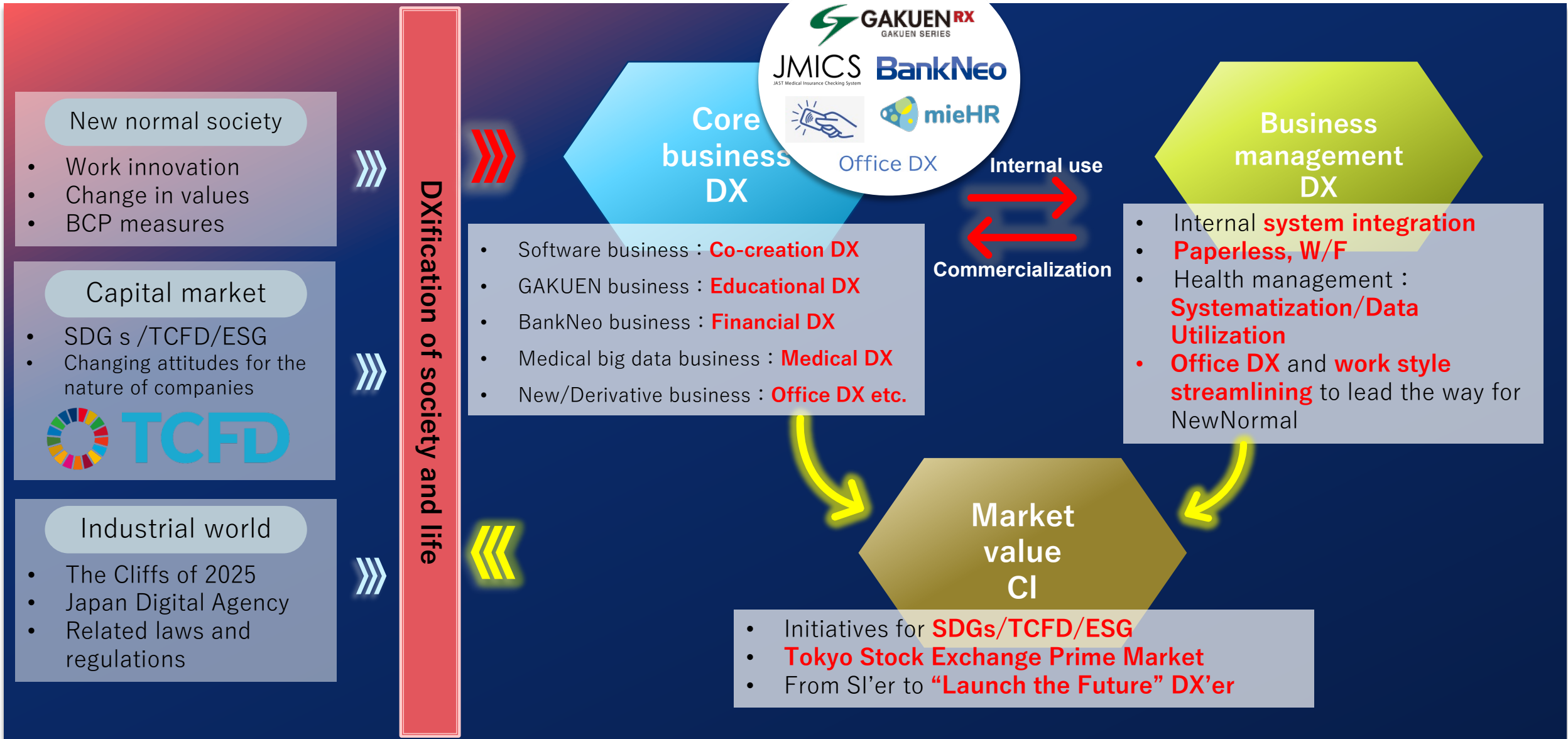
Implementing various initiatives with a view to **achieving performance growth** and increasing share price evaluation index, leading to an increase in the market capitalization **of tradable shares**



