# IR Meeting about Business Integration with Net One Systems, Co., Ltd.





**SCSK Corporation** 

September 19, 2025

# <Agenda>

#### 1. Basic Policy on Business Integration

- Vision for SCSK Group —Grand Design 2030—
- Vision for the Integrated Company
- Merger Timeline

#### 2. Business Synergies

- Overview of Business Synergies
- Action Plans to Realize Business Synergies
  - (1) Driving Cross-selling and Joint Proposals for Key Customers
  - (2) High-Quality Design and Implementation of Applications and Hybrid Cloud Environments
  - (3) Providing Integrated Managed Services Spanning Security, Applications, and Infrastructure
  - (4) Smart Manufacturing; Creating New Value Areas through OT/IT Convergence
- Quantitative Targets for Business Synergies

#### 3. Advancement of Corporate Functions

- Goals for Advancement of Corporate Functions
- Quantitative Targets for Advancement of Corporate Functions (Cost Synergies)

#### 4. Company-wide Initiatives for Further Enhancement of Corporate Value

- Integration of Corporate Cultures for Corporate Value Enhancement
- Post-Integration Vision

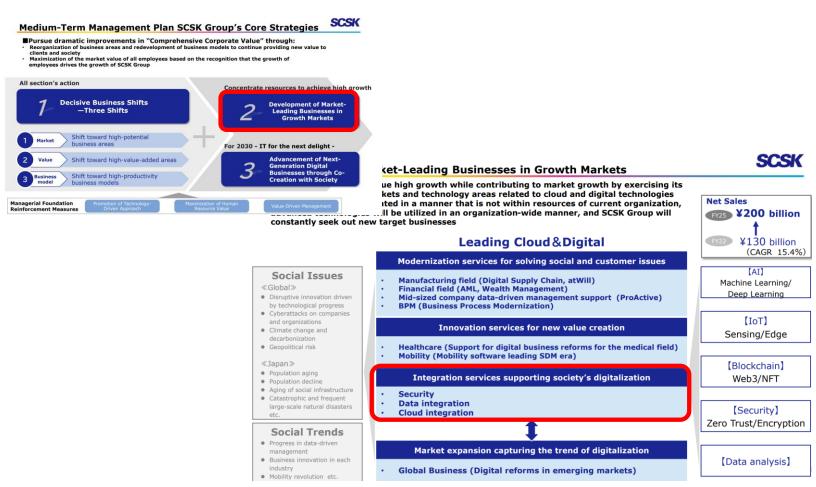
1. Basic Policy on Business Integration

# Vision for SCSK Group — Grand Design 2030—

#### Vision —Grand Design 2030—

# The current Medium-Term Management Plan (FY2023-FY2025)





# Vision for the Integrated Company

#### **Current Business Model** & Strengths

#### Establishing a Unique Position Post-Integration

#### Delivering Unparalleled Value through Fusion



System Integration

**BPO** 

Cloud/ Infrastructure

Top-class **Application Development** Technologies

**o**net one

**Network Integration** 

Top-class **Network Technologies** 

Providing industry-common and industry-specific offerings by leveraging the shared On-site Strength (industry insight, intellectual properties) of both companies, and business consulting capabilities developed from specialized expertise in specific domains.

Unifying SI & NI and IT & OT with a new architecture that integrates SaaS, PaaS, and IaaS

Enabling cross-industry data collaboration and utilization, by integrating our strengths in developing data-driven applications and IT infrastructure and leveraging our extensive track record across all industries.



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**SCSK o** net one End-to-end digital

Market **Issues** Digital-Driven Manufacturing Industrial Shifts Geopolitical Finance Supply Chain Risks Mobility Rising Cyber Risks Shift to GX & Circular Communications Economy Population Decline **Public Services** & Labor Shortage

