# Financial Results for the 9 Months Ended September 30,2025

November 6,2025

SIOS ,Corp.

(Stock Code: 3744 on Standard Market of Tokyo Stock Exchange)

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# 1. Consolidated Financial Results for the Nine Months Ended September 30, 2025

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# Consolidated Financial Results for the 9 Months Ended September 30, 2025

| (In millions of yen) | Results for the 9 Months Ended September 30, 2024 | Results for the 9 Months Ended September 30, 2025 | Change | %Change |
|---|---|---|---|---|
| Net Sales | 15,717 | 13,605 | -2,112 | -13.4% |
| Gross profit | 3,945 | 3,887 | -58 | -1.5% |
| Operating income | -86 | 296 | +383 | – |
| Ordinary income | 41 | 363 | +321 | 772.5% |
| Profit attributable to owners of parent | -12 | 235 | +248 | – |
| EBITDA | -47 | 328 | +376 | – |
| ROIC (annualized) | -6.1% | 14.7% | – | – |

*EBITDA: Operating profit + Depreciation + Amortization of goodwill

*ROIC: Operating profit after tax / (Shareholders' equity + Interest-bearing debts)

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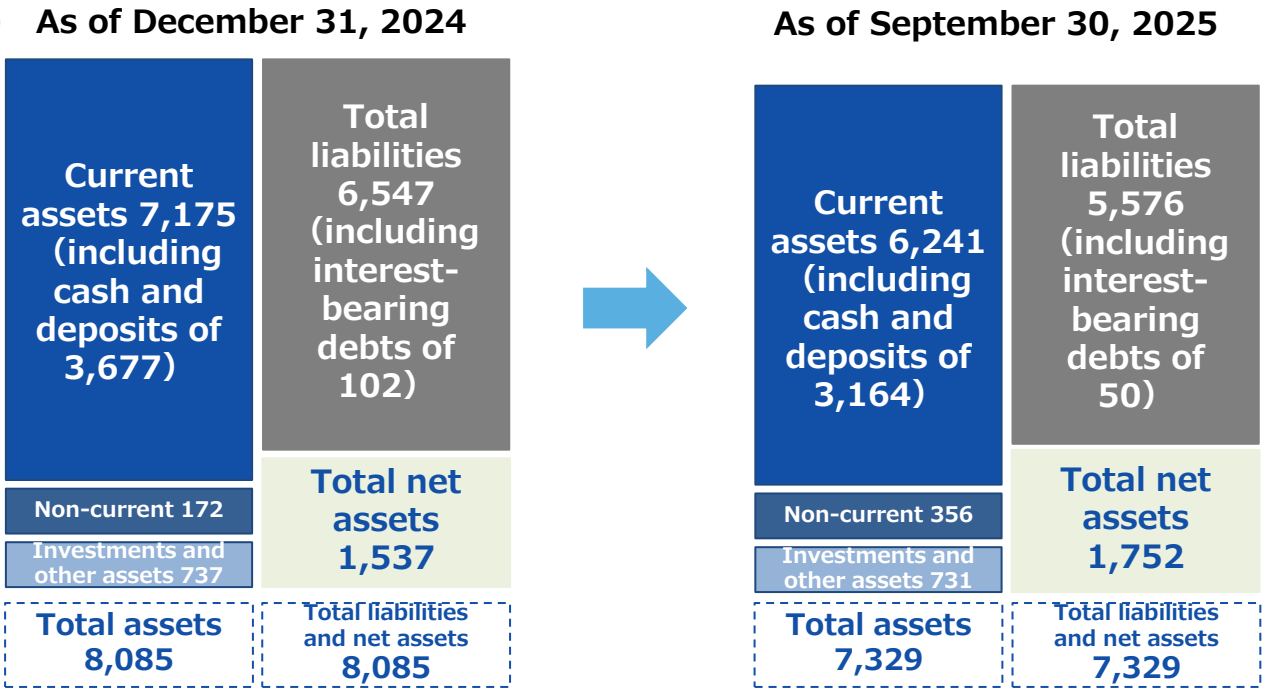
# Consolidated Balance Sheets

- As of September 30, 2025, the equity ratio was up by 4.9 points to 22.6% from the end of the previous fiscal year, as a result of an increase of 235 million yen in retained earnings.
- The interest-bearing debt decreased to 50 million yen of lease liabilities, as a result of the repayment of all outstanding long-term borrowings.

(In millions of yen)

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# 2. Financial Results for the Nine Months Ended September 30, 2025, by Segment

2-1. Financial Results for the Nine Months Ended September 30, 2025, by Segment
2-2. SIOS Group Strategy
2-3. Products & Services
2-4. Consulting & Integration
2-5. Software Sales & Solution

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# 2-1. Financial Results for the Nine Months Ended September 30, 2025, by Segment

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- **Net sales: Consulting & Integration was the only segment to achieve a year-on-year increase in net sales.**
- **Operating profit: Every segment achieved an increase in operating profit. The consolidated operating profit was also up. This was because the divestiture of the management support system business for financial institutions resulted in a decrease in corporate expenses and the amount of adjustments.**

