

**Manufactures and sells cosmetics and health foods using eggshell membranes as main raw material**

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**[ 4932 ALMADO Sector : Chemicals ]**

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)
Mar. 2020	5,796	53.0	985	114.4	982	115.2	651	95.3	65.0	194.3	0.0
Mar. 2021	4,547	-21.5	527	-46.5	537	-45.4	367	-43.5	36.7	231.0	0.0
Mar. 2022 f	4,883	7.4	820	55.7	819	52.5	556	51.4	55.3	-	0.0

Note: Non-consolidated basis. Figures for the fiscal year ending March 2022 are the company's forecasts.

**Manufactures and Sells Cosmetics and Health Foods Using Eggshell Membranes as Raw Material**

ALMADO is engaged in the planning, manufacturing and sales of cosmetics and health foods, such as supplements, using eggshell membranes as the main raw material. As eggshell membranes are said to be "a natural bandage," it is a natural material that has been used for healing wounds from long ago. It has been attracting attention as a material that is useful for beauty and health, but there were issues of scientifically proving its effects and the difficulty to stably manufacture high-quality products at a low price.

As a result of the company's founder conducting research and development jointly with universities and other companies, the company was able to develop a unique eggshell membrane processing technology that solves the quality and cost issues. The technology also achieved minimal loss of the principal ingredient of eggshell membranes and a low odor intensity. Using the technology, the company has been releasing cosmetics and health foods using eggshell membranes.

The company sells its products through four channels: sales through television-shopping programs, wholesale, OEM sales and e-commerce sales by the company.

With regard to sales through television-shopping programs, there was a time when the company enhanced its business performance through this channel, and it still accounts for close to 30% of its sales. OEM sales is the sales channel in which there is a large fluctuation in sales composition as it accounted for over 40% of its sales in the fiscal year ended March 2020, but dropped 55.2% year-on-year in the fiscal year ended March 2021 due to the influence of trends in suppliers. On the other hand, e-commerce sales continues to grow steadily, accounting for 37.7% of its sales in the fiscal year ended March 2021 and becoming its largest sales channel.

**Financial Statements**

Statement of income	Fiscal Year	Mar. 2019		Mar. 2020		Mar. 2021	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		3,788	100.0	5,796	100.0	4,547	100.0
Cost of sales		1,644	43.4	2,185	37.7	1,743	38.3
Gross profit		2,144	56.6	3,610	62.3	2,804	61.7
Selling, general and administrative expenses		1,685	44.5	2,625	45.3	2,277	50.1
Operating profit		459	12.1	985	17.0	527	11.6
Non-operating income		0	-	0	-	10	-
Non-operating expenses		2	-	2	-	0	-
Ordinary profit		456	12.1	982	17.0	537	11.8
Profit before income taxes		457	12.1	982	17.0	537	11.8
Net profit		333	8.8	651	11.2	367	8.1

Balance sheet	Fiscal Year	Mar. 2019		Mar. 2020		Mar. 2021	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		1,879	91.4	2,636	93.4	2,787	93.4
Cash and deposits		589	28.6	543	19.2	1,133	38.0
Accounts receivable-trade		588	28.6	1,085	38.5	864	29.0
Inventories		646	31.4	948	33.6	740	24.8
Non-current assets		177	8.6	186	6.6	197	6.6
Property, plant and equipment		45	2.2	64	2.3	63	2.1
Intangible assets		38	1.9	37	1.3	34	1.2
Investments and other assets		93	4.5	84	3.0	99	3.3
Total assets		2,056	100.0	2,823	100.0	2,984	100.0
Current liabilities		459	22.4	851	30.2	640	21.5
Accounts payable-trade		120	5.8	191	6.8	197	6.6
Non-current liabilities		299	14.6	22	0.8	27	0.9
Net assets		1,297	63.1	1,949	69.0	2,317	77.6
Owners' equity		1,297	63.1	1,949	69.0	2,317	77.6

Statement of cash flows	Fiscal Year	Mar. 2019		Mar. 2020		Mar. 2021	
		(mn yen)	(mn yen)	(mn yen)	(mn yen)		
Cash flows from operating activities		117	223	653			
Depreciation		25	27	21			
Cash flows from investing activities		-1	-48	-13			
Cash flows from financing activities		-514	-221	-50			
Dividends paid		-453	-	-			
Net increase in cash and cash equivalents		-398	-46	590			
Cash and cash equivalents		589	543	1,133			

Note: Non-consolidated basis.

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

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