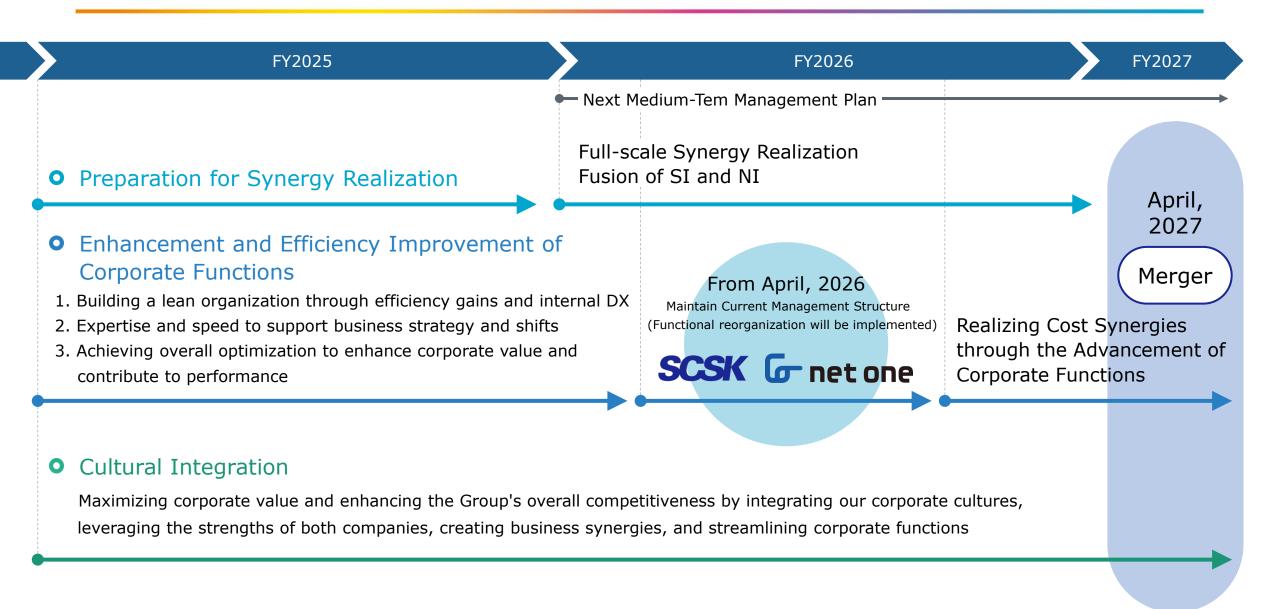
Society

an

**>** 

services that integrate full-stack technologies and IP from both the application and IT infrastructure domains

# Merger Timeline



# 2. Business Synergies

# Overview of Business Synergies

1. Joint Proposals and Cross-selling to Key Clients of Both Companies

P8

2. High-Quality Design and Implementation of Applications and Hybrid Cloud Environments

**P9** 

Core Technology "Security"

3. Providing Integrated Managed Services Spanning Security, Applications, and Infrastructure

P10

4. Smart Manufacturing; Creating New Value Areas through OT/IT Convergence

P11

Top-class Application Development Technologies





Top-class **Network Technologies** 



# (1) Driving Cross-selling and Joint Proposals for Key Customers

#### Strategic Accounts

-Broadcasting and

Telecommunications Company A

-Transportation Equipment

Company B

-Broadcasting and

Telecommunications Company C

-Insurance Company D

-Electrical Equipment Company E

-Electrical Equipment Company F

-Transportation Equipment Company H

Securities Company J

-Transportation Equipment

Company N

-Machinery Company O

-Leasing Company Q

-Transportation Equipment

Company R

-Banking Company T

-Securities Company V

-Metal Products Company W

-Banking Company Y

#### SCSK Group

**Customers:** 

Approx. 8,000 Companies

Sales: JPY 520 Billion+

#### Net One Systems

**Customers:** 

Approx. 1,700 Companies

Sales: JPY 230 Billion+

Strategic Accounts:

