Supplementary Presentation

Financial Results for the Nine Month Ended December 31, 2024



SUNCORPORATION

February 14, 2025

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Financial Results for Q3 FY3/25

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Financial Highlights

Q3 YTD FY3/25 (Year on Year)

(Million yen)	3Q YTD FY3/24(a) (Apr. – Dec. 2024)	3Q YTD FY3/25(a) 5 (Apr. – Dec. 2025)	Change	Change (%)
Net sales	7,467	7,931	463	6.2%
Operating profit	218	(169)	(388)	—
Ordinary profit	(4,267)	12	4,279	—
Profit attributable to owners of parent	(4,145)	17,070	21,215	—

- Net sales increased 463 million yen year on year due to progress in each segment
- Operating profit decreased 384 million yen year on year due to increased expenses for future strengthening of sales force and corporate functions.
- Ordinary profit increased 4,279 million yen year on year due to the rebound of the equity method investment loss of 4,498 million yen in Cellebrite for the fiscal year ended March 31, 2024.
- Profit increased 21,215 million yen year on year due to a gain on change in equity of 17,560 million yen recorded as extraordinary income in the third quarter of the fiscal year ending March 31, 2025.

Note

Gain on change in equity of 17,560 million yen was recognized as an extraordinary income because Cellebrite's net assets increased due to the achievement of the terms of debt instruments in Cellebrite, an equity-method affiliate.

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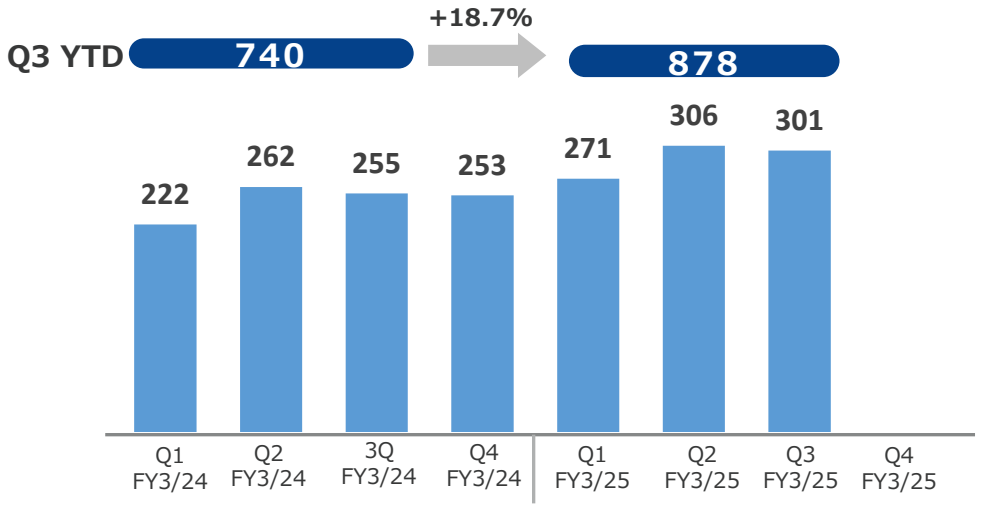
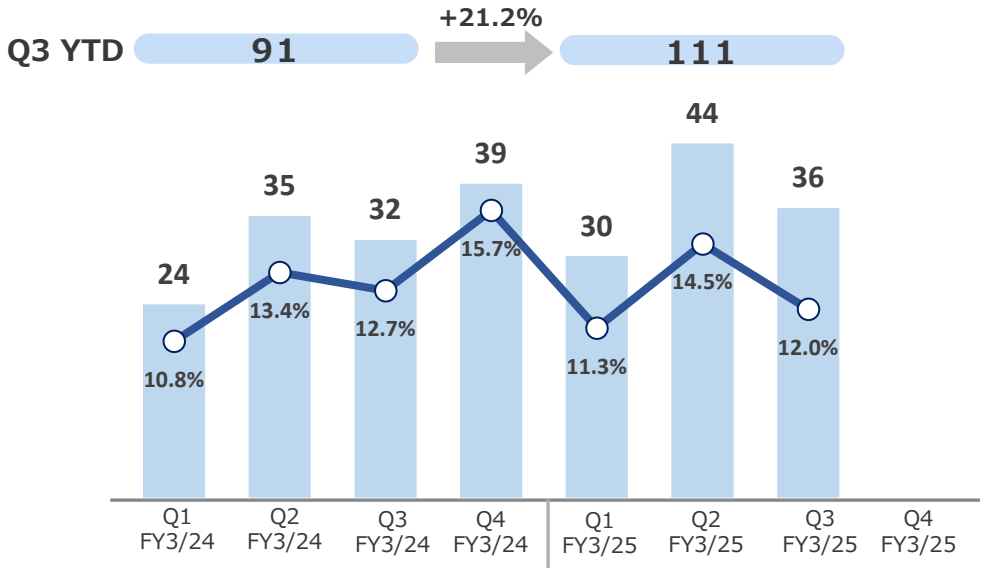
Global Data Intelligence Business

