

**ROBOT PAYMENT (4374 TSE Mothers) - - - - - October 8,2021****Provider of online payment settlement agency service and invoice management cloud service**

This report is an English translation of part of the report issued on October 1, 2021.  
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**[4374 ROBOT PAYMENT 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)
Dec. 2019	910	-43.0	30	-	27	-58.2	-153	-	-43.1	0.0	0.0
Dec. 2020	1,078	18.4	86	186.6	79	187.6	109	-	30.4	74.0	0.0
Dec. 2021 f	1,333	23.6	150	74.0	124	56.5	102	-6.0	28.2	-	0.0

Note: Non-consolidated basis. Figures for the fiscal year ending December 2021 are the company's forecasts.  
It conducted 1-to-2 stock split on June 4, 2021. Per share indices are adjusted retroactively.

**Strong in Services Targeting Subscription Business Operators**

ROBOT PAYMENT provides an online payment settlement agency service since its establishment in 2000. By adding its unique functions, it has strengths in services targeting subscription business operators. Furthermore, it is also engaged in an invoice management automation service started in 2015, as a solution for accounting aiming to streamline invoice work, and it also has various functions that respond to operations of subscription business operators.

Both services are provided as SaaS type services, and the recurring business, which generates stable revenue, accounted for 95.6% of revenue in the fiscal year ended December 2020.

The company's businesses are divided into two reporting segments: the payment business that provides the online payment settlement agency service, and the financial cloud business that provides the invoice management automation service. The payment business accounts for around two thirds of net sales and the financial cloud business for around one third, but the financial cloud business is achieving higher revenue growth recently.

**The Payment Business**

In the payment business, the company provides an online payment settlement agency service targeting operators conducting sales or transactions via the internet. The service integrates contact points with various payment settlement business operators on behalf of the company's customers which are the member stores, and consolidates management of their payment settlement procedures, etc. The service can handle most payment settlement methods.

**The Financial Cloud Business**

In the financial cloud business, the company provides an accounting digital transformation service, which streamlines and automates monthly invoice management operations, and enables customers to automatically handle their series of invoicing operations, including invoicing, payment collection, payment recording and payment reminding, which are large in volume and could be complex.

**ROBOT PAYMENT (4374 TSE Mothers) - - - - - October 8,2021****Financial Statements**

Statement of income	Fiscal Year	Dec.2019		Dec.2020		Six months to Jun. 2021	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		910	100.0	1,078	100.0	657	100.0
Cost of sales		68	7.5	80	7.5	60	9.2
Gross profit		842	92.5	997	92.5	596	90.8
Selling, general and administrative expenses		811	89.1	911	84.5	488	74.3
Operating profit		30	3.3	86	8.0	108	16.5
Non-operating income		0	-	3	-	5	-
Non-operating expenses		3	-	10	-	2	-
Ordinary profit		27	3.0	79	7.4	111	16.9
Profit before income taxes		-130	-14.3	79	7.4	111	16.9
Net profit		-153	-16.9	109	10.2	89	13.6

Balance sheet	Fiscal Year	Dec.2019		Dec.2020		Jun. 2021	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		3,821	95.2	3,310	88.4	3,161	87.8
Cash and deposits		3,489	86.9	2,476	66.2	2,376	66.0
Accounts receivable-trade		82	2.1	107	2.9	111	3.1
Inventories		-	-	-	-	-	-
Non-current assets		193	4.8	432	11.6	440	12.2
Property, plant and equipment		6	0.2	4	0.1	3	0.1
Intangible assets		154	3.8	287	7.7	325	9.0
Investments and other assets		32	0.8	140	3.7	110	3.1
Total assets		4,014	100.0	3,743	100.0	3,601	100.0
Current liabilities		3,889	96.9	3,404	91.0	3,225	89.6
Accounts payable - trade		5	0.1	12	0.3	11	0.3
Non-current liabilities		124	3.1	70	1.9	52	1.5
Net assets		0	0.0	267	7.2	323	9.0
Owners' equity		0	0.0	267	7.1	323	9.0

Statement of cash flows	Fiscal Year	Dec.2019	Dec.2020	Six months to Jun. 2021
		(mn yen)	(mn yen)	(mn yen)
Cash flows from operating activities		690	-876	-2
Depreciation		30	17	22
Cash flows from investing activities		-189	-147	-59
Cash flows from financing activities		27	10	-37
Dividends paid		-	-	-
Net increase in cash and cash equivalents		528	-1,013	-99
Cash and cash equivalents		3,489	2,476	2,376

Note: Non-consolidated basis.

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

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