Approx. 70 Companies FY24 Sales: JPY 200 Billion+

#### Strategic Accounts

-Transportation Equipment Company B

-Banking Company G

-Information and Communications Industry Company I

-Electrical Equipment Company K

-Securities Company L

-Banking Company M

-Electrical Equipment Company P

-Transportation Equipment Company S

-Land Transportation Industry Company X

-Securities Company Z

-Broadcasting and

Telecommunications Company a

-Information and Communications Industry Company b

-Services Industry Company c

-Real Estate Company d

-Banking Company e

-Electrical Equipment Company f

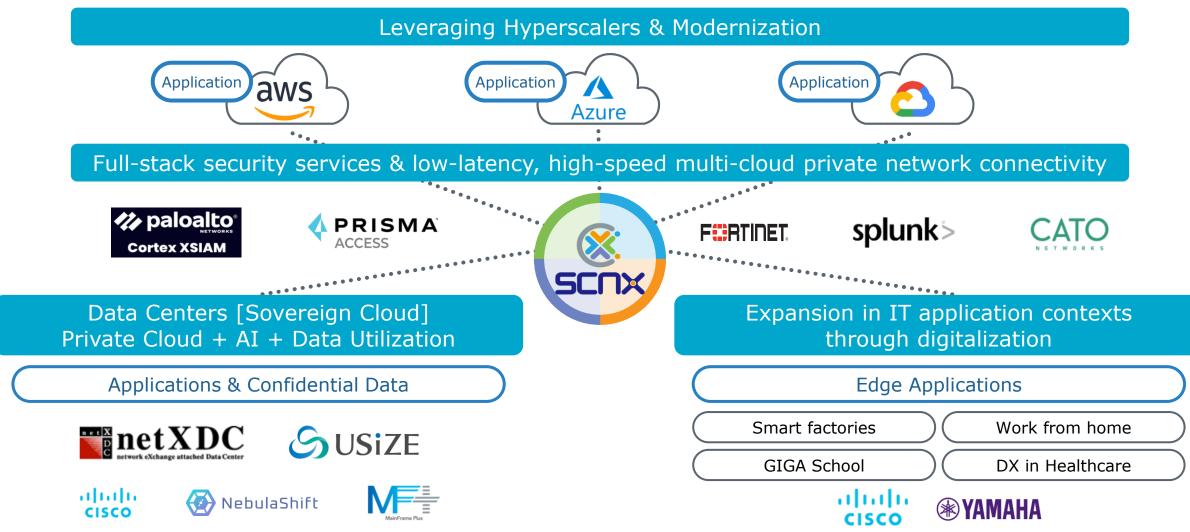
Cross-selling

Comprehensive IT Infrastructure Management Services Integrating SI and NI

**New Services** Uniting Technological Capabilities

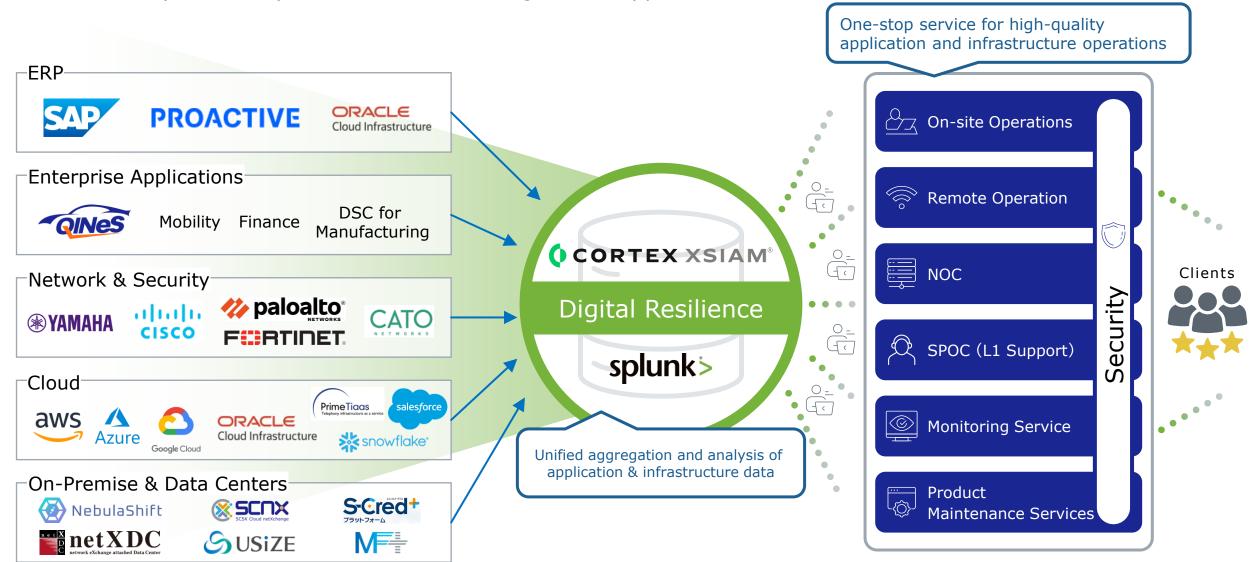
#### (2)High-quality Design and Implementation of Applications and Hybrid Cloud **Environments**

