

SpiderPlus considers fiscal year ending December 2021 as a decisive year for expansion

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[4192 SpiderPlus Sector : Information & Communication]

Fiscal Year	Net sales	YoY	Operating profit	YoY	Ordinary profit	YoY	Profit	YoY	EPS	BPS	DPS
	(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)	(yen)	(yen)	(yen)
Dec. 2019	1,286	41.5	64	-	59	-	63	-	2.2	12.0	0.0
Dec. 2020	1,973	53.4	112	75.0	106	79.7	103	63.5	3.6	14.2	0.0
Dec. 2021 f	2,216	12.3	-540	-	-590	-	-593	-	-19.1	-	0.0

Note: Non-consolidated basis. Figures for the fiscal year ending December 2021 are the company's forecasts.
It conducted 1-to-100 stock split on December 8, 2020. Per share indices are adjusted retroactively.

Develops Information and Communication Technology Business and Engineering Business

SpiderPlus was launched in February 2000 as a heat insulation work company. In the process of tackling productivity improvement, the company started the information and communication technology business in around 2010 that leads to productivity improvement not only of the company, but also of the construction industry. The company released the SaaS-type architectural drawing/on-site management app "SPIDERPLUS" in September 2011 and has since been enriching its optional functions.

The company's businesses are comprised of two businesses, the information and communication technology business and the engineering business, and its net sales composition for the fiscal year ended December 2020 was 75.2% and 24.8% for the information and communication technology business and the engineering business, respectively (Figure 1). It is the company's policy not to expand the engineering business going forward.

Figure 1: Net Sales and Segment Profit

Segment	Net sales		Segment profit	
	Amount (million yen)	Composition (%)	Amount (million yen)	Profit margin (%)
Information and communication technology business	1,483	75.2	432	29.1
Engineering business	489	24.8	73	14.9
Total	1,973	100.0	505	25.6
Adjusted amount	-	-	-392	-
Amount recorded on financial statements	1,973	100.0	112	5.7

Note: Figures show results of the fiscal year ended December 2020.

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

Information and Communication Technology Business

The company provides SPIDERPLUS which leads to productivity improvement on-site for construction and electrical/air conditioning equipment businesses.

SPIDERPLUS attains paperless drawings for construction sites using tablets and smartphones, and enables streamlining operations by importing the measured values into the app in linkage with on-site photos and inspection equipment. By eliminating paper on-site and making information comprehensively managed on the cloud, this service promotes information sharing between offices and team members and contributes to productivity improvement in the construction industry, where long working hours and labor shortages are permanent issues.

Corporate Plan for the Fiscal Year Ending December 2021

In its corporate plan for the fiscal year ending December 2021, the company forecasts net sales of 2,216 million yen (12.3% year-on-year increase) and operating loss of 540 million yen. The company forecasts a loss for the fiscal year ending December 2021 as it will implement up-front investments to make SPIDERPLUS a de facto standard by increasing its recognition at once and acquire new customers. It can be said that it is a plan which its determination can be seen.

Figure 2: Financial Statements

Statement of income	Fiscal Year	Dec. 2018		Dec. 2019		Dec. 2020	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		909	100.0	1,286	100.0	1,973	100.0
Cost of sales		515	56.7	620	48.2	924	46.8
Gross profit		393	43.2	665	51.7	1,048	53.1
Selling, general and administrative expenses		510	56.1	600	46.7	935	47.4
Operating profit		-117	-12.9	64	5.0	112	5.7
Non-operating income		0	-	0	-	0	-
Non-operating expenses		6	-	5	-	6	-
Ordinary profit		-123	-13.5	59	4.6	106	5.4
Profit before income taxes		-124	-13.6	59	4.6	108	5.5
Net profit		-124	-13.6	63	4.9	103	5.2

Balance sheet	Fiscal Year	Dec. 2018		Dec. 2019		Dec. 2020	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		654	90.3	786	90.8	820	90.6
Cash and deposits		414	57.2	408	47.1	469	51.8
Accounts receivable-trade		162	22.4	229	26.4	287	31.7
Inventories		22	3.0	20	2.3	2	0.2
Costs on uncompleted construction contracts		43	5.9	101	11.7	37	4.1
Non-current assets		70	9.7	79	9.1	84	9.3
Property, plant and equipment		55	7.6	58	6.7	68	7.5
Intangible assets		4	0.6	5	0.6	3	0.3
Investments and other assets		10	1.4	15	1.7	12	1.3
Total assets		724	100.0	866	100.0	905	100.0
Current liabilities		274	37.8	405	46.8	396	43.8
Accounts payable for construction contracts		38	5.2	35	4.0	33	3.6
Short-term borrowings		50	6.9	97	1.2	100	11.0
Current portion of long-term borrowings		67	9.3	65	7.5	75	8.3
Non-current liabilities		167	23.1	114	13.2	99	10.9
Long-term borrowings		145	20.0	106	12.2	90	9.9
Net assets		282	39.0	346	40.0	408	45.1
Owners' equity		282	39.0	346	40.0	408	45.1

Statement of cash flows	Fiscal Year	Dec. 2018	Dec. 2019	Dec. 2020
		(mn yen)	(mn yen)	(mn yen)
Cash flows from operating activities		-97	20	130
Depreciation		15	14	19
Cash flows from investing activities		0	-17	12
Cash flows from financing activities		261	-6	-43
Dividends paid		-	-	-
Net increase in cash and cash equivalents		164	-3	99
Cash and cash equivalents		368	365	464

Note: Non-consolidated basis.

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

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