(In millions of yen)

| | | Results for the 9 Months Ended September 30, 2024 | Results for the 9 Months Ended September 30, 2025 | %Change |
|---|---|---|---|---|
| Products & Services | Net Sales | 4,563 | 4,224 | -7.4% |
| | Operating income | 253 | 481 | +89.8% |
| Consulting & Integration | Net Sales | 2,276 | 2,647 | +16.3% |
| | Operating income | 254 | 308 | +20.9% |
| Software Sales & Solution | Net Sales | 8,884 | 6,742 | -24.1% |
| | Operating income | 78 | 90 | +14.4% |
| Adjustments, including corporate expenses* | Net Sales | -7 | -8 | — |
| | Operating income | -673 | -582 | — |
| **Total** | **Net Sales** | **15,717** | 13,605 | **-13.4%** |
| | **Operating income** | **-86** | 296 | **—** |

*Expenses associated with the Company's back-office departments, not attributable to reportable segments

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# 2-2. SIOS Group Strategy

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# 2025 SIOS Group Growth Strategy

Achieve our Mission of
**“Making the impossible possible for the people of the world”**

The three-pillar strategy for bolstering the Group’s long-term enterprise value and driving its sustainable business growth:

1. **Invest in our SaaS* and subscription-based businesses**
2. **Maximize the benefits of generative AI* solutions in our business expansion**
3. **Expand our API* solutions business**

Note: See the Glossary on page 36 for descriptions of terms with an asterisk.

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# 2-3. Products & Services

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# Our Core Products Offered in the Products & Services Segment

## System failure prevention software

### Peace of mind, made easy

LifeKeeper is designed for high-availability (HA) clusters*, monitoring system operations and seamlessly switching over to a standby system in the unfortunate occurrence of a system failure. This approach minimizes business disruptions and ensures uninterrupted operations.

## Document management application

### Document management on multifunction devices

This is a scanning application that can digitize documents conveniently, reducing the hassle of scanning on a multifunction printer.

## Workflow (application/approval) system

### Make your daily work safe and comfortable (Gluegent Flow)

Gluegent Flow uses AI to facilitate electronic workflows for submissions and approvals of requests in the office environment. This streamlined process minimizes the time and effort associated with a traditional paper-based approval process.

## ID management system

### Safer and easier-to-use ID management

Gluegent Gate enables the integrated management of user IDs, making system log-ins safer and easier.

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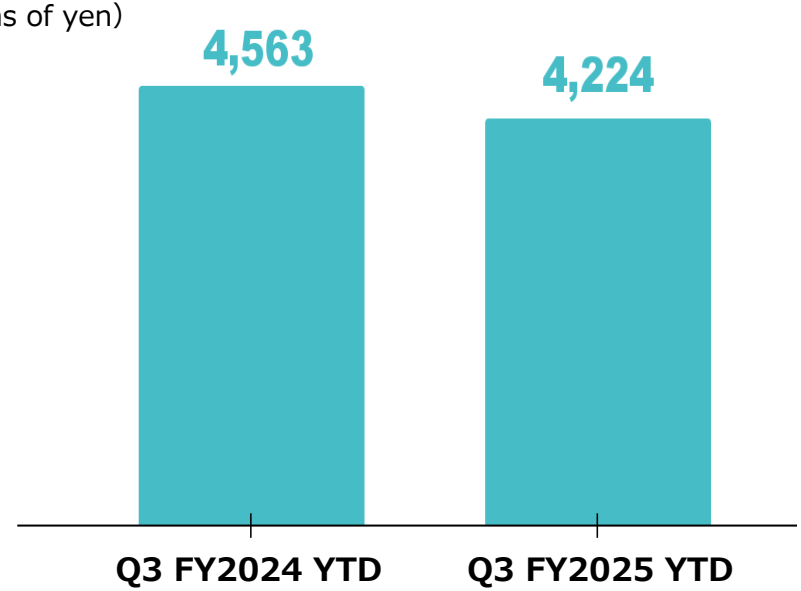
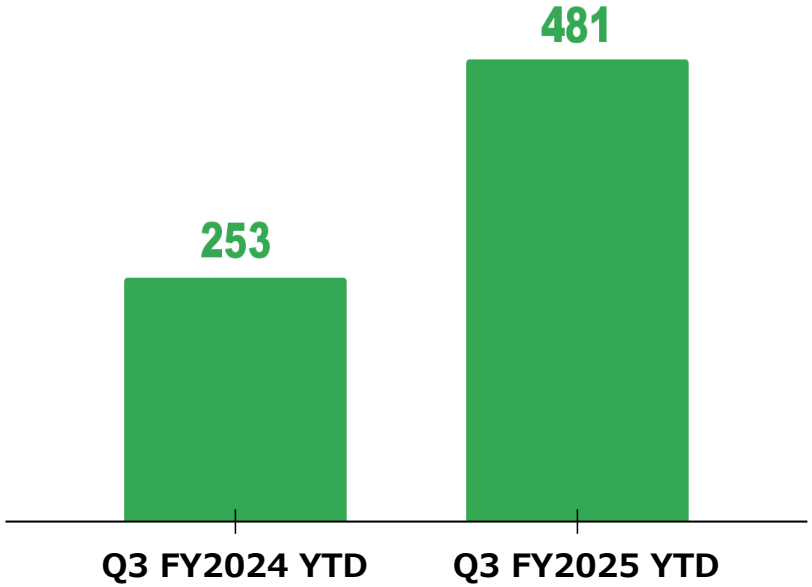
# Products & Services Segment: Business Performance for Q3 FY2025 YTD