- Leading cloud expertise in Japan and superior connectivity with hyperscalers
- High-quality and secure design and implementation of increasingly complex and diverse architectures



#### (3)Providing Integrated Managed Services Spanning Security, Applications, and Infrastructure

- Aggregating clients' daily operational data into Splunk and CORTEX XSIAM
- Security-centric operation and monitoring across applications and infrastructure



#### (4)Smart Manufacturing; Creating New Value Areas through OT/IT Convergence

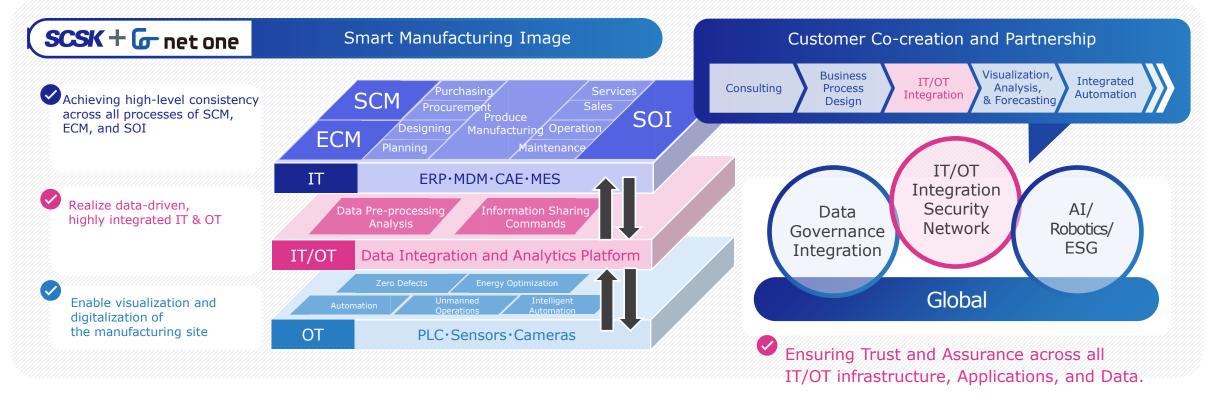
#### Value Proposition of the Integrated Company

#### Seamlessly integrating complex IT & OT to realize data-driven, highly coordinated Smart Manufacturing

Building a resilient Digital Supply Chain with consistent, high value-added IT services covering all stages of SCM, ECM, and SOI

Enabling visualization and digitalization of the manufacturing floor by securing infrastructure, networks, and security, and leveraging our ret one capability to extract and structure diverse data

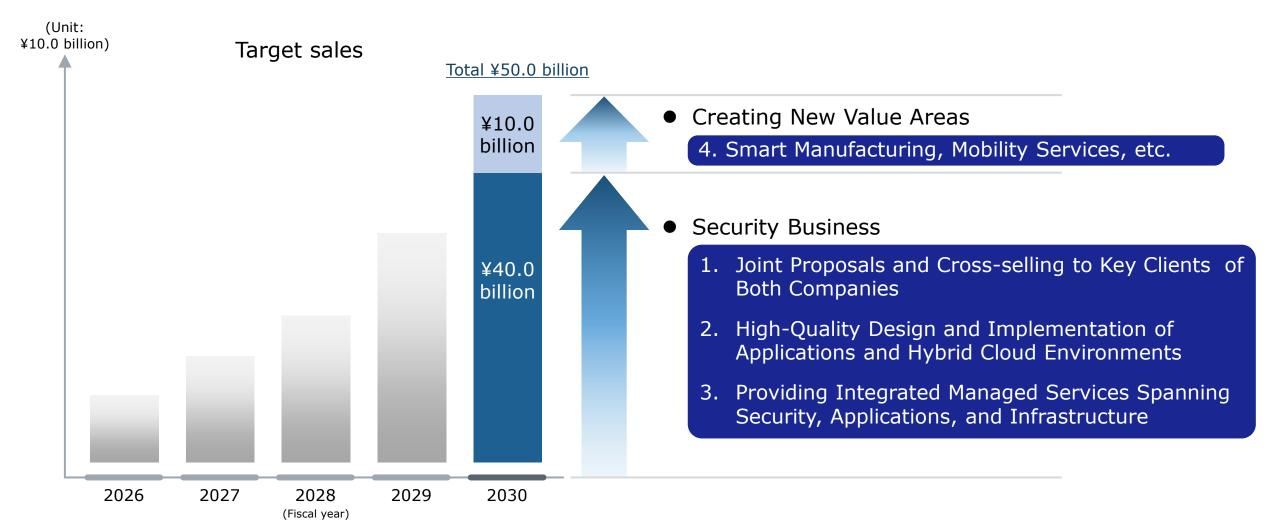
SCSK × G net one Driving data-driven, highly coordinated IT & OT for the manufacturing industry by implementing security, data governance, and data integration that span both domains



