

## Selling market and technology trend survey reports on specific themes

This report is an English translation of part of the report issued on December 25, 2020.  
For inquiries concerning the report, please contact [info@stock-r.org](mailto:info@stock-r.org)

## [4171 Global Information Sector : Information &amp; 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)
Dec. 2018	2,363	6.5	318	-	321	-6.7	219	-12.4	87.8	316.1	10.0
Dec. 2019	2,309	-2.3	289	-9.1	342	6.5	229	4.6	91.7	399.4	16.0
Dec. 2020 f	2,012	-12.9	250	-13.5	250	-26.9	201	-12.2	80.4	-	30.0

Note: Non-consolidated basis. Figures for the fiscal year ending December 2020 are the company's forecasts.  
It conducted 1-to-10 stock split on July 18, 2019. Per share indices are adjusted retroactively.

## Primarily Selling Survey Reports on Market and Technology Trends

Global Information purchases research information and conference information from overseas research companies, publishers and hosts of international conferences and exhibitions, and then sells such information. This information is accumulated on its website and is provided as a platform of research information on market and technology trends.

The company's business segments are "market survey reports," "annual information services," "commissioned surveys" and "international conferences and exhibitions."

## Net Sales by Business Segment

Business Segment	Fiscal year ended Dec. 2019		Nine months to Sep. 2020	
	(mn yen)	(%)	(mn yen)	(%)
Market survey reports	1,777	77.0	1,278	83.4
Annual information services	107	4.6	97	6.3
Commissioned surveys	157	6.8	107	7.0
International conferences and exhibitions	266	11.5	49	3.2
<b>Total</b>	<b>2,309</b>	<b>100.0</b>	<b>1,533</b>	<b>100.0</b>

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

## Overview of Each Business

In the survey report business, which accounts for about 80 percent of net sales, the company purchases and sells survey analysis reports that analysts have systematically compiled on market and technology trends for various themes. Outlines, tables of contents and other information on the research are introduced not only in the original English, but also in Japanese, Korean and Chinese. In order to respond to themes in a wide range of fields, it concludes sales agreements with over 300 survey publishers and hosts of international conferences and exhibitions. The number of reports on the company's website is increasing year by year and as of the end of November, there are over 90,000 reports.

Annual information service is a service in which research on market and technology trends is continually provided under an annual contract. For commissioned surveys, the company is entrusted with surveys in which customer needs cannot be covered by existing market survey reports.

The international conferences and exhibitions is a business in which the company advertises for participants for international conferences and exhibitions held around the world. The company provides Japanese, Chinese and Korean translations of the website prepared in English by hosts of international conferences and exhibitions, and also handles applications, inquiries regarding conferences, etc. through the company's website. Affected by the spread of the COVID-19 infection, the net sales of this business is recently in a sluggish state.

## Financial Statements

Statement of income	Fiscal Year	Dec. 2018		Dec. 2019		Nine months to Sep. 2020	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		2,363	100.0	2,309	100.0	1,533	100.0
Cost of sales		1,350	57.1	1,317	57.0	843	55.0
Gross profit		1,013	42.9	992	43.0	689	44.9
Selling, general and administrative expenses		694	29.4	702	30.4	471	30.7
Operating profit		318	13.5	289	12.5	217	14.2
Non-operating income		28	-	77	-	20	-
Non-operating expenses		25	-	24	-	2	-
Ordinary profit		321	13.6	342	14.8	235	15.3
Profit before income taxes		317	13.4	340	14.7	238	15.5
Net profit		219	9.3	229	9.9	187	12.2

Balance sheet	Fiscal Year	Dec. 2018		Dec. 2019		Nine months to Sep. 2020	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		1,295	86.6	1,614	93.2	1,543	93.0
Cash and deposits		734	49.1	1,188	68.6	1,280	77.1
Accounts receivable-trade		266	17.8	260	15.0	163	9.8
Non-current assets		200	13.4	118	6.8	116	7.0
Property, plant and equipment		39	2.6	40	2.3	41	2.5
Intangible assets		4	0.3	5	0.3	4	0.2
Investments and other assets		155	10.4	73	4.2	70	4.2
Total assets		1,495	100.0	1,732	100.0	1,660	100.0
Current liabilities		377	25.2	390	22.5	269	16.2
Accounts payable-trade		134	9.0	113	6.5	76	4.6
Current portion of long-term borrowings		37	2.5	-	-	-	-
Non-current liabilities		327	21.9	343	19.8	246	14.8
Net assets		790	52.8	998	57.6	1,144	68.9
Owners' equity		790	52.8	998	57.6	1,144	68.9

Statement of cash flows	Fiscal Year	Dec. 2018	Dec. 2019
		(mn yen)	(mn yen)
Cash flows from operating activities		218	281
Depreciation		2	2
Cash flows from investing activities		49	137
Cash flows from financing activities		-203	-79
Dividends paid		-125	-25
Net increase in cash and cash equivalents		36	322
Cash and cash equivalents		921	1,243

Note: Non-consolidated basis.

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

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