Contents

1. FY2022.3 Second Quarter Highlights
2. JAST Group Overview
3. Performance Overview
4. Forecast for Current Fiscal Year & Latest Initiatives
5. **Mid-term Business Plan**

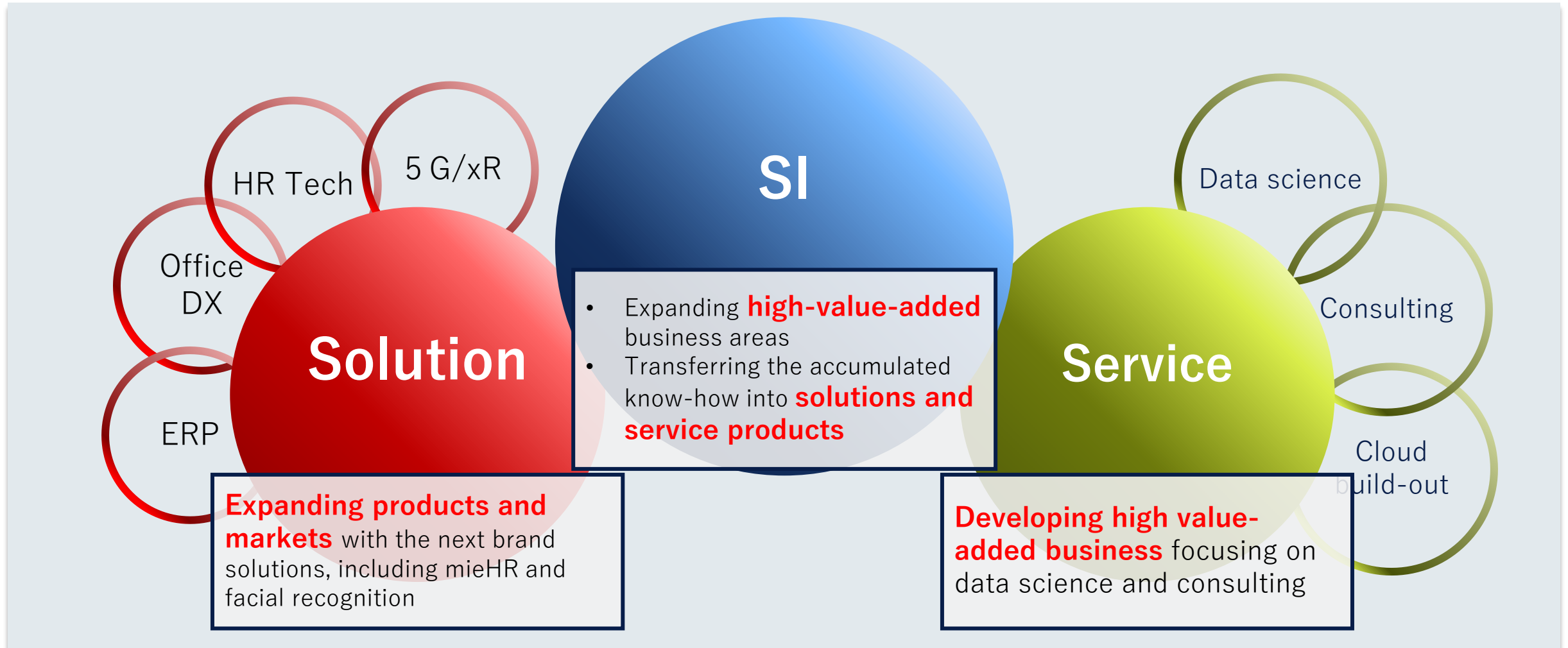
5. Mid-term Business Plan (1) JAST Way DX Concept