**Net sales declined 7.4% YoY due to the divestiture of the management support system business for financial institutions. The segment profit achieved a significant increase of 89.8% YoY, primarily attributable to a substantial rise in the number of corporate subscribers to our SaaS and subscription-based businesses.**

(In millions of yen)




Net Sales




Segment income

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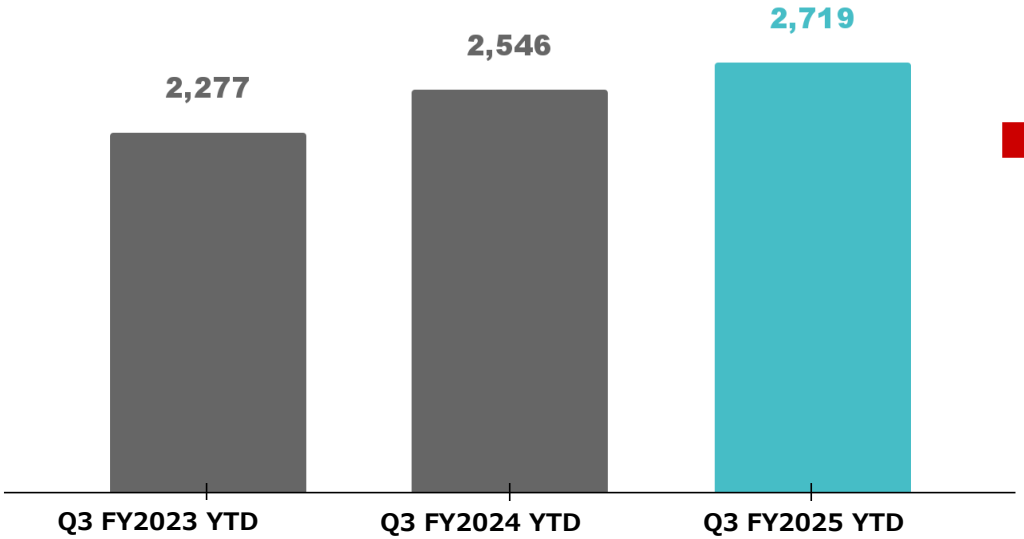
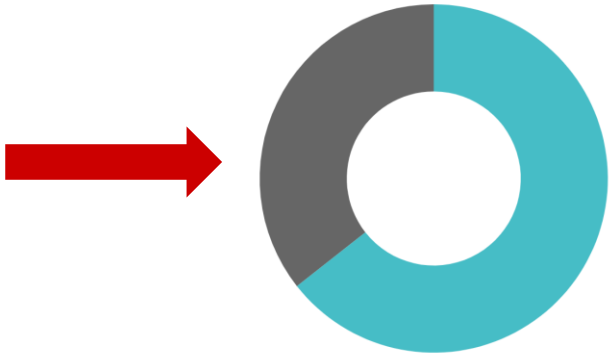
# Recurring Revenue in the Products & Services Segment

**Recurring revenue* increased YoY in the segment, driven by our SaaS and subscription-based businesses.**

**Recurring revenue accounted for 64.4% of the segment net sales in Q3 FY2025 YTD.**

*Recurring revenue: Predictable income a business receives from ongoing subscriptions or maintenance and support contracts



**Percentage of recurring revenue in the Products and Services Segment: 64.4%**

Note: Revenue from the management support systems business for financial institutions, which was divested of during FY2024, excluded.

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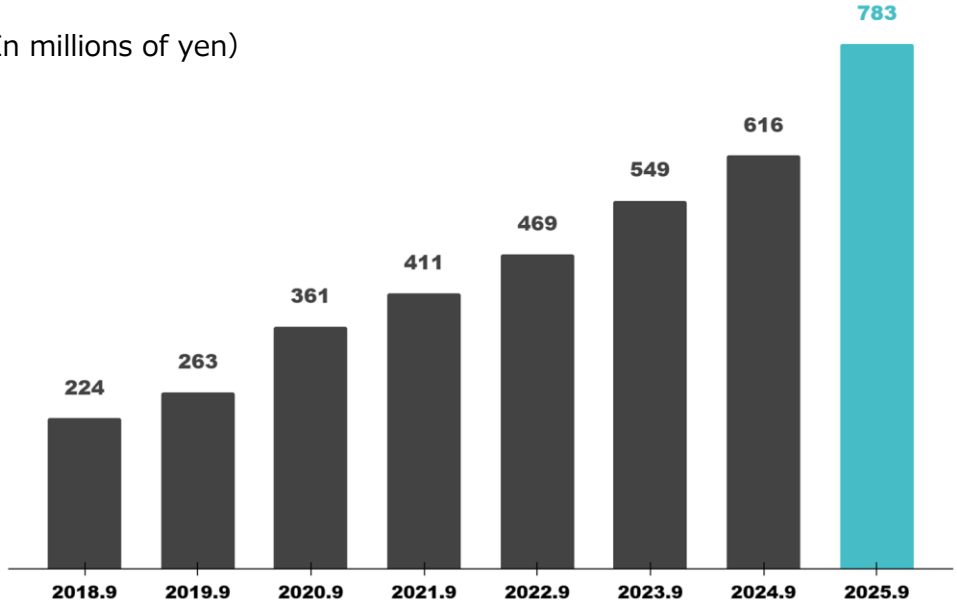
# Revenue from Gluegent Flow and Gluegent Gate