■ Net sales (Million yen)



■ Operating profit/OP margin (Million yen)



Main reasons for change

■ Net sales and operating profit increased in Q3 YTD year on year
- ✓ Net sales solid due to an increase in sales and subscription contracts, mainly for Cellebrite products.
- ✓ Operating profit also strong due to increase in sales

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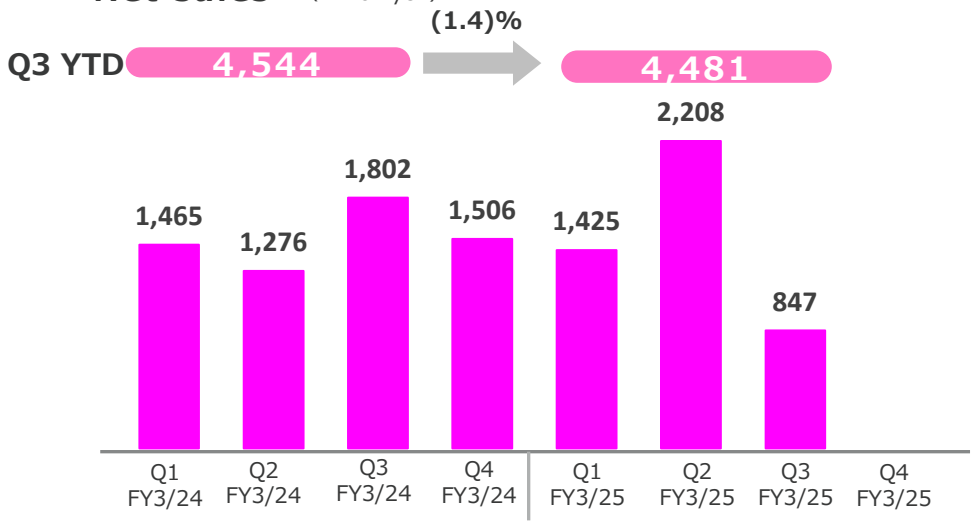
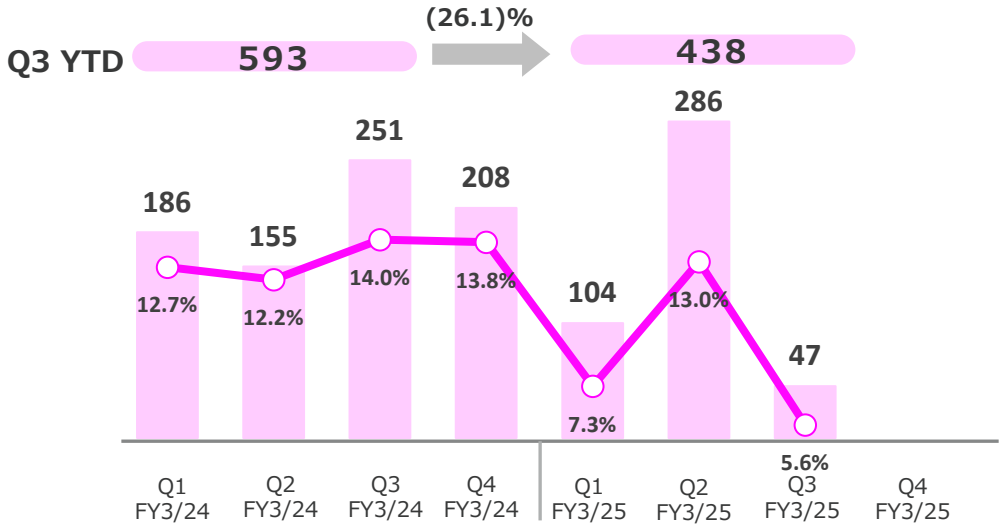
Entertainment-Related Business

