

Delivery Consulting (9240 TSE Mothers)- - - - - August 6,2021**Sales of data strategy is expanding**

This report is an English translation of part of the report issued on August 3, 2021.
For inquiries concerning the report, please contact info@stock-r.org

[9240 Delivery Consulting 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)
Jul. 2019	1,148	47.8	10	-	9	-	9	-	2.5	14.6	0.0
Jul. 2020	1,509	31.4	122	12.1x	126	13.7x	114	12.5x	31.4	46.0	0.0
Jul. 2021 f	1,794	18.9	242	98.6	234	85.5	158	38.0	40.7	-	0.0

Note: Consolidated basis. Figures for the fiscal year ending July 2021 are the company's forecasts.
It conducted 1-to-100 stock split on April 2, 2021. Per share indices are adjusted retroactively.

Provides Technology Consulting for Promoting Digital Transformation

Delivery Consulting provides a solution that selects the most appropriate IT products and services for customer companies to promote their digital transformation from numerous existing IT products and services and combines it with their consulting service.

The company provides various services; the digital migration service (60.0% of net sales for the fiscal year ended July 2020), the data strategy service (15.1%) and the intelligent automation service (17.3%). The remaining net sales is from their overseas subsidiary.

Digital Migration

The digital migration service helps realize the digital utilization that customer companies envision, and plays the role of establishing the foundation for collecting the necessary data for proceeding the customer company's digital transformation. The service launches a development system necessary to promote digitalization and establishes a structure that enables business expansion of the digital transformation to be conducted continuously by customer companies themselves.

Data Strategy

The data strategy service plays the role of establishing a strategy to efficiently utilize data collected through foundations established in the digital migration and paving the way to business reform. It conducts system design and construction to enable using data in the necessary format when customer companies need them by selecting the most appropriate digital technology out of the IT products and services around the globe.

Intelligent Automation

The intelligent automation service supports further streamlining by automating on-site operations of customer companies as well as digital use. Not only supporting the introduction of advanced IT products and services provided by other companies, the company creates added value by also providing a consulting service .

Delivery Consulting (9240 TSE Mothers)- - - - - August 6,2021**Financial Statements**

Statement of income	Fiscal Year	Jul. 2019		Jul. 2020		Nine months to Apr.2021	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		1,148	100.0	1,509	100.0	1,326	100.0
Cost of sales		885	77.1	1,137	75.4	925	69.8
Gross profit		263	22.9	371	24.6	401	30.2
Selling, general and administrative expenses		253	22.0	249	16.5	185	14.0
Operating profit		10	0.9	122	8.1	215	16.2
Non-operating income		1	-	7	-	7	-
Non-operating expenses		2	-	3	-	4	-
Ordinary profit		9	0.8	126	8.4	217	16.4
Profit before income taxes		8	0.7	111	7.4	216	16.3
Profit attributable to owners of parent		9	0.8	114	7.6	141	10.7

Balance sheet	Fiscal Year	Jul. 2019		Jul. 2020		Apr.2021	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		245	72.4	549	84.5	767	91.7
Cash and deposits		97	28.8	347	53.5	545	65.2
Accounts receivable-trade		109	32.4	148	22.8	175	20.9
Inventories		10	3.1	22	3.5	11	1.4
Non-current assets		93	27.6	100	15.5	69	8.3
Property, plant and equipment		47	14.1	29	4.5	26	3.2
Intangible assets		1	0.5	1	0.2	1	0.2
Investments and other assets		44	13.0	70	10.8	40	4.9
Total assets		339	100.0	650	100.0	836	100.0
Current liabilities		204	60.3	348	53.5	296	35.5
Accounts payable - trade		27	8.0	44	6.9	49	5.9
Non-current liabilities		77	23.0	131	20.2	153	18.4
Net assets		56	16.7	171	26.3	386	46.2
Owners' equity		53	15.8	168	25.8	384	46.0

Statement of cash flows	Fiscal Year	Jul. 2019	Jul. 2020
		(mn yen)	(mn yen)
Cash flows from operating activities		7	173
Depreciation		10	13
Cash flows from investing activities		-48	-7
Cash flows from financing activities		-49	85
Dividends paid		-	-
Net increase in cash and cash equivalents		-90	250
Cash and cash equivalents		97	347

Note: Consolidated basis.

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

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