

Dispatching salespeople to IT companies and supporting the nursing care industry

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【7376 BCC Sector : Services】

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	1,004	21.8	43	-	42	210.1	51	51.4	59.7	207.7	0.0
Sep.2020	1,031	2.6	38	-10.7	45	7.2	30	-40.1	35.8	243.5	0.0
Sep.2021 f	1,134	10.1	115	199.4	100	122.3	66	115.3	73.0	-	0.0

Note: Non-consolidated basis. Figures for the fiscal year ending September 2021 are the company's forecasts.
It conducted 1-to-60 stock split on February 10, 2021. Per share indices are adjusted retroactively.

Providing Salespeople to IT Companies and Supporting the Healthcare Industry Centering on Nursing Care Recreation

BCC's business is categorized into the IT sales outsourcing business that dispatches workers to sales departments of major IT companies and the healthcare business providing supportive services in the nursing care segment. Its main business is the IT sales outsourcing business which accounted for 85.3% of net sales in the fiscal year ended September 2020 and recorded profits to more than offset losses incurred by the healthcare business which accounted for 14.7% of the net sales.

IT Sales Outsourcing Business

BCC dispatches employees educated and trained in-house as salespeople to major IT companies to enhance and complement their sales departments. The average number of dispatched personnel during the fiscal year ended September 2020 was 105. In addition, it also sells appropriate cloud services to small- to medium-sized companies as a sales agent of major IT companies, and has a track record of transactions with a cumulative total of over 1,200 small- to medium-sized companies.

Healthcare Business

The healthcare business is categorized into the nursing care recreation business and the healthcare support business.

The nursing care recreation business is a business to support staffs of nursing care facilities in the nursing care recreation field. The main service is operation of a qualification system for "recreation nursing care workers." A general incorporated association wholly-owned by BCC is a qualification certifying agency and there are currently over 30,000 qualified persons. In addition, BCC also operates its own media for nursing care workers. The core of such media is "kaigo recreation hiroba" in which it provides materials, etc. for nursing care recreation targeting elderlies free of charge.

In the healthcare support business, BCC conducts operation of healthcare related facilities entrusted from local governments, etc. as well as market survey and promotion support for companies aiming to enter or expand business in the healthcare field.

Financial Statements

Statement of income	Fiscal Year	Sep. 2019		Sep. 2020		Six months to Mar.2021	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		1,004	100.0	1,031	100.0	574	100.0
Cost of sales		594	59.2	595	57.8	314	54.7
Gross profit		409	40.8	435	42.2	260	45.3
Selling, general and administrative expenses		366	36.5	397	38.5	163	28.5
Operating profit		43	4.3	38	3.7	96	16.8
Non-operating income		0	-	9	-	0	-
Non-operating expenses		1	-	2	-	2	-
Ordinary profit		42	4.2	45	4.4	94	16.4
Profit before income taxes		36	3.6	45	4.4	94	16.4
Net Profit		51	5.1	30	3.0	61	10.8

Balance sheet	Fiscal Year	Sep. 2019		Sep. 2020		Mar.2021	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		376	81.6	396	84.8	429	85.3
Cash and deposits		247	53.5	264	56.6	284	56.5
Accounts receivable-trade		112	24.3	117	25.2	137	27.3
Inventories		9	2.0	3	0.8	1	0.4
Non-current assets		84	18.4	71	15.2	73	14.7
Property, plant and equipment		11	2.5	9	2.1	9	1.8
Intangible assets		2	0.6	3	0.8	4	0.8
Investments and other assets		70	15.3	57	12.3	60	12.0
Total assets		461	100.0	467	100.0	503	100.0
Current liabilities		198	43.1	206	44.1	215	42.7
Accounts payable - trade		2	0.5	6	1.5	4	0.9
Non-current liabilities		84	18.2	51	11.0	17	3.4
Net assets		178	38.7	209	44.9	271	53.9
Owners' equity		178	38.7	209	44.9	271	53.9

Statement of cash flows	Fiscal Year	Sep. 2019	Sep. 2020	Six months to Mar.2021
		(mn yen)	(mn yen)	(mn yen)
Cash flows from operating activities		67	62	67
Depreciation		4	3	1
Cash flows from investing activities		12	-10	-1
Cash flows from financing activities		-45	-34	-45
Dividends paid		-	-	-
Net increase in cash and cash equivalents		34	17	20
Cash and cash equivalents		247	264	284

Note: Non-consolidated basis.

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

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