■ Net sales (Million yen)



■ Operating profit/OP margin (Million yen)



Main reasons for change

■ Net sales and operating profit decreased in 3Q YTD year on year.
- ✓ Game machine business sales declined due to lower shipments of game machine parts.
- ✓ Operating profit also declined due to a decrease in shipments of game machine parts.

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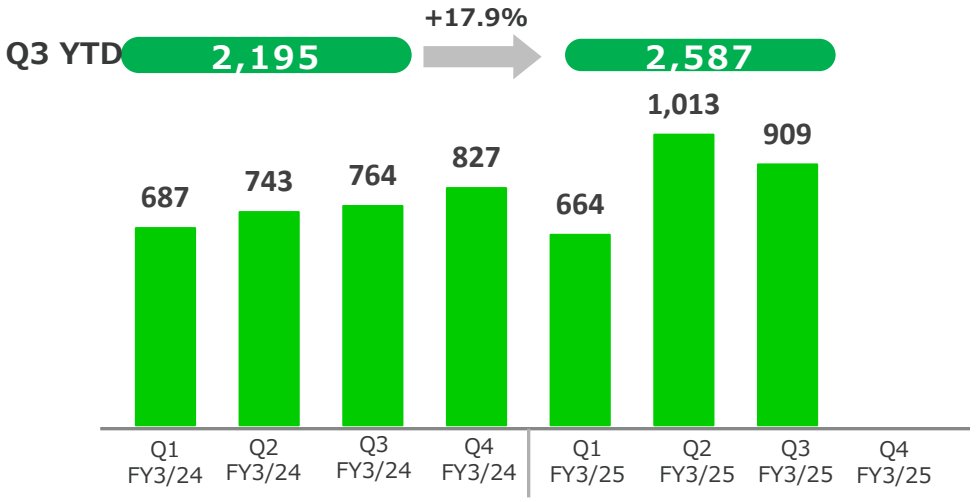
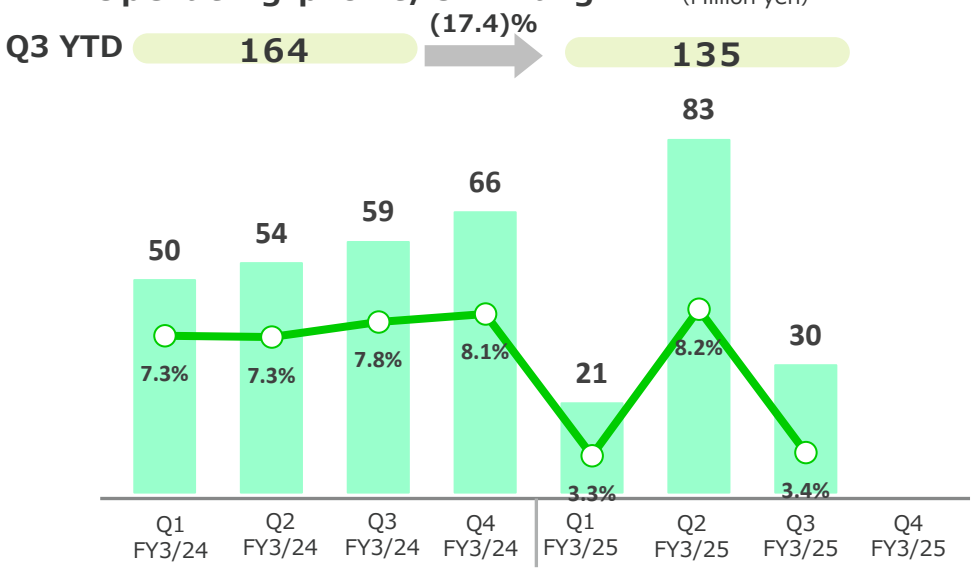
New IT-Related Business

