

Providing management and operation support platform to small- and medium-sized companies by collaborating with regional financial institutions

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[4167 Kokopelli 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)
Mar. 2019	185	75.2	-98	-	-98	-	-98	-	-22.9	-47.3	0.0
Mar. 2020	413	123.3	-21	-	-21	-	-21	-	-5.0	-52.3	0.0
Mar. 2021 f	888	114.8	86	-	77	-	77	-	12.7	-	0.0

Note: Non-consolidated basis. Figures for the fiscal year ending March 2021 are the company's forecasts.
It conducted 1-to-70 stock split on October 23, 2020. Per share indices are adjusted retroactively.

Supporting Management of Small- and Medium-sized Companies by Collaborating with Regional Financial Institutions

Kokopelli primarily provides "Big Advance," a management support platform for small- and medium-sized companies, and also provides services using "FAI," an artificial intelligence module that utilizes corporate data, and "IT Support Service," a management support service for small- and medium-sized companies and sole proprietors. Of the net sales in the first half of fiscal year ending March 2021, 82.0% was from Big Advance.

Big Advance, a Management Support Platform for Small- and Medium-Sized Companies

The Company provides Big Advance, an SaaS type management support platform for small- and medium-sized companies, to regional financial institutions across Japan. Under a name given by each financial institution such as in the style of "XX Big Advance," each financial institution provides Big Advance services to small- and medium-sized companies with which they do business. Small- and medium-sized companies doing business with financial institutions that introduced Big Advance are able to use services by registering for membership online.

Big Advance is equipped with functions that support business strategy aspects, such as business matchings and partnerships, and daily operations of small- and medium-sized companies. Big Advance member companies can utilize the basic functions with a monthly fee of 3,000 yen plus tax without spending any initial costs.

The revenue from Big Advance is comprised of an initial introduction fee when introducing the service, and monthly operation and maintenance fees the company receives from financial institutions. The operation and maintenance fees are ongoing charges, comprised of monthly fixed-rate payments from financial institutions and payments generated from a revenue sharing model arising from monthly usage fees between financial institutions and member companies.

Financial Statements

Statement of income	Fiscal Year	Mar. 2019		Mar. 2020		Six months to Sep. 2020	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		185	100.0	413	100.0	388	100.0
Cost of sales		142	76.8	191	46.2	175	45.1
Gross profit		42	23.2	222	53.8	213	54.9
Selling, general and administrative expenses		141	76.3	243	59.0	166	42.9
Operating profit		-98	-53.2	-21	-5.1	46	11.9
Non-operating income		0	-	0	-	0	-
Non-operating expenses		0	-	0	-	0	-
Ordinary profit		-98	-53.3	-21	-5.2	46	11.9
Profit before income taxes		-98	-53.3	-21	-5.2	46	11.9
Net profit		-98	-53.4	-21	-5.3	40	10.3

Balance sheet	Fiscal Year	Mar. 2019		Mar. 2020		Six months to Sep. 2020	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		162	92.6	322	91.4	752	96.2
Cash and deposits		115	65.5	249	70.8	647	82.8
Accounts receivable-trade		30	17.5	55	15.6	95	12.2
Inventories		4	2.5	7	2.1	4	0.5
Non-current assets		13	7.4	30	8.6	29	3.8
Property, plant and equipment		7	4.1	16	4.8	18	2.3
Intangible assets		-	-	-	-	-	-
Investments and other assets		5	3.3	13	3.8	11	1.4
Total assets		176	100.0	352	100.0	782	100.0
Current liabilities		43	24.9	84	24.0	96	12.4
Non-current liabilities		5	3.2	23	6.7	-	-
Net assets		126	71.9	244	69.4	685	87.6
Owners' equity		126	71.9	244	69.4	685	87.6

Statement of cash flows	Fiscal Year	Mar. 2019		Mar. 2020		Six months to Sep. 2020	
		(mn yen)	(mn yen)	(mn yen)	(mn yen)		
Cash flows from operating activities		-87	-12	32			
Depreciation		5	5	2			
Cash flows from investing activities		-12	-15	-3			
Cash flows from financing activities		25	162	368			
Dividends paid		-	-	-			
Net increase in cash and cash equivalents		-75	134	397			
Cash and cash equivalents		115	249	647			

Note:Non-consolidated basis.

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

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