**The ARR* from the Gluegent series maintained solid growth, especially from Gluegent Flow.**

- **Gluegent Flow: Its widely popular integration with generative AI drove the growth of its ARR.**
- **Gluegent Gate: Our efforts to deliver greater customer success resulted in its wider use and an increase in renewal of service contracts, and expanded its user base.**

## 【Combined ARR of Gluegent Flow and Gluegent Gate】

(In millions of yen)




**Combined ARR for FY 2025 was**

**Up 27.2% YoY**

Gluegent Flow **Up 57.6%**

Gluegent Gate **Up 13.1%**

1. ARR: Annual Recurring Revenue, obtained by multiplying MRR (monthly recurring revenue, which is a predictable revenue that a business counts on receiving every month from subscriptions) by 12

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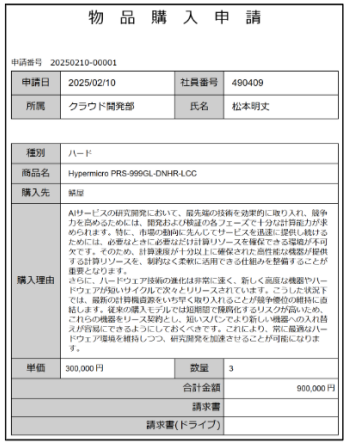
# Gluegent Flow: Integration with Generative AI

SIOS

- **For general users**
  - Displays a summary of a task on a task-list screen.
  - Makes it easy to find a particular workflow based on a task at hand.
- **For administrators**
  - Eliminates the need to create codes, thereby reducing engineers' workloads.



物 品 購 入 申 請

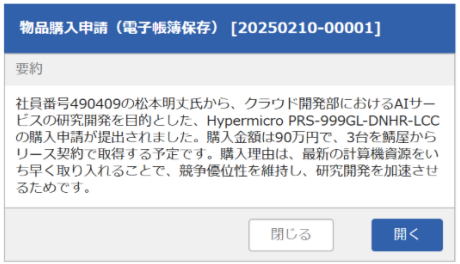
申請番号 20250210-00001

| | | | |
|---|---|---|---|
| 申請日 | 2025/02/10 | 社員番号 | 490409 |
| 所属 | クラウド開発部 | 氏名 | 松本明丈 |

| | |
|---|---|
| 種別 | ハード |
| 商品名 | Hypermicro PRS-999GL-DNHR-LCC |
| 購入先 | 鯖屋 |
| 購入理由 | AIサービスの研究開発において、最先端の技術を効果的に取り入れ、競争力を高めるためには、開発および検証の各フェーズで十分な計算能力が求められます。特に、市場の動向に先んじてサービスを迅速に提供し続けるためには、必要なときに必要なだけ計算リソースを確保できる環境が不可欠です。そのため、計算速度が十分以上に確保された高性能な機器が提供する計算リソースを、制約なく柔軟に活用できる仕組みを整備することが重要となります。<br>さらに、ハードウェア技術の進化は非常に速く、新しく高度な機器やハードウェアが短いサイクルで次々とリリースされています。こうした状況下では、最新の計算機資源をいち早く取り入れることが競争優位の維持に直結します。従来の購入モデルでは短期間で陳腐化するリスクが高いため、これらの機器をリース契約とし、短いスパンでより新しい機器への入れ替えが容易にできるようにしておくべきです。これにより、常に最適なハードウェア環境を維持しつつ、研究開発を加速させることが可能になります。 |
| 単価 | 300,000 円 |
| 数量 | 3 |
| 合計金額 | 900,000 円 |
| 請求書 | |
| 請求書(ドライブ) | |

**Task summary generation**

**You can grasp the main points without reading everything**



物品購入申請（電子帳簿保存） [20250210-00001]

要約

社員番号490409の松本明丈氏から、クラウド開発部におけるAIサービスの研究開発を目的とした、Hypermicro PRS-999GL-DNHR-LCCの購入申請が提出されました。購入金額は90万円で、3台を鯖屋からリース契約で取得する予定です。購入理由は、最新の計算機資源をいち早く取り入れることで、競争優位性を維持し、研究開発を加速させるためです。

閉じる　開く

Users' comments

- “It saves me the time to double-check the information on application forms.”
- “It’s really helpful when I’m figuring out which applications are more important to review during a busy month-end and when a manager has a mountain of applications to go through and approve.”