■ Net sales (Million yen)



■ Operating profit/OP margin (Million yen)



Main reasons for change

■ Net sales increased and operating profit decreased in 3Q YTD year on year.
- ✓ Sales rose due to strong sales of strategic products for vending machines “A330” and “A900” and industrial network equipment “Rooster”, etc.
- ✓ Operating profit declined due to soaring raw material costs and increased expenses to strengthen sales force in the future.

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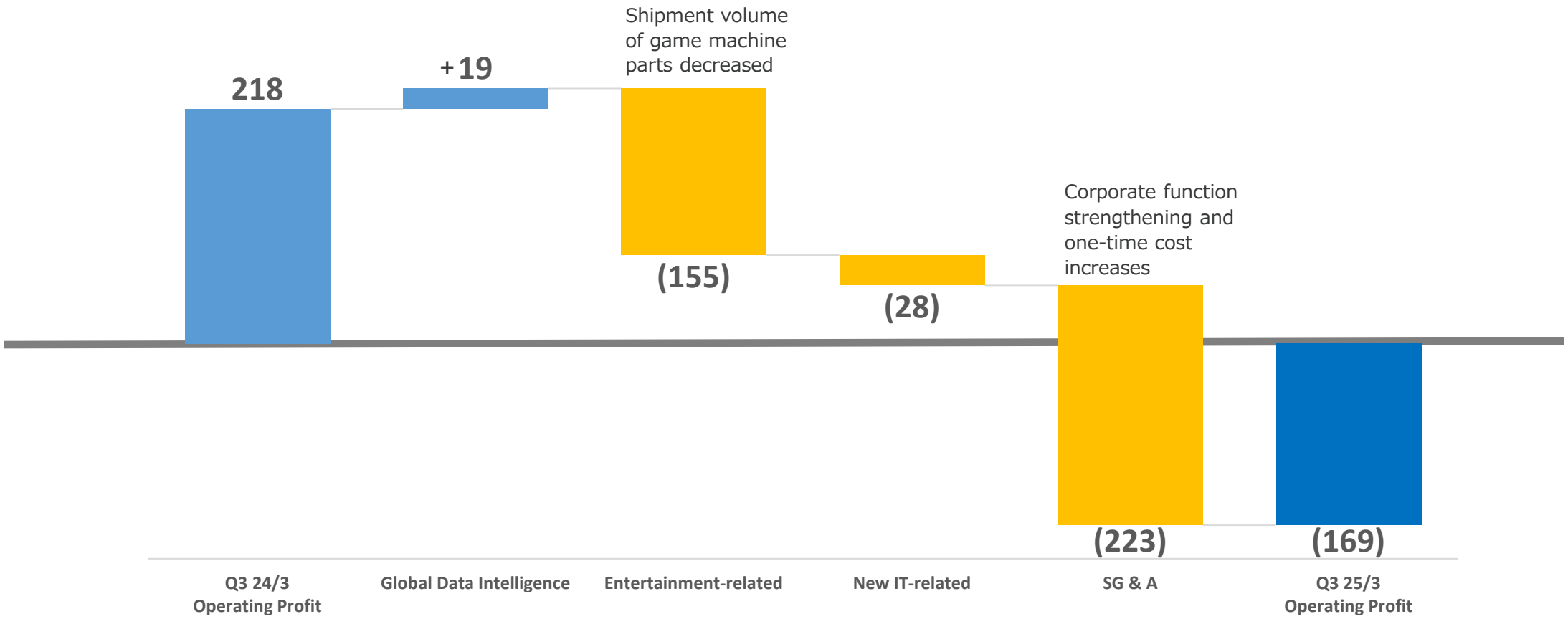
Analysis of change in Operating Profit