5. Mid-term Business Plan (2) Software Business

Redefining the portfolio of the software business, our largest base

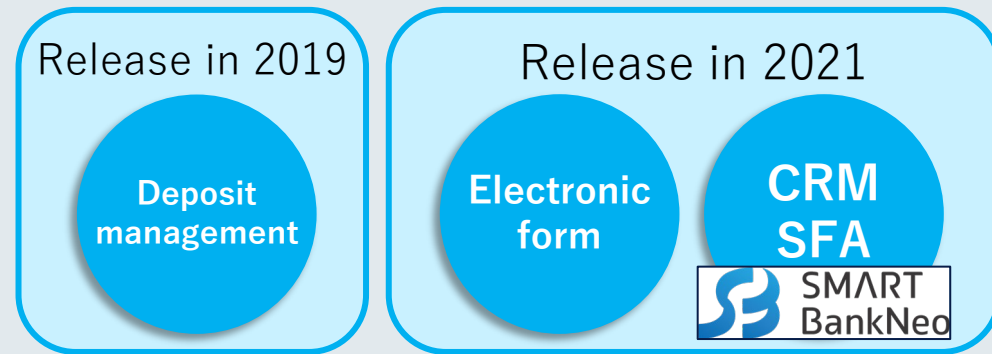
Promoting “Launch the Future” “Co-Creation DX”



