



Non-consolidated Financial Results for the Fiscal Year Ended March 31, 2026 (Under Japanese GAAP)



May 15, 2026

Company name: Focus Systems Corporation
 Listing: Tokyo Stock Exchange
 Securities code: 4662
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 Scheduled date of annual general meeting of shareholders: June 29, 2026
 Scheduled date to commence dividend payments: June 30, 2026
 Scheduled date to file annual securities report: June 26, 2026
 Preparation of supplementary material on financial results: Yes
 Holding of financial results briefing: Yes (for institutional investors and analysts)

(Yen amounts are rounded down to millions, unless otherwise noted.)

1. Non-consolidated financial results for the fiscal year ended March 31, 2026 (from April 1, 2025 to March 31, 2026)

(1) Non-consolidated operating results

(Percentages indicate year-on-year changes.)

| | Net sales | | Operating profit | | Ordinary profit | | Profit | |
|-------------------|-----------------|-----|------------------|------|-----------------|------|-----------------|------|
| Fiscal year ended | Millions of yen | % | Millions of yen | % | Millions of yen | % | Millions of yen | % |
| March 31, 2026 | 35,698 | 9.7 | 3,036 | 39.8 | 3,068 | 41.7 | 2,333 | 48.9 |
| March 31, 2025 | 32,555 | 3.3 | 2,171 | 10.0 | 2,164 | 9.8 | 1,566 | 11.4 |

| | Basic earnings per share | Diluted earnings per share | Return on equity | Ratio of ordinary profit to total assets | Ratio of operating profit to net sales |
|-------------------|-----------------------------|-------------------------------|------------------|--|---|
| Fiscal year ended | Yen | Yen | % | % | % |
| March 31, 2026 | 155.63 | - | 15.9 | 13.7 | 8.5 |
| March 31, 2025 | 103.67 | - | 11.4 | 10.3 | 6.7 |

Reference: Share of profit (loss) of entities accounted for using equity method
 For the fiscal year ended March 31, 2026: ¥32 million
 For the fiscal year ended March 31, 2025: ¥24 million

(2) Non-consolidated financial position

| | Total assets | Net assets | Equity-to-asset ratio | Net assets per share |
|----------------|-----------------|-----------------|-----------------------|----------------------|
| As of | Millions of yen | Millions of yen | % | Yen |
| March 31, 2026 | 23,821 | 15,382 | 64.6 | 1,050.08 |
| March 31, 2025 | 20,893 | 14,047 | 67.2 | 929.15 |

Reference: Equity
 As of March 31, 2026: ¥15,382 million
 As of March 31, 2025: ¥14,047 million

(3) Non-consolidated cash flows

| | Cash flows from operating activities | Cash flows from investing activities | Cash flows from financing activities | Cash and cash equivalents at end of period |
|-------------------|---|---|---|--|
| Fiscal year ended | Millions of yen | Millions of yen | Millions of yen | Millions of yen |
| March 31, 2026 | 2,569 | (138) | (1,441) | 6,556 |
| March 31, 2025 | 1,839 | (810) | (1,020) | 5,566 |

2. Cash dividends

| | Annual dividends per share | | | | | Total cash dividends (Total) | Payout ratio | Ratio of dividends to net assets |
|--|----------------------------|--------------------|-------------------|-----------------|-------|------------------------------|--------------|----------------------------------|
| | First quarter-end | Second quarter-end | Third quarter-end | Fiscal year-end | Total | | | |
| | Yen | Yen | Yen | Yen | Yen | Millions of yen | % | % |
| Fiscal year ended March 31, 2025 | - | 6.00 | - | 36.00 | 42.00 | 634 | 40.2 | 4.6 |
| Fiscal year ended March 31, 2026 | - | 12.00 | - | 52.00 | 64.00 | 943 | 41.1 | 6.4 |
| Fiscal year ending March 31, 2027 (Forecast) | - | 16.00 | - | 52.00 | 68.00 | | 41.4 | |

3. Non-consolidated financial results forecast for the fiscal year ending March 31, 2027 (from April 1, 2026 to March 31, 2027)

(Percentages indicate year-on-year changes.)

