

Providing various SaaS format services that streamline contact center operations

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[4370 Mobilus 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)
Aug. 2019	741	-	-89	-	-88	-	-103	-	-22.2	154.3	0.0
Aug. 2020	952	28.5	41	-	54	-	74	-	15.5	240.2	0.0
Aug. 2021 f	1,218	27.9	113	2.8x	125	2.3x	150	2.0x	28.8	-	0.0
Aug. 2022 f	1,506	23.6	280	2.5x	282	2.3x	212	41.3	38.2	-	0.0

Note: Non-consolidated basis. Figures for the fiscal year ending August 2021 and 2022 are the company's forecasts.
It conducted 1-to-12 stock split on June 1, 2021. Per share indicies are adjusted retroactively.

Streamline Contact Center Operations

Mobilus provides various services that streamline operations as SaaS, mainly targeting contact centers. It provides manual chat support via operators, chatbots that automatically respond to inquiries via chats and other services, and supports the decreasing of the operator burden, operation streamlining, cost reduction and increasing customer satisfaction.

The company discloses its service content by segmenting them into the three services of the SaaS service, the professional service and the innovation lab service.

SaaS Service

The SaaS service provides five SaaS products as subscription format services for a monthly fee or annual fee, according to the use period. It accounted for 40.4% of the net sales in the fiscal year ended August 2020.

Professional Service

The professional service accounted for 29.3% of net sales in the fiscal year ended August 2020. It provides initial introduction support, customized development and other services for its SaaS service, and support to maximize the effect of system introduction by customers.

Innovation Lab Service

The innovation lab service accounted for 30.1% of net sales in the fiscal year ended August 2020. It handles contracted development of a system that potentially leads to future commercialization or new business, centering on the communication field.

Sales Channel and Customer Base

The company provides its services through the three sales channels of direct sales, distribution agents and OEM supply. The breakdown of the SaaS service by sales channel in the first three quarters of the fiscal year ending August 2021 was 33% by direct sales, 36% by distribution agents and 31% by OEM supply. Recently, the growth rate of direct sales is high.

Mobilus (4370 TSE Mothers) - - - - - September 03,2021**Financial Statements**

Statement of income	Fiscal Year	Aug. 2019		Aug. 2020		Nine months to May 2021	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		741	100.0	952	100.0	899	100.0
Cost of sales		375	50.6	417	43.8	364	40.5
Gross profit		365	49.3	535	56.2	534	59.4
Selling, general and administrative expenses		454	61.3	493	51.8	429	47.7
Operating profit		-89	-	41	4.3	105	11.7
Non-operating income		1	-	15	-	17	-
Non-operating expenses		1	-	2	-	3	-
Ordinary profit		-88	-	54	5.7	119	13.2
Profit before income taxes		-87	-	54	5.7	119	13.2
Net profit		-103	-	74	7.8	139	15.5

Balance sheet	Fiscal Year	Aug. 2019		Aug. 2020		May 2021	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		736	75.6	1,265	76.9	1,259	71.7
Cash and deposits		552	56.7	1,078	65.6	1,087	61.9
Accounts receivable-trade		150	15.4	167	10.2	147	8.4
Inventories		1	0.1	0	0.0	7	0.4
Non-current assets		236	24.3	377	22.9	495	28.2
Property, plant and equipment		17	1.7	15	0.9	18	1.0
Intangible assets		203	20.9	341	20.7	432	24.6
Investments and other assets		15	1.5	20	1.2	44	2.5
Total assets		973	100.0	1,644	100.0	1,755	100.0
Current liabilities		162	16.6	277	16.8	256	14.6
Accounts payable - trade		15	1.5	25	1.5	14	0.8
Short-term borrowings		-	-	-	-	40	2.3
Current portion of long-term borrowings		14	1.4	53	3.2	11	0.6
Non-current liabilities		86	8.8	115	7.0	107	6.1
Long-term borrowings		61	6.3	107	6.5	100	5.7
Net assets		723	74.3	1,251	76.1	1,391	79.3
Owners' equity		723	74.3	1,251	76.1	1,391	79.3

Statement of cash flows	Fiscal Year	Aug. 2019	Aug. 2020
		(mn yen)	(mn yen)
Cash flows from operating activities		-70	197
Depreciation		32	72
Cash flows from investing activities		-147	-210
Cash flows from financing activities		35	539
Dividends paid		-	-
Net increase in cash and cash equivalents		-182	526
Cash and cash equivalents		552	1,078

Note: Non-consolidated basis.

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

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