5. Mid-term Business Plan (3) BankNeo (Software Business)

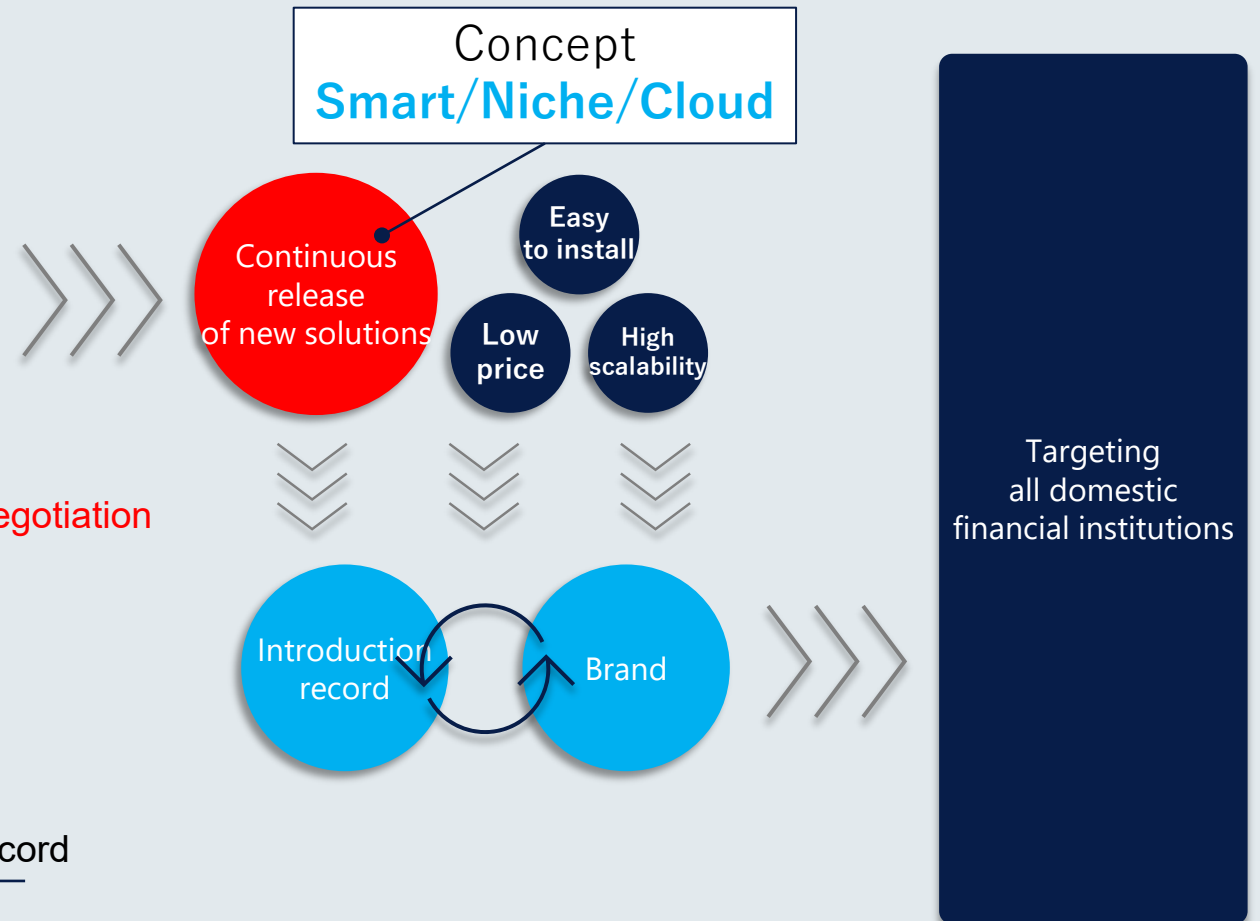
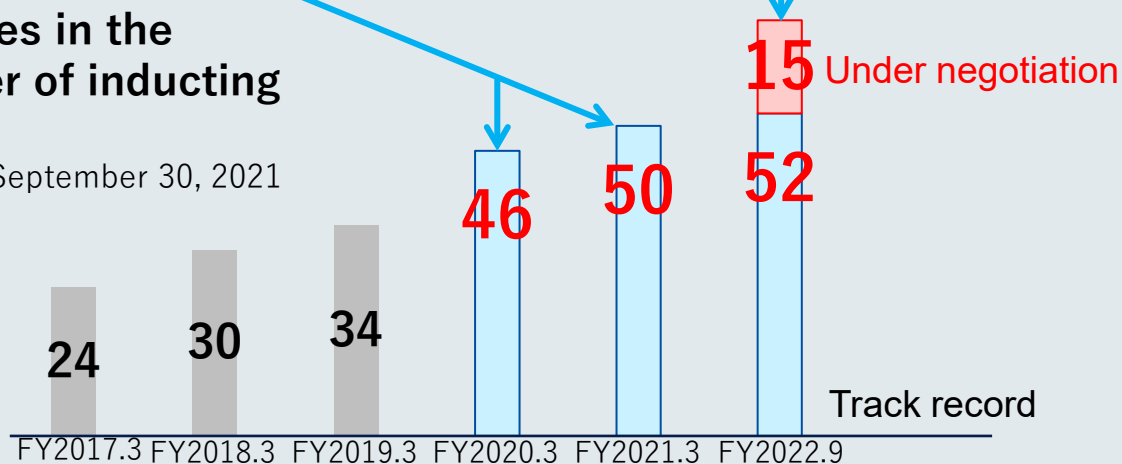
Dominating the market with **smart and niche solutions**