| | Net sales | | Operating profit | | Ordinary profit | | Profit | | Basic earnings per share |
|-----------|-----------------|-----|------------------|------|-----------------|------|-----------------|-----|--------------------------|
| | Millions of yen | % | Millions of yen | % | Millions of yen | % | Millions of yen | % | Yen |
| Full year | 39,000 | 9.2 | 3,500 | 15.3 | 3,500 | 14.1 | 2,460 | 5.4 | 164.30 |

* Notes

(1) Changes in accounting policies, changes in accounting estimates, and restatement

- (i) Changes in accounting policies due to revisions to accounting standards and other regulations: None
- (ii) Changes in accounting policies due to other reasons: None
- (iii) Changes in accounting estimates: None
- (iv) Restatement: None

(2) Number of issued shares (common shares)

- (i) Total number of issued shares at the end of the period (including treasury shares)

| | |
|----------------------|-------------------|
| As of March 31, 2026 | 16,292,942 shares |
| As of March 31, 2025 | 16,292,942 shares |

- (ii) Number of treasury shares at the end of the period

| | |
|----------------------|------------------|
| As of March 31, 2026 | 1,644,462 shares |
| As of March 31, 2025 | 1,174,462 shares |

- (iii) Average number of shares outstanding during the period

| | |
|----------------------------------|-------------------|
| Fiscal Year ended March 31, 2026 | 14,992,257 shares |
| Fiscal Year ended March 31, 2025 | 15,114,172 shares |

* These financial results are outside the scope of audit conducted by a certified public accountant or an audit corporation.

* Explanation of the proper use of financial results forecast and other notes

(Notes on forward-looking statements, etc.)

Forward-looking statements in this document, including the forecasts of financial results, etc., are based on the information currently available to the Company and certain assumptions deemed to be reasonable. Actual performance and other results may differ materially from these forecasts due to various factors.

Non-consolidated Financial Statements

Non-consolidated Balance Sheet

(Thousands of yen)

| | As of March 31, 2025 | As of March 31, 2026 |
|---|----------------------|----------------------|
| Assets | | |
| Current assets | | |
| Cash and deposits | 6,508,050 | 6,935,659 |
| Electronically recorded monetary claims - operating | 73,976 | 55,525 |
| Accounts receivable-trade and contract assets | 6,709,725 | 7,465,768 |
| Merchandise and finished goods | 86,188 | 199,708 |
| Work in process | 1,261 | - |
| Prepaid expenses | 185,980 | 359,014 |
| Accounts receivable - other | 6,981 | 6,474 |
| Other | 12,789 | 9,245 |
| Allowance for doubtful accounts | (99) | (14,080) |
| Total current assets | 13,584,854 | 15,017,318 |
| Non-current assets | | |
| Property, plant and equipment | | |
| Buildings | 1,386,029 | 1,397,117 |
| Accumulated depreciation | (1,029,384) | (1,054,887) |
| Buildings, net | 356,644 | 342,230 |
| Structures | 62,939 | 62,939 |
| Accumulated depreciation | (30,531) | (34,283) |
| Structures, net | 32,408 | 28,656 |
| Vehicles | 12,686 | 12,686 |
| Accumulated depreciation | (9,497) | (10,828) |
| Vehicles, net | 3,189 | 1,858 |
| Tools, furniture and fixtures | 618,992 | 601,206 |
| Accumulated depreciation | (508,281) | (461,390) |
| Tools, furniture and fixtures, net | 110,711 | 139,816 |
| Land | 3,002,419 | 3,002,419 |
| Total property, plant and equipment | 3,505,371 | 3,514,980 |
| Intangible assets | | |
| Software | 42,840 | 38,134 |
| Goodwill | 2,540 | - |
| Telephone subscription right | 2,962 | 2,962 |
| Total intangible assets | 48,343 | 41,097 |
| Investments and other assets | | |
| Investment securities | 2,883,564 | 4,215,159 |
| Shares of subsidiaries and associates | 120,514 | 142,214 |
| Investments in capital | 100 | 100 |
| Long-term loans receivable | 87,000 | 87,000 |
| Insurance funds | 442,576 | 486,725 |
| Long-term time deposits | - | 100,000 |
| Other | 307,710 | 304,209 |
| Allowance for doubtful accounts | (87,000) | (87,000) |
| Total investments and other assets | 3,754,465 | 5,248,408 |
| Total non-current assets | 7,308,180 | 8,804,486 |
| Total assets | 20,893,035 | 23,821,804 |