Million yen



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Balance Sheet

■ Equity ratio increased by 8.3 pt to 87.6% compared to the end of March 2024.

	As of March 31, 2024	As of December 31, 2024	Change
Current assets	**23,449**	**18,177**	**(5,271)**
Non-current assets	**23,388**	**31,496**	**8,107**
Property, plant and equipment	**1,580**	**1,674**	**94**
Intangible assets	**687**	**694**	**7**
Investments and other assets	**21,121**	**29,127**	**8,006**
Total assets	**46,838**	**46,674**	**2,836**
Current liabilities	**4,905**	**5,807**	**902**
Non-current liabilities	**4,674**	**283**	**(4,390)**
Net assets	**37,259**	**43,583**	**6,324**
Total liabilities and net assets	**46,838**	**49,674**	**2,836**

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Corporate Profile

Company Name	SUNCORPORATION
Date of Establishment	April 16, 1971
Corporate Headquarters	NAGOYA BUILDING SAKURA-KAN 2F, 4-2-25 Meieki, Nakamura-ku Nagoya, Aichi 450-0002, Japan
Representative	Ryusuke Utsumi, President and Representative Director
Capital	2,097 million yen (as of March 31, 2024)
Number of Directors	9 (including 4 Outside, 1 Female) The Company is a company with audit and supervisory committee.
Number of Employees	301 (Consolidated)(as of March 31, 2024)

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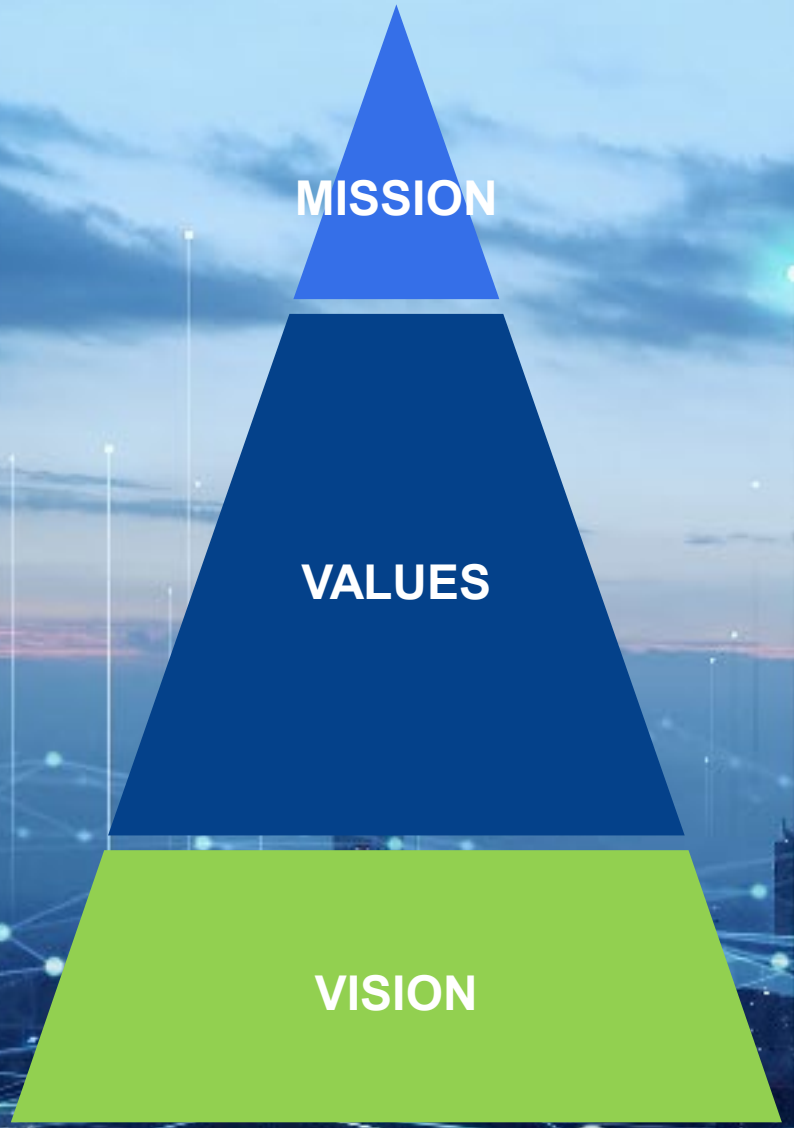
Management Philosophy