Evolving from CRM specialized for **regional banks, credit unions, and Shinkin banks** to financial DX that targets the **entire banking industry**



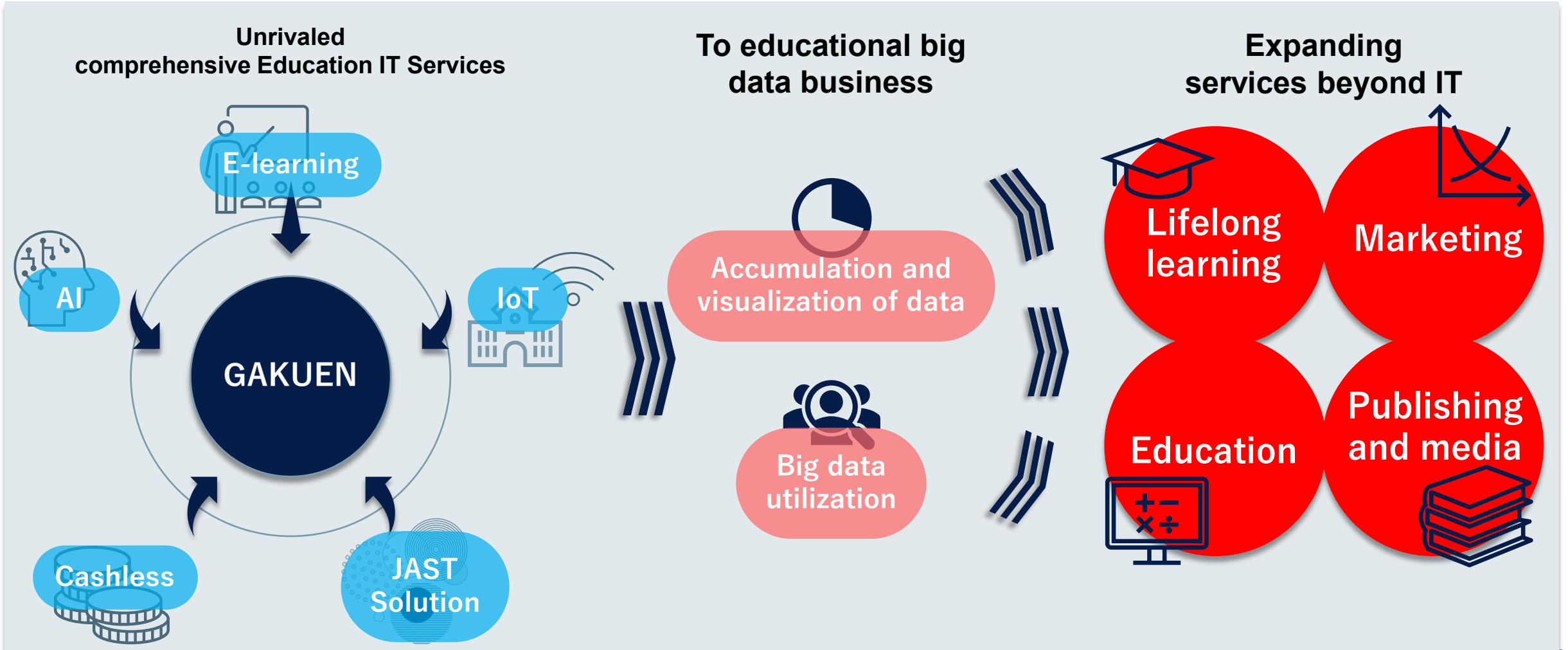
Changes in the number of inducing banks

※ As of September 30, 2021



5. Mid-term Business Plan (4) GAKUEN Business

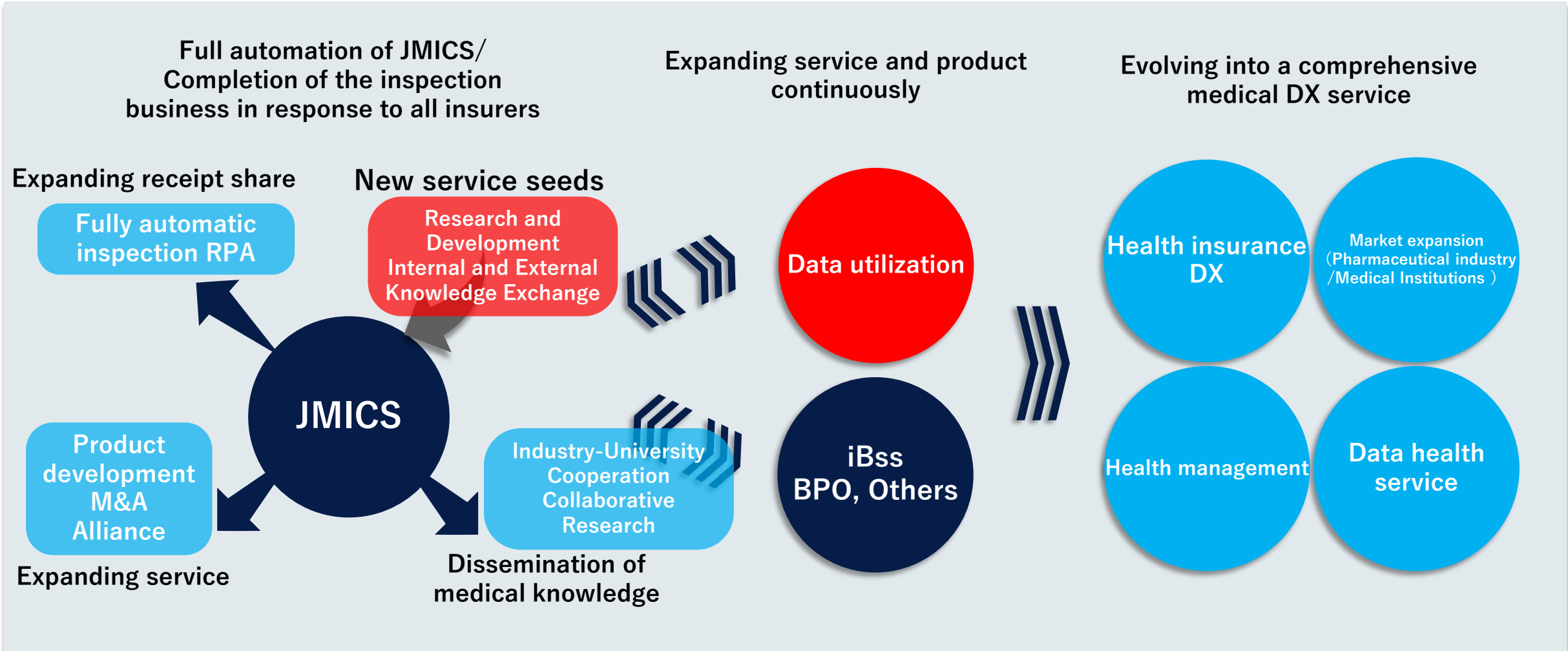