(Thousands of yen)

| | As of March 31, 2025 | As of March 31, 2026 |
|--|----------------------|----------------------|
| Liabilities | | |
| Current liabilities | | |
| Accounts payable - trade | 1,838,810 | 2,147,645 |
| Short-term borrowings | 486,000 | 986,000 |
| Current portion of bonds payable | 40,000 | - |
| Current portion of long-term borrowings | 786,720 | 653,449 |
| Accounts payable - other | 500,248 | 906,510 |
| Accrued expenses | 239,696 | 209,105 |
| Income taxes payable | 340,583 | 711,181 |
| Accrued consumption taxes | 567,209 | 641,193 |
| Contract liabilities | 377,214 | 317,069 |
| Deposits received | 60,518 | 62,442 |
| Provision for bonuses | 625,200 | 790,714 |
| Provision for bonuses for directors (and other officers) | 30,000 | 40,000 |
| Other | 14,725 | 15,280 |
| Total current liabilities | 5,906,926 | 7,480,591 |
| Non-current liabilities | | |
| Long-term borrowings | 553,351 | 399,888 |
| Deferred tax liabilities | 287,623 | 461,494 |
| Long-term accounts payable - other | 97,750 | 97,750 |
| Total non-current liabilities | 938,724 | 959,132 |
| Total liabilities | 6,845,651 | 8,439,724 |
| Net assets | | |
| Shareholders' equity | | |
| Share capital | 2,905,422 | 2,905,422 |
| Capital surplus | | |
| Legal capital surplus | 749,999 | 749,999 |
| Other capital surplus | 1,438,641 | 1,449,701 |
| Total capital surplus | 2,188,641 | 2,199,701 |
| Retained earnings | | |
| Other retained earnings | | |
| Retained earnings brought forward | 7,996,215 | 9,603,595 |
| Total retained earnings | 7,996,215 | 9,603,595 |
| Treasury shares | (339,254) | (1,225,791) |
| Total shareholders' equity | 12,751,024 | 13,482,927 |
| Valuation and translation adjustments | | |
| Valuation difference on available-for-sale securities | 1,296,359 | 1,899,152 |
| Total valuation and translation adjustments | 1,296,359 | 1,899,152 |
| Total net assets | 14,047,384 | 15,382,079 |
| Total liabilities and net assets | 20,893,035 | 23,821,804 |

Non-consolidated Statement of Income

(Thousands of yen)

| | For the fiscal year ended March 31, 2025 | For the fiscal year ended March 31, 2026 |
|--|---|---|
| Net sales | 32,555,008 | 35,698,834 |
| Cost of sales | 28,349,677 | 30,456,135 |
| Gross profit | 4,205,331 | 5,242,698 |
| Selling, general and administrative expenses | 2,033,429 | 2,206,566 |
| Operating profit | 2,171,902 | 3,036,131 |
| Non-operating income | | |
| Interest and dividend income | 22,322 | 29,283 |
| Rental income from buildings | 16,237 | 14,124 |
| Subsidy income | - | 29,280 |
| Other | 6,385 | 12,591 |
| Total non-operating income | 44,945 | 85,279 |
| Non-operating expenses | | |
| Interest expenses | 17,204 | 21,203 |
| Interest expenses on bonds | 399 | 70 |
| Depreciation of assets for rent | 4,351 | 3,393 |
| Loss on retirement of non-current assets | 19,601 | 14,495 |
| Commission expenses | 3,663 | 5,562 |
| Other | 6,804 | 8,378 |
| Total non-operating expenses | 52,025 | 53,103 |
| Ordinary profit | 2,164,822 | 3,068,307 |
| Extraordinary income | | |
| Gain on sale of investment securities | - | 93,900 |
| Total extraordinary income | - | 93,900 |
| Extraordinary losses | | |
| Loss on valuation of golf club membership | 1,636 | - |
| Total extraordinary losses | 1,636 | - |
| Profit before income taxes | 2,163,186 | 3,162,207 |
| Income taxes - current | 611,513 | 930,270 |
| Income taxes - deferred | (15,180) | (101,250) |
| Total income taxes | 596,333 | 829,020 |
| Profit | 1,566,852 | 2,333,186 |