Resolving social issues with SUNCORPORATION's technologies

Management philosophy

Making people happy through telecommunication & entertainment

Corporate philosophy

"Maintaining the spirit of a company that takes on challenges"

Company slogan

- Materializing
- Challenging
- Accomplishing

Guidelines for Action

- View success as the starting point for new success
- Treat improvement and elimination of waste as permanent issues
- Progress stops the moment you say "this is fine"
- Don't be satisfied with yesterday's success
- The moment you succeed is exactly when you should reflect on your actions

Aiming for sales of **50 billion** yen and an operating profit margin of **15%** or more

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Developing the Business in Three Segments Revolving around Technology

Global Data Intelligence
(digital intelligence)

- Developing and selling mobile forensic equipment
- Adding sales of threat intelligence solutions specialized in the deep web and dark web



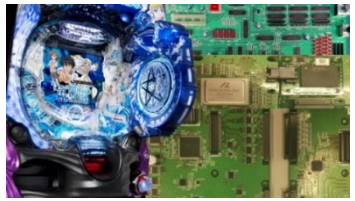
Entertainment
(amusement machines and games)

Amusement machines

- Planning, developing, and manufacturing amusement machines
- Developing video content for amusement machines

Games

- Developing and selling game content





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"Art of Charon" on sale on Steam
©SUNSOFT

New IT-Related
(M2M/IoT)

- Developing, manufacturing, and selling industrial communications equipment and IoT solutions
- Developing and selling B2B operational support solutions using SmartGlass

Rooster



Assist



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Domestic Business Growth along with Accelerated Global Expansion Since the Early 1990s



1971
Establishment of SUNCORPORATION



1985
Development of family-oriented software
Launch of SUNSOFT series



1985
Development and release of SUNCORPORATION brand modem, My Looper 300



2007
Acquisition of Cellebrite's shares



2010
Development and release of Rooster series mobile routers
Full-scale entry into M2M market



2020
Launch of AceReal for docomo, a remote operation support solution using 5G and AR SmartGlass

Sales diagram

Acceleration of global expansion

1971
Founded with the aim of manufacturing and selling electronics-related equipment

1980
Completed head office building in Konan City, Aichi Prefecture, established business structure, and pursued expansion

1990
Established SUNCORPORATION brand, developed and sold industry's first system, and expanded sales offices across Japan