From the top runner in IT for education, we are now expanding into **other industries and markets** as an **educational DX'er**, using the brand we have cultivated



5. Mid-term Business Plan (5) Medical Big Data Business

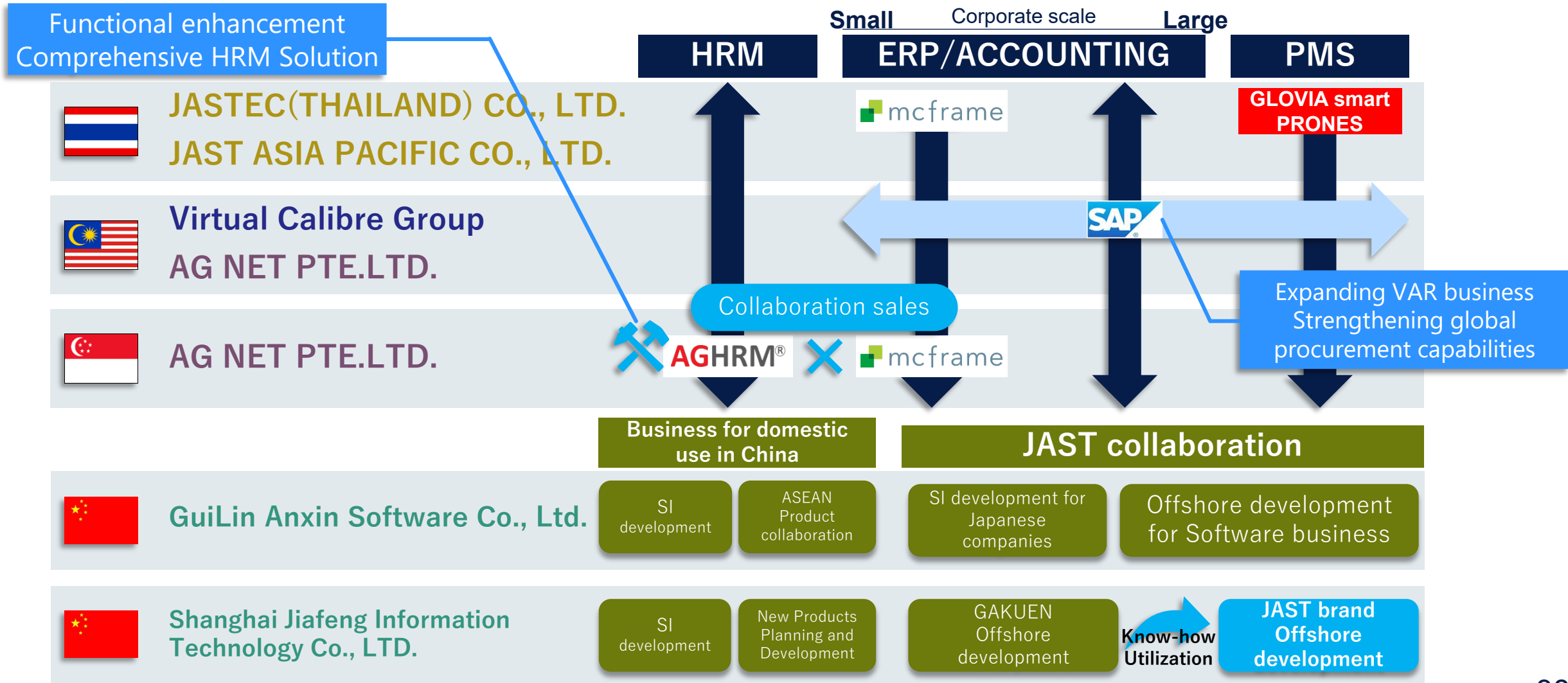
Becoming a top runner in the data health field with an overwhelming number of receipts processing