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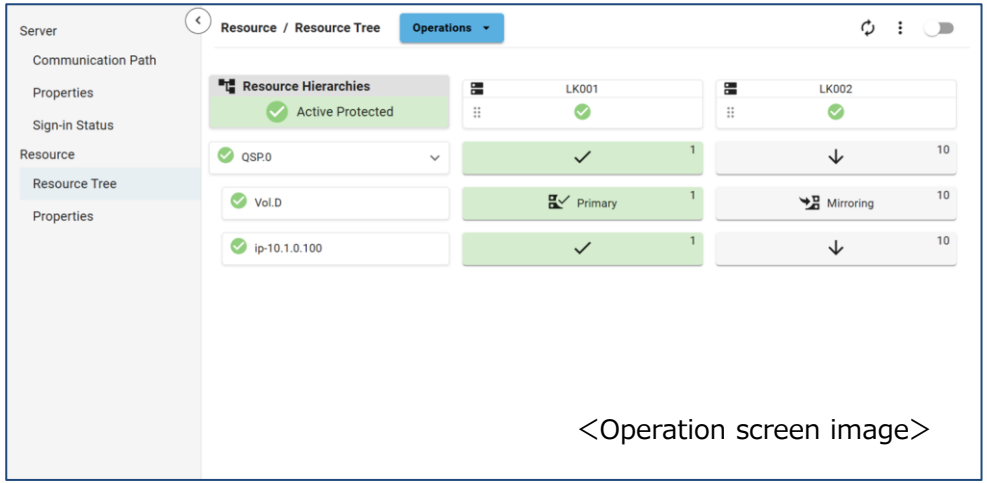
# LifeKeeper v10 Announced

## Intuitive and user-friendly software that supports reliable system operations, underpinned by a zero-tolerance policy for system failures

**Key features**

1. **Intuitive web-based operation screen**
2. **Broad product variations to cater to the evolving and diverse needs of users**
   - The product lineup has been revamped to enable each user to select the appropriate product that aligns with their operational requirements, including operating systems*, contract types, and system configurations.
   - In the previous versions, the software's operation screen and its timing of functional updates differed from OS to OS. The new v10 release offers a unified operation screen and update timing across OSes, simplifying the management of environments where different OSes coexist.



<Operation screen image>

*Operating system: A basic software program that manages a computer's hardware and software resources LifeKeeper v10 provides the same usability and timing of functional updates for both the Linux and Windows versions.

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# 2-4. Consulting & Integration

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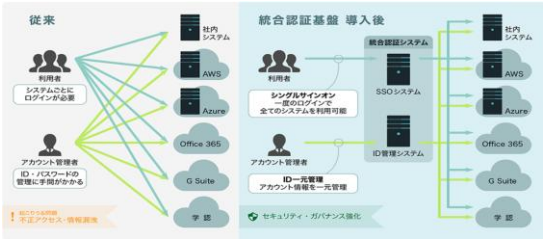
# Our Core Services in the Consulting & Integration Segment

## System integration for the financial industry

### Well-founded proposals and innovative technical solutions

For over 20 years, SIOS has been offering system integration services to publicly traded companies and leading financial institutions. Our system development support services assist corporate clients in the successful launch of new businesses or services.

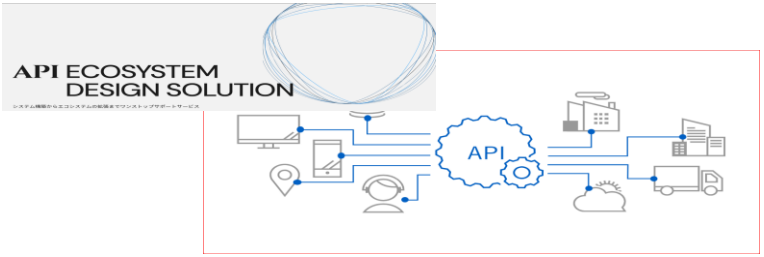
## Educational support




### Authentication solutions for universities

SIOS boasts a robust history of delivering secure and user-friendly authentication solutions for on-campus services used by students at over 100 universities and colleges, which accommodate a diverse student population that changes every year.

## API solutions




### End-to-end support for API projects

SIOS offers comprehensive support encompassing the creation of business models centered around APIs, the design and implementation of systems, and the expansion of an API ecosystem.

## Implementation support for generative AI

SIOS NEXT TECH SOLUTIONS

### Enterprise-level support for generative AI implementation

Our SIOS Next Tech Solution is a customized service designed to assist each corporate client in developing and implementing their AI strategy and application development.

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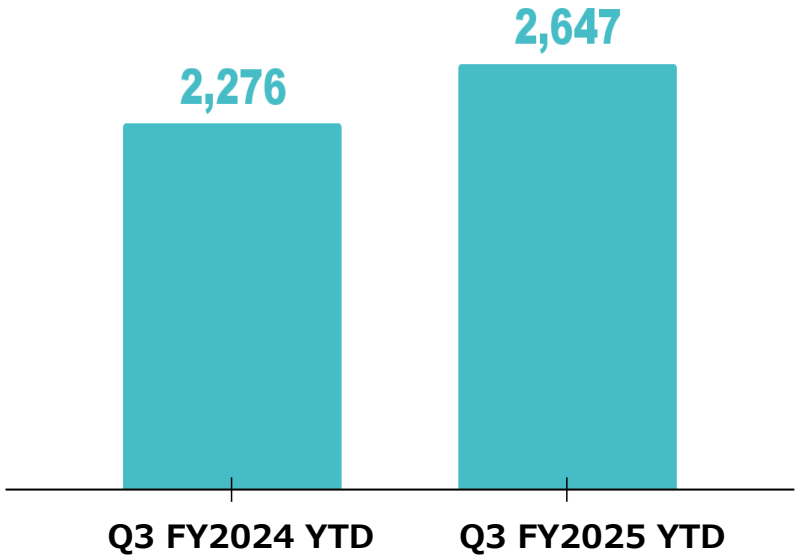
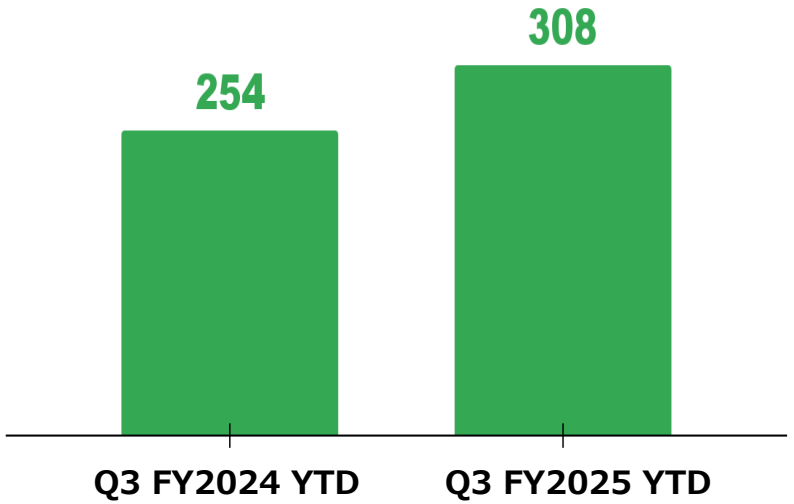
# Consulting & Integration Segment: Business Performance for Q3 FY2025 YTD