2000
Listed on JASDAQ, acquired 100% ownership of Cellebrite, and accelerated global expansion

2020
Celebrated 50th anniversary of founding and shifted toward global company

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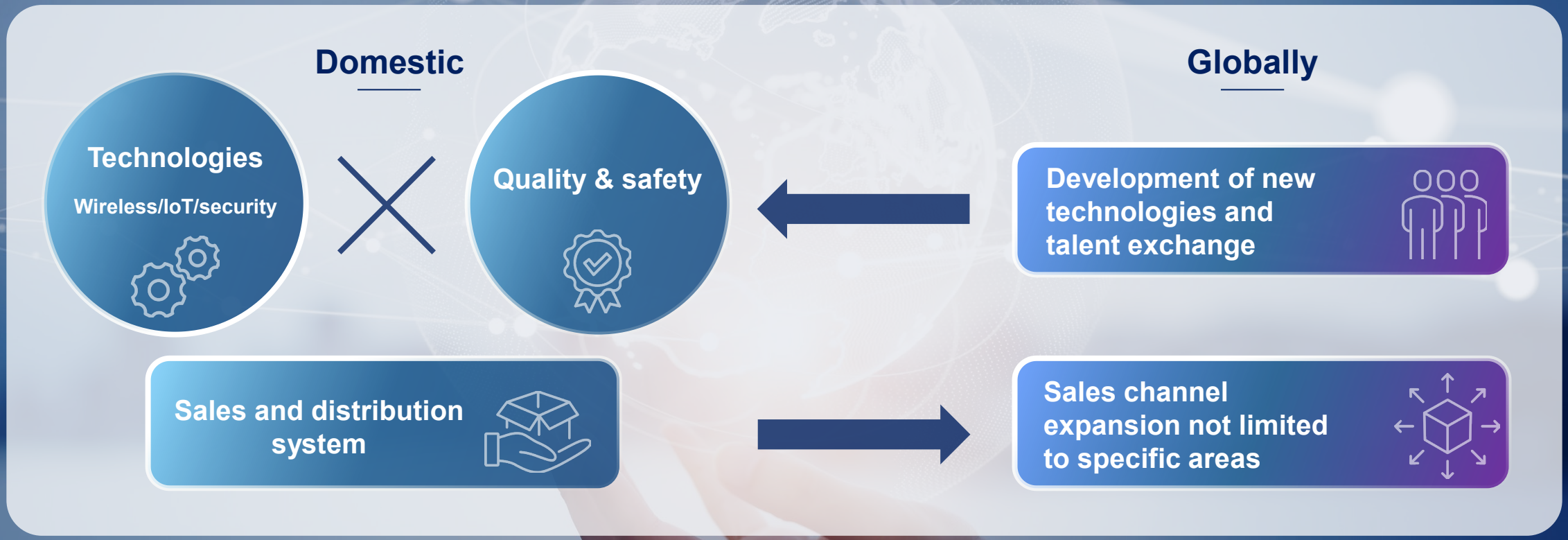
Growing through businesses that are not limited to specific areas by combining technologies and expertise developed in domestic businesses with new technologies and talent exchange acquired globally



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Relationship with Cellebrite (Performance)

Profit or loss on valuation occurring due to the Cellebrite shares we own has an impact on SUNCORPORATION's performance (ordinary profit, current net income)

SUNCORPORATION

- Broad sales network based on sales to domestic law enforcement agencies and sales of communication equipment is a strength
- Listed on the Tokyo Stock Exchange JASDAQ Market (2002)
- Moved to the Tokyo Stock Exchange Standard Market due to the revision of the market classification (2022)



Maintaining uniqueness with respect to various operations

Supporting continuous growth as a stable shareholder

Cellebrite

- Affiliate specializing in digital intelligence with site in Israel
- Listed on U.S. NASDAQ market (2021)



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Relationship with Cellebrite (Business)

Driving domestic forensic products and digital intelligence market
Supplying related products, training, and services

SUNCORPORATION



- **Developing and selling our own related products, such as F-Note, for the Japanese market**
- **Providing original training for forensic product users to the market**

Strengths acquired from selling forensic products on the Japanese market

Accumulated experience and know-how for quick and accurate deployment of the latest forensic products and technologies to the Japanese market

InsEYEts
System that facilitates digital investigation agencies' legal access to mobile phones of all kinds and collection of digital evidence

Cellebrite Guardian
SaaS-based system that integrates management of saving evidence data, administrative sharing, etc.

Cellebrite

A leading company in the digital forensics field



Product sales rights in Japan

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SUNCORPORATION

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Furthermore, this document was created based on financial results and corporate data available as of February 14, 2025.
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