Evolving into a **medical DX** service by expanding business models such as **alliances, industry-academia collaboration, and BtoC**



5. Mid-term Business Plan (6) Global Strategy

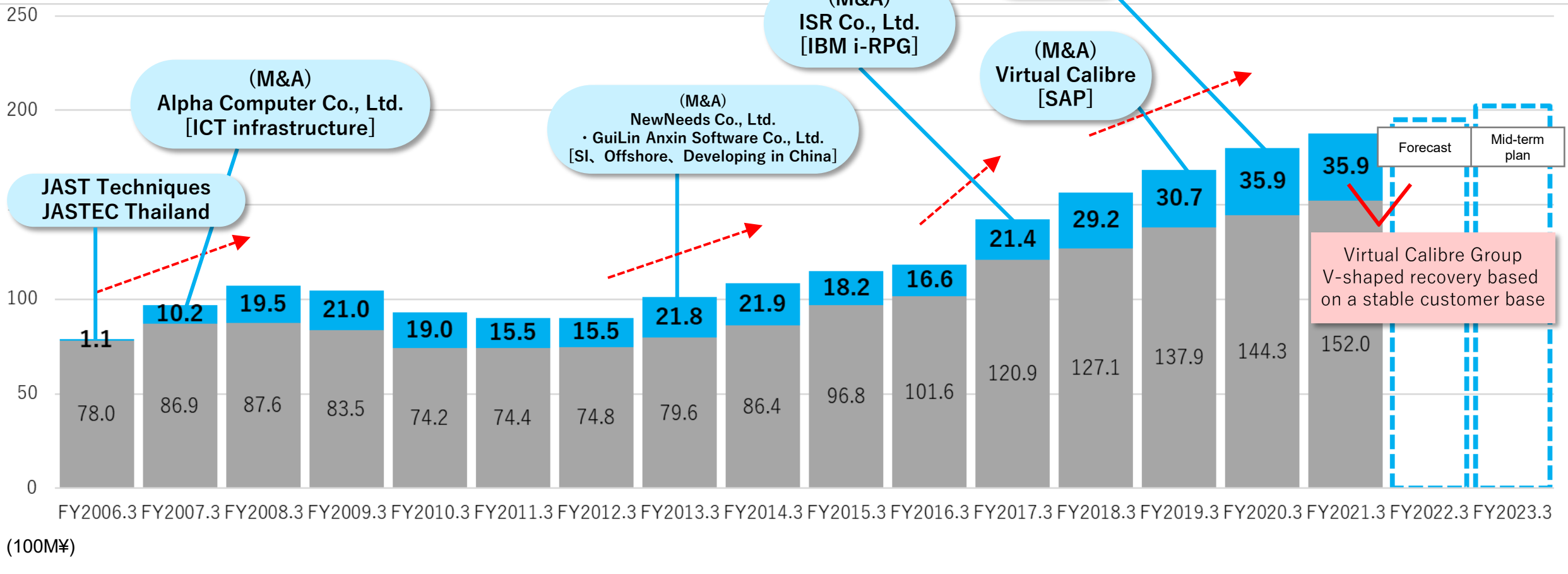
Widespread expansion of ASEAN Solutions
Creating basis for further expansion with activating synergies