# Quantitative Targets for Business Synergies

Beyond growing our existing businesses, we will ignite a synergistic "Catalytic Reaction" to transform the potential of the integration into extraordinary value

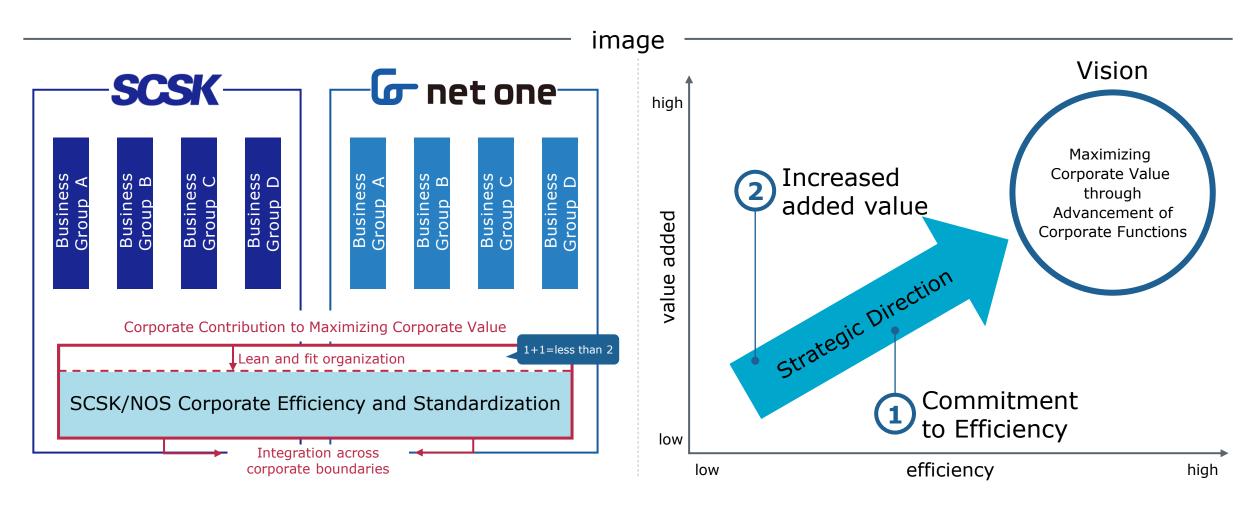
Quantitative Targets for FY2030: Net Sales of ¥50.0 billion (excluding organic growth of both companies)



3. Advancement of Corporate Functions

# Goals for Advancement of Corporate Functions

- 1. Building a lean organization through workload reduction and internal DX
- 2. Expertise and speed to support business strategy and shifts
- 3. Achieving overall optimization to enhance corporate value and contribute to performance



# Quantitative Targets for Advancement of Corporate Functions (Cost Synergies)



Elimination and simplification

Unification of business processes

Standardization of operations

etc



Optimization of the number of personnel due to natural attrition of employees

etc

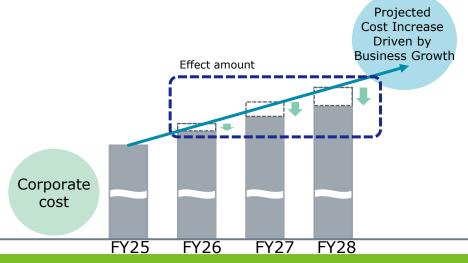


#### Target Financial Impact

FY26-FY28 3 Year Cumulative Total

# More than ¥6.0 billion

Comparing corporate costs with projected costs increases driven by business growth