**We successfully carried out additional projects to develop and implement systems for financial institutions and universities. These additional projects bolstered our revenue and profit in this segment. (Net sales: Up 16.3% YoY; segment profit: up 20.9% YoY)**

(In millions of yen)




Net Sales




Segment income

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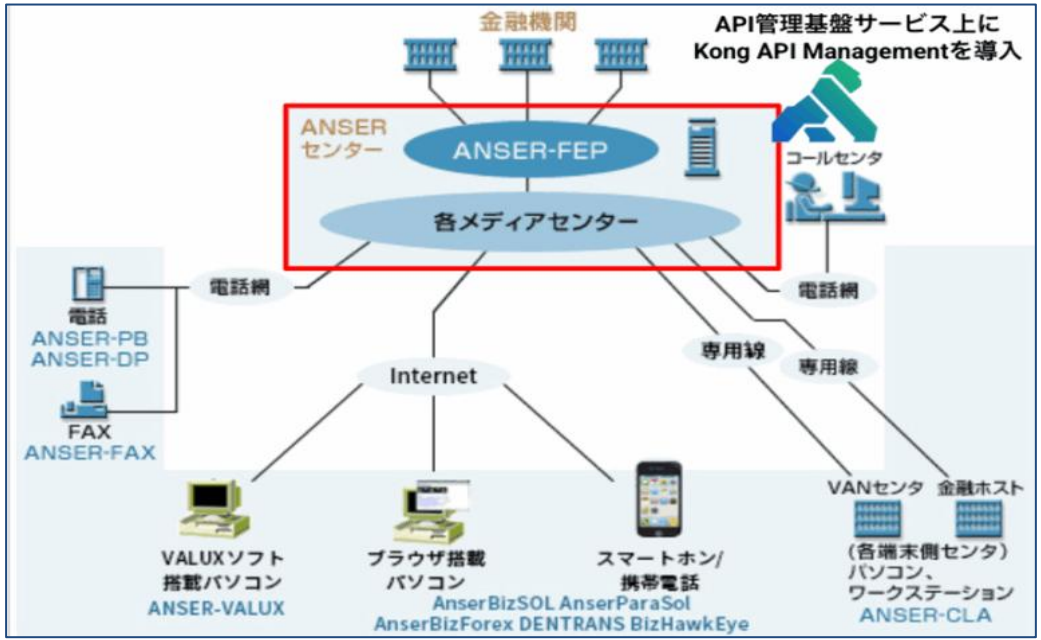
# Case Study: API Solutions Implementation Project

- **On November 6, 2025, Kong Inc., a corporate partner of SIOS, announced that its API management platform was chosen for the ANSER automated financial service provided by NTT Data Japan Corporation.**
- **SIOS Technology and Kong worked together to win this project and incorporate the latter's API solutions into NTT Data's service.**

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# Automated Generation of SBOMs

**In April 2025, SIOS Technology entered into partnership with SCAN OPEN SOURCE SOLUTIONS, S.L. (SCANOSS), a Spain-based leading developer of open-source SBOM (software bill of materials) software.**

## Background of partnership

SIOS SCANOSS

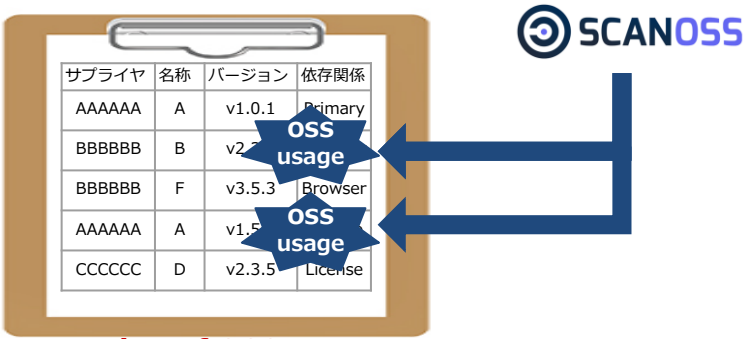
Increasing need to create complete SBOMs

Increasing need to quickly create a comprehensive list of software components

Increasing threats of cyberattacks

## SCANOSS: Detect the use of OSS* in software

SCANOSS supports the responsible use of OSS in software development by automatically detecting its use and generating and updating SBOMs.