Non-consolidated Statement of Changes in Equity

For the fiscal year ended March 31, 2025

(Thousands of yen)

| | Shareholders' equity | | | | | |
|--|----------------------|-----------------------|-----------------------|-----------------------|--|-------------------------|
| | Share capital | Capital surplus | | | Retained earnings | |
| | | Legal capital surplus | Other capital surplus | Total capital surplus | Other retained earnings Retained earnings brought forward | Total retained earnings |
| Balance at beginning of period | 2,905,422 | 749,999 | 1,427,822 | 2,177,822 | 7,003,506 | 7,003,506 |
| Changes during period | | | | | | |
| Dividends of surplus | | | | | (574,143) | (574,143) |
| Profit | | | | | 1,566,852 | 1,566,852 |
| Purchase of treasury shares | | | | | | |
| Disposal of treasury shares | | | 10,819 | 10,819 | | |
| Net changes in items other than shareholders' equity | | | | | | |
| Total changes during period | - | - | 10,819 | 10,819 | 992,708 | 992,708 |
| Balance at end of period | 2,905,422 | 749,999 | 1,438,641 | 2,188,641 | 7,996,215 | 7,996,215 |

| | Shareholders' equity | | Valuation and translation adjustments | | Total net assets |
|--|----------------------|----------------------------|---|---|------------------|
| | Treasury shares | Total shareholders' equity | Valuation difference on available-for-sale securities | Total valuation and translation adjustments | |
| Balance at beginning of period | (342,479) | 11,744,271 | 1,672,378 | 1,672,378 | 13,416,650 |
| Changes during period | | | | | |
| Dividends of surplus | | (574,143) | | | (574,143) |
| Profit | | 1,566,852 | | | 1,566,852 |
| Purchase of treasury shares | | | | | - |
| Disposal of treasury shares | 3,225 | 14,044 | | | 14,044 |
| Net changes in items other than shareholders' equity | | | (376,019) | (376,019) | (376,019) |
| Total changes during period | 3,225 | 1,006,753 | (376,019) | (376,019) | 630,733 |
| Balance at end of period | (339,254) | 12,751,024 | 1,296,359 | 1,296,359 | 14,047,384 |

For the fiscal year ended March 31, 2026

(Thousands of yen)

| | Shareholders' equity | | | | | |
|--|----------------------|-----------------------|-----------------------|-----------------------|--|-------------------------|
| | Share capital | Capital surplus | | | Retained earnings | |
| | | Legal capital surplus | Other capital surplus | Total capital surplus | Other retained earnings Retained earnings brought forward | Total retained earnings |
| Balance at beginning of period | 2,905,422 | 749,999 | 1,438,641 | 2,188,641 | 7,996,215 | 7,996,215 |
| Changes during period | | | | | | |
| Dividends of surplus | | | | | (725,807) | (725,807) |
| Profit | | | | | 2,333,186 | 2,333,186 |
| Purchase of treasury shares | | | | | | |
| Disposal of treasury shares | | | 11,060 | 11,060 | | |
| Net changes in items other than shareholders' equity | | | | | | |
| Total changes during period | - | - | 11,060 | 11,060 | 1,607,379 | 1,607,379 |
| Balance at end of period | 2,905,422 | 749,999 | 1,449,701 | 2,199,701 | 9,603,595 | 9,603,595 |

| | Shareholders' equity | | Valuation and translation adjustments | | Total net assets |
|--|----------------------|----------------------------|---|---|------------------|
| | Treasury shares | Total shareholders' equity | Valuation difference on available-for-sale securities | Total valuation and translation adjustments | |
| Balance at beginning of period | (339,254) | 12,751,024 | 1,296,359 | 1,296,359 | 14,047,384 |
| Changes during period | | | | | |
| Dividends of surplus | | (725,807) | | | (725,807) |
| Profit | | 2,333,186 | | | 2,333,186 |
| Purchase of treasury shares | (889,417) | (889,417) | | | (889,417) |
| Disposal of treasury shares | 2,880 | 13,940 | | | 13,940 |
| Net changes in items other than shareholders' equity | | | 602,792 | 602,792 | 602,792 |
| Total changes during period | (886,537) | 731,902 | 602,792 | 602,792 | 1,334,695 |
| Balance at end of period | (1,225,791) | 13,482,927 | 1,899,152 | 1,899,152 | 15,382,079 |

