

BlueMeme (4069-TSE Mothers) ----- July 2, 2021**Provider of entrusted system development services by combining low-code technologies and agile methods**

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

[4069 BlueMeme 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. 2020	1,800	20.3	31	-64.0	30	-65.1	10	-83.6	5.2	-168.6	0.0
Mar. 2021	2,101	16.7	175	5.6x	174	5.8x	130	13.0x	62.5	190.4	0.0
Mar. 2022 f	1,931	-8.1	236	34.9	223	28.2	148	13.8	47.9	-	0.0

Note: Consolidated basis. Figures for the fiscal year ending March 2022 are the company's forecasts.
It conducted 1-to-2 stock split on April 23, 2021. Per share indicies are adjusted retroactively.

Aims to Realize Users' In-House System Development

BlueMeme's business purpose is not only to streamline operations of customer companies, but also to focus on developing information systems that can be used as indispensable methods for executing management strategies, and enhance productivity of customer companies. The company's policy is to pursue a business strategy that realizes a structure where customers can take the initiative in developing their systems.

Since the traditional method of entrusting development operations to a system integrator is mainly asking them to manually develop a system from scratch, there are disadvantages such as (1) it requires much manpower and time and (2) it is difficult to adapt to changes in circumstances. In addition, excessive dependence on system integrators (outsourcing all of the development work) could have harmful influences such as the weakening of a company's IT department and low development of IT human resources, and can be an obstacle for a company's IT strategies.

The group is specialized in low-code technologies and agile methods, and develops systems at low costs and in short periods of time by using its unique project management method. Speedy IT investment is enabled by accumulating system development expertise together with the customer. In addition, the company's present objective is to dissolve the dependence of customers on external parties in system development and realize "in-house system development" at customer companies.

The company discloses net sales in the two categories of "professional services" and "software license sales." "Professional services" is composed of the two services of the "entrusted development service" and the "training service," which is a service for engineers of customer companies. In "software license sales" the company earns annual license fees. Professional services accounted for 61% of net sales in the fiscal year ended March 2021 and software license sales accounted for 39%.

BlueMeme (4069-TSE Mothers) ----- July 2, 2021**Financial Statements**

Statement of income	Fiscal Year	Mar. 2019		Mar. 2020		Mar. 2021	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		1,496	100.0	1,800	100.0	2,101	100.0
Cost of sales		1,036	69.3	1,275	70.8	1,410	67.1
Gross profit		460	30.7	524	29.1	691	32.9
Selling, general and administrative expenses		373	24.9	492	27.3	515	24.5
Operating profit		86	5.7	31	1.7	175	8.3
Non-operating income		0	-	0	-	2	-
Non-operating expenses		0	-	1	-	3	-
Ordinary profit		86	5.7	30	1.7	174	8.3
Profit before income taxes		67	4.5	30	1.7	174	8.3
Profit attributable to owners of parent		61	4.1	10	0.6	130	6.2

Balance sheet	Fiscal Year	Mar. 2019		Mar. 2020		Mar. 2021	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		814	80.2	1,073	84.4	1,179	85.1
Cash and deposits		363	35.8	584	45.9	645	46.5
Accounts receivable-trade		264	26.0	294	23.1	227	16.4
Inventories		9	0.9	8	0.6	0	0.0
Non-current assets		201	19.8	199	15.6	206	14.9
Property, plant and equipment		115	11.3	105	8.3	92	6.6
Intangible assets		0	0.0	7	0.6	24	1.7
Investments and other assets		85	8.4	85	6.7	89	6.4
Total assets		1,015	100.0	1,272	100.0	1,386	100.0
Current liabilities		583	57.4	666	52.4	733	52.9
Accounts payable-trade		64	6.3	103	8.1	62	4.5
Current portion of long-term borrowings		233	23.0	133	10.5	113	8.2
Non-current liabilities		84	8.3	247	19.4	129	9.3
Long-term borrowings		47	4.6	208	16.4	94	6.8
Net assets		347	34.2	358	28.1	523	37.7
Owners' equity		347	34.2	358	28.1	523	37.7

Statement of cash flows	Fiscal Year	Mar. 2019	Mar. 2020	Mar. 2021
		(mn yen)	(mn yen)	(mn yen)
Cash flows from operating activities		-64	174	182
Depreciation		7	14	20
Cash flows from investing activities		-148	-13	-21
Cash flows from financing activities		279	59	-100
Dividends paid		-	-	-
Net increase in cash and cash equivalents		66	221	61
Cash and cash equivalents		363	584	645

Note: Consolidated basis.

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

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