**Detection of OSS usage**
**⇒ Identify potential software vulnerabilities and copyright infringements**

*OSS: Open Source Software, software whose source code, which is the fundamental component of the program, is made available for free and can be used, modified, and redistributed

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# Implementation Support for Generative AI

## Integrating an AI chatbot with an internal knowledge base

We facilitate the seamless integration of an AI chatbot tailored for business applications with a client's existing knowledge base. We also offer post-implementation user training.

## RAG starter pack for Azure OpenAI Service

We provide RAG* solutions for quickly feeding internal data into Azure OpenAI and continually measuring and improving its accuracy rate. A substantial volume of knowledge, including both internal and external information, can be assimilated into Azure OpenAI.

## RAG hands-on training*

The basic training course centers on Azure OpenAI Service 101, while the advanced course delves into system development in a simulated production environment, employing serverless technology.

## Technical consulting on Azure OpenAI Service

We assist corporate clients in implementing and using Azure OpenAI Service, a generative AI service provided by Microsoft.

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# 2-5. Software Sales & Solution

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# Our Key Partners in the Software Sales & Solution Segment

## Red Hat, Inc.

### Partnership spanning over two decades

SIOS provides Red Hat Enterprise Linux and other software products sourced from Red Hat to assist corporate clients in establishing high-quality, dependable information systems.

## Elasticsearch K.K.

### Serving as its first distributor in Japan

SIOS partners with Elasticsearch in expanding the latter's Search (high-performance search), Security (security analytics), and Observability (real-time monitoring and analyses) solutions business in Japan.

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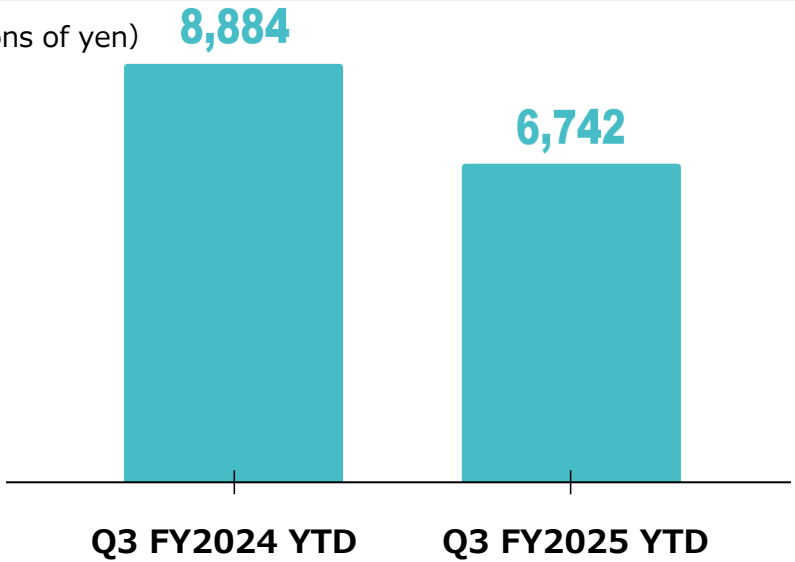
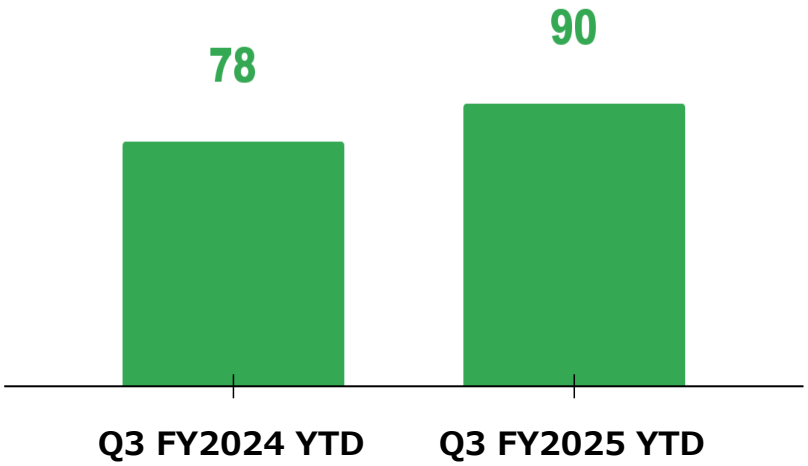
# Software Sales & Solution Segment: Business Performance for Q3 FY2025 YTD

**Net sales experienced a year-on-year decline of 24.1%, primarily attributed to the absence of significant projects for software products sourced from Red Hat, Inc., which had contributed to sales growth in the same period the previous year. Conversely, increased revenue from service products based on solutions sourced from Elasticsearch resulted in a 14.4% increase in segment profit.**

(In millions of yen)




Net Sales




Segment income

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# Partnering with Elasticsearch in the Generative AI Solutions Business

