

**Colan Totte (7792 TSE Mothers) ----- July 09,2021**

**Main products are Colantotte products, which are personal-use magnetic therapeutic devices effective for stiff shoulders, etc.**

This report is an English translation of part of the report issued on July 09, 2021.  
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**[7792 Colan Totte Sector : Other Products]**

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	2,942	-	453	-	431	-	271	-	33.9	70.2	0.0
Sep.2020	2,886	-1.9	504	11.3	490	13.7	324	19.6	40.6	110.8	0.0
Sep.2021 f	3,523	22.1	622	23.4	602	22.9	408	25.9	50.1	-	12.0

Note: Non-consolidated basis. Figures for the fiscal year ending September 2021 are the company's forecasts.  
It conducted 1-to-200 stock split on February 19, 2021. Per share indices are adjusted retroactively.

### **Provider of Products and Services Contributing to QOL Enhancement Centering on Personal-Use Magnetic Therapeutic Devices**

Colan Totte is engaged in two businesses; the Colantotte business centering on product development and sales of personal-use magnetic therapeutic devices in an aim to enhance the quality of life (QOL) of consumers, and the Colantotte Safety System (CSS) business providing an emergency contact service. The CSS business was launched in January 2017, but its net sales in the fiscal year ended September 2020 was only two million yen.

Colantotte is a brand of its personal-use magnetic therapeutic devices effective for blood circulation improvement and stiffness relief of the body parts they are worn on, such as shoulders and lower back. Its personal-use magnetic therapeutic devices are controlled medical devices based on the Pharmaceuticals and Medical Devices Act and certified by certification authorities appointed by the Ministry of Health, Labour and Welfare. The company develops and sells the products, but production is outsourced.

Its products are categorized into the necklace group for neck and shoulders, the loop group for arms, the wear group and the supporter group for upper and lower back, knees and elbows. As for the net sales composition by product group, the necklace group accounted for 84.0% in the fiscal year ended September 2020 and 85.1% in the first half of the fiscal year ending September 2021. In particular, the Colantotte TAO necklace series, which are high-price range products utilizing a high density of magnets, accounted for 52.6% of the net sales in the fiscal year ended September 2020 and 48.0% of the net sales in the first half of the fiscal year ending September 2021, and is its flagship product.

By sales channel, the net sales composition of domestic wholesale in the wholesale segment is high at slightly less than 80%. In domestic wholesale, the company conducts sales to Mega Sports, XEBIO, MURASAKI SPORTS, Alpen (3028 TSE First Section), HIMARAYA (7514 TSE First Section) and other sports mass retailers, as well as home electronics mass retailers, online/television mail order companies, etc.

**Colan Totte (7792 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		2,942	100.0	2,886	100.0	1,723	100.0
Cost of sales		1,140	38.7	1,066	36.9	604	35.1
Gross profit		1,801	61.2	1,819	63.0	1,119	64.9
Selling, general and administrative expenses		1,347	45.8	1,314	45.5	714	41.4
Operating profit		453	15.4	504	17.5	405	23.5
Non-operating income		3	-	8	-	1	-
Non-operating expenses		25	-	22	-	7	-
Ordinary profit		431	14.6	490	17.0	398	23.1
Profit before income taxes		428	14.5	482	16.7	398	23.1
Net profit		271	9.2	324	11.2	269	15.6

Balance sheet	Fiscal Year	Sep. 2019		Sep. 2020		Mar.2021	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		1,367	61.5	1,482	63.8	1,727	67.2
Cash and deposits		434	19.5	507	21.8	532	20.7
Accounts receivable-trade		520	23.4	483	20.8	609	23.7
Inventories		395	17.8	470	20.2	535	20.8
Non-current assets		854	38.4	841	36.2	844	32.8
Property, plant and equipment		667	30.0	659	28.4	657	25.6
Intangible assets		100	4.5	92	4.0	79	3.1
Investments and other assets		87	3.9	89	3.8	106	4.1
Total assets		2,222	100.0	2,323	100.0	2,571	100.0
Current liabilities		1,093	49.2	997	42.9	1,065	41.4
Accounts payable - trade		105	4.7	145	6.2	217	8.4
Short-term borrowings		200	9.0	250	10.8	200	7.8
Current portion of bonds payable		35	1.6	35	1.5	35	1.4
Current portion of long-term borrowings		339	15.3	183	7.9	156	6.1
Non-current liabilities		566	25.5	439	18.9	350	13.6
Bonds payable		237	10.7	202	8.7	185	7.2
Long-term borrowings		324	14.6	232	10.0	161	6.3
Net assets		561	25.2	886	38.1	1,155	44.9
Owners' equity		561	25.2	886	38.1	1,155	44.9

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		115	378	216
Depreciation		68	72	31
Cash flows from investing activities		-11	-59	-23
Cash flows from financing activities		-117	-236	-167
Dividends paid		-	-	-
Net increase in cash and cash equivalents		-14	82	26
Cash and cash equivalents		412	495	521

Note: Non-consolidated basis.

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