

Strength is its technology that visualizes big data

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[4071 Plus Alpha Consulting 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)
Sep. 2019	3,439	35.8	990	-	995	36.3	638	22.5	16.0	66.8	3.3
Sep. 2020	4,726	37.4	1,430	44.4	1,445	45.2	1,026	60.8	25.7	89.1	5.1
Sep. 2021 f	6,000	27.0	1,838	28.5	1,821	26.0	1,191	16.1	29.8	-	5.9

Note: Non-consolidated basis. Figures for the fiscal year ending September 2021 are the company's forecasts.
It conducted 1-to-40 stock split on February 10, 2021. Per share indices are adjusted retroactively.

Supports Operation Streamlining and Decision Making of Customer Companies by Visualizing Information

Plus Alpha Consulting is engaged in services that support operation streamlining and decision making of customer companies by providing an SaaS-type solution that visualizes text, numerical data, images, sounds and other information that has not been visualized and enables analysis by persons even without knowledge on programming or statistical processing.

The company is conducting three businesses of the "Mieruka-Engine business" launched in May 2008, the "CustomerRings business" launched in July 2011, and "Talent Palette business" launched in September 2016. All of the businesses have recurring revenue models, and the company is recently focusing on the Talent Palette business.

Professional Solution Business

Figure: Sales Breakdown

	Fiscal year ended Sep. 2020		Six months to Mar. 2021	
	Amount (million yen)	Composition (%)	Amount (million yen)	Composition (%)
Net sales				
Mieruka-Engine business	1,628	34.4	821	28.5
CustomerRings business	1,218	25.8	654	22.7
Talent Palette business	1,878	39.7	1,405	48.8
Total	4,726	100.0	2,880	100.0

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

Mieruka-Engine Business

The company provides "Mieruka-Engine," which is a tool that visualizes a large amount of customers' reviews. It is a service that analyzes information from a wide range of data sources using text mining and visualizes the discontents and needs of customers. Such data sources include customer questionnaires, logs of call centers, a massive amount of customers' opinions expressed on SNS, blogs, etc., business daily reports of salespeople, voice data converted into text and patents/theses as well as other intellectual property information.

CustomerRings Business

The company provides "CustomerRings," which is a CRM/marketing automation tool that

integrates customer attributes and behavior history data and forms the most appropriate marketing measures based on the analysis results. It features an interface allowing intuitive operations, various functions that enable analyzing and visualizing the behaviors of each and every customer, corresponding to various channels including e-mail, SMS, chats, apps, and such.

Talent Palette Business

The company provides “Talent Palette,” a scientific human affairs platform that realizes the most appropriate positioning of employees, prevention of employee turnover, effective employment by consolidating human affairs information including the employee’s skills, aptitude, personnel evaluations, carriers, questionnaire information and employment information, and then analyzing and visualizing the information.

Plus Alpha Consulting (4071 TSE Mothers)- - - - - July 09,2021

Financial Statements

Statement of income	Fiscal Year	Sep. 2019		Sep. 2020		Six months to Mar.2021	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		3,439	100.0	4,726	100.0	2,880	100.0
Cost of sales		987	28.7	1,341	28.4	833	28.9
Gross profit		2,451	71.3	3,385	71.6	2,047	71.1
Selling, general and administrative expenses		1,460	42.5	1,954	41.3	1,004	34.9
Operating profit		990	28.8	1,430	30.3	1,043	36.2
Non-operating income		9	-	16	-	7	-
Non-operating expenses		4	-	1	-	0	-
Ordinary profit		995	28.9	1,445	30.6	1,050	36.5
Profit before income taxes		978	28.4	1,445	30.6	1,050	36.5
Net profit		638	18.6	1,026	21.7	688	23.9

Balance sheet	Fiscal Year	Sep. 2019		Sep. 2020		Mar.2021	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		2,694	78.8	3,897	87.1	4,441	87.8
Cash and deposits		2,213	64.7	3,251	72.7	3,590	71.0
Accounts receivable-trade		389	11.4	560	12.5	633	12.5
Inventories		4	0.1	7	0.2	8	0.2
Non-current assets		724	21.0	576	12.9	618	12.2
Property, plant and equipment		81	2.4	88	2.0	126	2.5
Intangible assets		5	0.1	3	0.1	2	0.0
Investments and other assets		637	18.6	485	10.8	489	9.7
Total assets		3,418	100.0	4,473	100.0	5,059	100.0
Current liabilities		742	21.7	897	20.1	1,000	19.8
Accounts payable - trade		45	1.3	61	1.4	77	1.5
Net assets		2,676	78.3	3,576	79.9	4,059	80.2
Owners' equity		2,671	78.1	3,565	79.7	4,048	80.0

Statement of cash flows	Fiscal Year	Sep. 2019		Sep. 2020		Six months to Mar.2021	
		(mn yen)	(mn yen)	(mn yen)	(mn yen)		
Cash flows from operating activities		737	1,017	591			
Depreciation		13	17	10			
Cash flows from investing activities		-119	143	-47			
Cash flows from financing activities		4	-123	-205			
Dividends paid		-	-130	-205			
Net increase in cash and cash equivalents		621	1,037	339			
Cash and cash equivalents		2,213	3,251	3,590			

Note: Non-consolidated basis.

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