SIOS

## Offer Elastic-enabled RAG to assist corporate clients in implementing and using generative AI

## SIOS's three-phase assistance for successful RAG implementation

### Planning phase

- Interview clients about their objectives and to-be scenarios for RAG implementation
- Learn about their data sources and define their security and compliance requirements
- Assist them in developing a system design and devising a project schedule

### PoC* phase

- Create a PoC environment
- Assist in evaluating PoC results
- Assist in evaluating RAG performance
- Assist in integration with large language models and generative AI solutions

### Implementation phase

- Assist in designing a production environment
- Assist in creating a production environment
- Assist in operating the completed system

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# 3. Updated Financial Guidance for FY2025

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# Updated Financial Guidance for FY2025

- **Q3 FY2025 YTD results: Our consolidated net sales and profit surpassed the earlier guidance, primarily due to business expansion and effective management of SG&A expenses.**
- **Q4 FY2025: We stay with the earlier guidance to be conservative in light of uncertainties over the economic and business outlook.**
- **Annual guidance for FY2025: Updated to reflect favorable results achieved in the nine months ended September 30, 2025.**

| (In millions of yen) | Initial guidance (announced in August 2025) | FY2025 Updated guidance | Change |
|---|---|---|---|
| Net Sales | 19,000 | **19,000** | — |
| Operating income | 220 | **320** | +100 |
| Ordinary income | 290 | **400** | +110 |
| Profit attributable to owners of parent | 200 | **270** | +70 |
| Operating income | 272 | **372** | +100 |
| ROIC | 8.9% | **11.7%** | — |
| Dividend rate | — | **—** | |

*EBITDA: Operating profit + Depreciation + Amortization of goodwill

*ROIC: Operating profit after tax / (Shareholders' equity + Interest-bearing debts)

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# 4. Introducing the Shareholder Benefits Program

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# Introducing the Shareholder Benefits Program

**On November 6, 2025, the SIOS Board resolved to implement a shareholder benefits program as a token of appreciation toward our shareholders and to attract more shareholders. This program will incentivize sustained investment in our stock over an extended period.**

| Record date | Eligibility: minimum number of shares held | Benefits |
|---|---|---|
| December 31 of every year | **200** | Food product valued at 2,000 yen, chosen from a gift catalog |

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SIOS

# 5. Appendix

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# Mission Statement of the SIOS Group

## Making the impossible
## possible for the people of the world

**The SIOS Group pursues innovative software solutions to resolve issues affecting people and to contribute to a better society.**

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# Driving Force

## People

We are a dynamic team of specialists capable of driving a societal transformation.

## Technology

We leverage cutting-edge technologies to drive innovation.

## Culture

We refuse to go with the flow but choose to undertake an unexplored endeavor.

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# Glossary

| Page | Term | Description |
|---|---|---|
| 10 | **SaaS** | Software as a Service. A software licensing and distribution model that allows users to connect to and use cloud-based software applications over the internet. |
| 10 | **Generative AI** | Generative artificial intelligence. An AI system capable of generating new data and content from learned data. |
| 10 | **API** | Application programming interface. A set of protocols that enables different software programs and applications to share information and functions. |
| 12 | **HA cluster** | High-availability cluster. A group of servers working together as a unified system to ensure continuous operations, even when one or more components fail. |
| 19 | **System integration** | An end-to-end service provided to assist corporate clients in resolving business challenges, encompassing the planning, design, development, implementation, operation, and maintenance of an information system. |
| 23 | **RAG** | Retrieval-augmented generation. An architecture for optimizing the performance of an AI model by connecting it with an enterprise-specific knowledge base. |
| 23 | **Hands-on training** | A training and educational approach that emphasizes direct engagement and practical experience in the learning process, not just classroom learning |
| 27 | **PoC** | Proof of Concept. A process for verifying the feasibility of a proposed idea or product |

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# About SIOS Corporation

## SIOS is Innovative Open Solutions

SIOS Corporation started as a system integrator that provided solutions based on Linux and other varieties of open source software. Today, the company serves as a holding company of the SIOS Group, which includes technology firms specializing in software products and SaaS solutions.

Under the mission of making the impossible possible for the people of the world, the SIOS Group is committed to pursuing innovative solutions that resolve issues affecting people and contributing to a better society.

Visit https://www.sios.com/en to learn more about us.

| | | |
|---|---|---|
| **Headquarters** | **SIOS Building, 2-12-3 Minami Azabu Minato-ku, Tokyo, Japan** | |
| **Capital** | **1,481 million yen** | |
| **Established** | **May 23, 1997** | |
| **Stock listed on** | **TSE Standard Market (stock code: 3744)** | |
| **No. of employees** | **481 on a consolidated basis (as of December 31, 2024)** | |
| **Main consolidated subsidiaries** | **Japan:**<br>**SIOS Technology, Inc.**<br>**Sandy Blue, Inc.** | **U.S.A.:**<br>**SIOS Technology Corp.** |

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# Cautionary Statement

Forward-looking statements about the Company's business outlook contained in this document reflect management's assumptions and judgments made on the basis of available information, and may include risks and uncertainties. Significant risks and uncertainties that might affect our performance include, but are not limited to, the economic environment and market conditions in which we operate.

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## For inquiries about this document

Call the IR Section of SIOS Corporation on **03-6401-5111**
(**+81-3-6401-5111 from outside Japan**)

or fill in and send an online inquiry form available at:
https://mk.sios.com/SIOS_Inquiry_english.html

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