5. Mid-term Business Plan (7) M&A/ Group Expansion Strategy

Creating new markets in Japan with the same industry & other industries × JAST IT and **expanding products and areas**/ Promoting domestic and overseas M&A with **creating synergy in mind**

- Sales of subsidiaries
- Non-consolidated sales of JAST
- ↗ Appearance of Quantum leap



5. Mid-term business plan (8) Adaptation to New Areas and Alliance Targets

	Big data, Data science	NewNormal, DX	Blockchain, Fintech	AI, Biometric identification, VR	Cloud
Software business	<ul style="list-style-type: none"> ✓ Expansion of data science projects 	<ul style="list-style-type: none"> ✓ EC website build-out <p>Talent management mieHR</p>		<ul style="list-style-type: none"> ✓ Applying and expanding in SI development <p>Office DX – Facial recognition product –</p>	<ul style="list-style-type: none"> ✓ Applying and expanding in SI development ✓ SAP <p>HRM (ASEAN sales expansion) AGHRM</p>
BankNeo (Software business)	<ul style="list-style-type: none"> ✓ 「BankNeo for CRM/SFA」 	<ul style="list-style-type: none"> ✓ Cloud BankNeo Management System ✓ Electric forms <p>Enhanced non-face-to-face/office streamlining functions Sales productivity improvement support</p>		<p>Addition on package functions</p>	<ul style="list-style-type: none"> ✓ 「SMART BankNeo」
GAKUEN business	<ul style="list-style-type: none"> ✓ Management Decision Support for University(BI) ✓ IR <p>Educational Big data</p>	<ul style="list-style-type: none"> ✓ Smartphone apps ✓ E-learning <p>Cooperation with textbook selection DB</p>	<ul style="list-style-type: none"> ✓ University E-money <p>Utilization of Blockchain</p>	<ul style="list-style-type: none"> ✓ Making package functions AI <p>Addition on package functions</p>	<ul style="list-style-type: none"> ✓ GAKUEN Subscription
Medical big data business	<ul style="list-style-type: none"> ✓ Expanding number of monthly receipt processing ✓ Expanding data utilization service 	<ul style="list-style-type: none"> ✓ Web Service 「iBss」 ✓ Prediction model for severe disease <p>BtoBtoC product</p>		<ul style="list-style-type: none"> ✓ Collaboration with Academia ✓ AI Health Management Support <p>AI for receipt processing</p>	<ul style="list-style-type: none"> ✓ Cloud version Receipt inspection
System sales business	<ul style="list-style-type: none"> ✓ Analysis services 	<ul style="list-style-type: none"> ✓ Mobile device support <p>BYOD for hybrid class</p>			<ul style="list-style-type: none"> ✓ Data center cloud ✓ Security cloud
<ul style="list-style-type: none"> • Alliance • In-house venture creation of new businesses through internal ventures 	<ul style="list-style-type: none"> ✓ Current business and policies 	JAST Brand	Office/ Cashless payment	In planning/ developing process	



Launch the Future

Japan System Techniques Co., Ltd.

<https://www.jast.jp/>