

PLAID (4165-TSE Mothers) ----- December 30,2020**Providing “KARTE,” a cloud service customer experience software**

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For inquiries concerning the report, please contact info@stock-r.org

【 4165 PLAID Sector : Information & Communication 】

Fiscal Year	Net sales (mn yen)	YoY (%)	Operating profit (mn yen)	YoY (%)	Ordinary profit (mn yen)	YoY (%)	Profit (mn yen)	YoY (%)	EPS (yen)	BPS (yen)	DPS (yen)
Sep. 2019	2,937	84.1	-534	-	-678	-	-840	-	-25.1	-45.9	0.0
Sep. 2020	4,007	36.4	-1,079	-	-1,205	-	-1,207	-	-34.2	-78.2	0.0
Sep. 2021 f	5,211	30.0	25	-	-235	-	-238	-	-6.5	-	0.0

Note: Non-consolidated basis. Figures for the fiscal year ending September 2021 are the company's forecasts.
It conducted 1-to-1,000 stock split on April 4, 2019. Per share indices are adjusted retroactively.

KARTE's Services

PLAID provides the customer experience software, KARTE, as a cloud service. The concept of KARTE is to enhance the customer experience of website visitors and app users.

KARTE is a solution that enables client companies to act and communicate in a way optimal for respective visitors by collecting and analyzing visitors' behavioral data on a real-time basis. This can be achieved by client companies incorporating KARTE in their websites and smartphone apps. It also enables client companies to measure its effect.

KARTE primarily has three types of services: “KARTE” for websites, “KARTE for App” for smartphones, and “KARTE Datahub.” The “KARTE Datahub” is an optional service that enables client companies to integrate accumulated “KARTE” and “KARTE for Apps” data with in-house databases as well as to connect such data with other CRM tools.

KARTE's Clients in Various Fields

Client companies that use “KARTE” are in various fields, such as fashion, finance/insurance, human resource services and construction/real estate industries.

It has been introduced by 474 companies as of the end of fiscal year ended September 2020. Since there are companies that concluded contracts for multiple services and a contract is concluded for each website or smartphone app, the number of contracts has steadily increased since the launch of the “KARTE” services, and is 710 as of the end of fiscal year ended September 2020.

PLAID (4165-TSE Mothers) ----- December 30,2020**Financial Statements**

Statement of income	Fiscal Year	Sep. 2018		Sep. 2019		Sep. 2020	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		1,595	100.0	2,937	100.0	4,007	100.0
Cost of sales		393	24.6	794	27.0	1,153	28.8
Gross profit		1,202	75.4	2,143	73.0	2,854	71.2
Selling, general and administrative expenses		1,402	87.9	2,677	91.2	3,934	98.2
Operating profit		-200	-12.5	-534	-18.2	-1,079	-26.9
Non-operating income		0	-	0	-	1	-
Non-operating expenses		28	-	145	-	127	-
Ordinary profit		-228	-14.3	-678	-23.1	-1,205	-30.1
Profit before income taxes		-228	-14.3	-838	-28.6	-1,205	-30.1
Net profit		-230	-14.4	-840	-28.6	-1,207	-30.1

Balance sheet	Fiscal Year	Sep. 2018		Sep. 2019		Sep. 2020	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		2,463	83.3	1,892	85.9	2,642	86.1
Cash and deposits		2,161	73.1	1,374	62.4	2,091	68.2
Accounts receivable-trade		232	7.9	368	16.7	475	15.5
Inventories		-	-	-	-	-	-
Non-current assets		494	16.7	309	14.1	426	13.9
Property, plant and equipment		157	5.3	24	1.1	36	1.2
Intangible assets		2	0.1	-	-	-	-
Investments and other assets		334	11.3	285	13.0	389	12.7
Total assets		2,957	100.0	2,202	100.0	3,068	100.0
Current liabilities		519	17.6	615	27.9	1,084	35.3
Accounts payable-trade		-	-	-	-	-	-
Non-current liabilities		508	17.2	397	18.1	380	12.4
Net assets		1,929	65.2	1,188	54.0	1,604	52.3
Owners' equity		1,929	65.2	1,188	54.0	1,604	52.3

Statement of cash flows	Fiscal Year	Sep. 2018		Sep. 2019		Sep. 2020	
		(mn yen)		(mn yen)		(mn yen)	
Cash flows from operating activities		-80		-623		-1,012	
Depreciation		24		52		25	
Cash flows from investing activities		-490		19		-167	
Cash flows from financing activities		2,498		-183		1,897	
Dividends paid		-		-		-	
Net increase in cash and cash equivalents		1,927		-787		717	
Cash and cash equivalents		2,161		1,374		2,091	

Note: Non-consolidated basis.

Source: Prepared by Stock Research Center based on the notifiable prospectus.

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