<Outlook for in-house IT and office-related investments>

Cumulative cash-out assumed amount if it is temporarily implemented between FY26-30

- Renovation of in-house IT systems for future sophistication (¥12.0~¥14.0 billion\*)
- Office-related investments to maximize integration (\frac{1}{10.0} \sim \frac{1}{2.0} \text{ billion}^\text{)}

4. Company-wide Initiatives for Further Enhancement of Corporate Value

# Integration of Corporate Cultures for Corporate Value Enhancement

#### Co-creation of the Future with Society and Customers

# Advancement of **Technology**

Creating Unique Technological Value through SI and NI Integration

# **Customer Expansion**

Gaining the Trust of a New Customer Base with Shared On-site Strength

Integration of Corporate Cultures

#### **Employee Growth**

Boundary-less Growth Opportunities from New Technology, Customers, and **Organizations** 



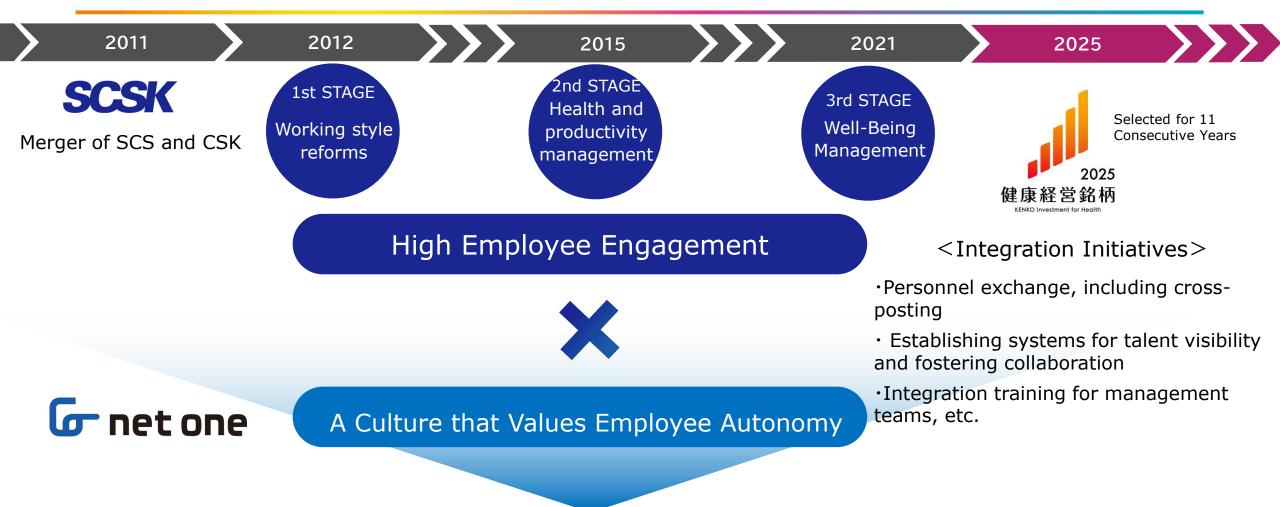
Create Our Future of Dreams



Unleash the potential of people and networks, and create a prosperous future by carrying on / inheriting tradition and making innovation happen

Both Companies' Management Philosophies and Purposes are Highly Aligned Emphasizing Technology, Customers, and Employees

# Integration of Corporate Cultures for Corporate Value Enhancement



Towards an SCSK Group that Creates Value for Society and Offers Employees a True Sense of Purpose and Fulfillment

# Post-Integration Vision

#### The Company We Aim to Be

#### A corporate group that drives social issue resolution and deploys business groups with overwhelming presence and influence

- •To be chosen by all Stakeholders (Society, Customers & Partners, Shareholders & Investors, Employees, etc.)
- •Establishing a unique position in specific domains based on advanced technical capabilities and market insights
- ·Continuous and Sustainable Growth & Evolution Cycle

#### Pioneering the future by anticipating change, driven by the growth of each employee

Human capital and the resulting intellectual properties are the engine of new value creation

Leading the Transformation

Employee Development and Market Expansion Capability

#### Corporate Culture and Code of Conduct in our Ideal Company Profile

Integrity (Honesty, Dedication, Nobility, etc.)

Opportunities for Challenge and Growth

Respect for Diversity

Advancing Co-Creation

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