Non-consolidated Statement of Cash Flows

(Thousands of yen)

| | For the fiscal year ended March 31, 2025 | For the fiscal year ended March 31, 2026 |
|---|---|---|
| Cash flows from operating activities | | |
| Profit before income taxes | 2,163,186 | 3,162,207 |
| Depreciation | 176,845 | 150,081 |
| Amortization of goodwill | 3,811 | 2,540 |
| Increase (decrease) in allowance for doubtful accounts | 99 | 13,980 |
| Increase (decrease) in provision for bonuses | 36,075 | 165,514 |
| Increase (decrease) in provision for bonuses for directors (and other officers) | 30,000 | 10,000 |
| Interest and dividend income | (22,322) | (29,283) |
| Interest expenses | 17,204 | 21,203 |
| Interest expenses on bonds | 399 | 70 |
| Loss (gain) on sale of investment securities | - | (93,900) |
| Loss on retirement of non-current assets | 19,601 | 14,495 |
| Subsidy income | - | (29,280) |
| Decrease (increase) in trade receivables | 105,760 | (737,592) |
| Decrease (increase) in inventories | (12,189) | (112,259) |
| Decrease (increase) in prepaid expenses | 100,973 | (166,295) |
| Increase (decrease) in contract liabilities | (78,674) | (60,145) |
| Increase (decrease) in trade payables | (29,700) | 308,835 |
| Increase (decrease) in accounts payable - other | 101,766 | 399,091 |
| Increase (decrease) in accrued expenses | 50,574 | (30,581) |
| Increase (decrease) in deposits received | (68,423) | 1,924 |
| Increase (decrease) in accrued consumption taxes | (12,397) | 73,983 |
| Other, net | 28,242 | 41,713 |
| Subtotal | 2,610,834 | 3,106,305 |
| Interest and dividends received | 22,041 | 29,252 |
| Interest paid | (17,352) | (24,684) |
| Subsidies received | - | 29,280 |
| Income taxes paid | (776,096) | (570,731) |
| Other, net | 479 | 413 |
| Net cash provided by (used in) operating activities | 1,839,907 | 2,569,836 |

(Thousands of yen)

| | For the fiscal year ended March 31, 2025 | For the fiscal year ended March 31, 2026 |
|--|---|---|
| Cash flows from investing activities | | |
| Decrease (increase) in time deposits and other | (692,762) | 462,461 |
| Purchase of investment securities | - | (459,780) |
| Proceeds from sale of investment securities | - | 100,000 |
| Purchase of shares of subsidiaries and associates | - | (21,700) |
| Purchase of insurance funds | (44,438) | (44,149) |
| Purchase of property, plant and equipment | (64,745) | (137,817) |
| Proceeds from sale of property, plant and equipment | 300 | - |
| Purchase of intangible assets | (3,497) | (24,493) |
| Payments of guarantee deposits | (11,396) | (36,464) |
| Proceeds from refund of guarantee deposits | 5,904 | 23,634 |
| Net cash provided by (used in) investing activities | (810,634) | (138,307) |
| Cash flows from financing activities | | |
| Net increase (decrease) in short-term borrowings | (50,000) | 500,000 |
| Proceeds from long-term borrowings | 600,000 | 600,000 |
| Repayments of long-term borrowings | (877,374) | (886,734) |
| Redemption of bonds | (120,000) | (40,000) |
| Purchase of treasury shares | - | (889,472) |
| Dividends paid | (572,780) | (725,251) |
| Net cash provided by (used in) financing activities | (1,020,154) | (1,441,457) |
| Net increase (decrease) in cash and cash equivalents | 9,117 | 990,070 |
| Cash and cash equivalents at beginning of period | 5,557,015 | 5,566,133 |
| Cash and cash equivalents at end of period | 5,566,133 | 6,556,203 |