

ONE CAREER (4377 TSE Mothers) - - - - - October 8, 2021

Provides both job seekers and companies with information needed for recruitment activities to improve recruitment satisfaction

This report is an English translation of part of the report issued on October 8, 2021.
For inquiries concerning the report, please contact info@stock-r.org

[4377 ONE CAREER 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 | 952 | 49.2 | 15 | - | 9 | -59.1 | -1 | - | -0.2 | 10.0 | 0.0 |
| Dec. 2020 | 1,330 | 39.7 | 80 | 5.3x | 72 | 8.0x | 68 | - | 13.7 | 23.7 | 0.0 |
| Dec. 2021 f | 1,859 | 39.8 | 357 | 4.5x | 326 | 4.5x | 212 | 3.1x | 41.4 | - | 0.0 |

Note: Non-consolidated basis. Figures for the fiscal year ending December 2021 are the company's forecasts.
It conducted 1-to-5 stock split on June 8, 2021. Per share indices are adjusted retroactively.

Provides Data Concerning Job Choosing to Both Job Seekers and Companies

ONE CAREER is engaged in the career data platform business, which enhances the recruitment satisfaction of both job seekers and recruiting companies, and promotes digital transformation of recruitment operations by providing various data which job seekers and recruiting companies need.

In particular, it provides experience information on job seeking activities by job seekers, content concerning job seeking activities written by editors, job advertisements and recruitment for internships by companies and various other information for newly graduated job seekers through ONE CAREER, a web app it operates. The number of registered members that are students graduating in 2022 is 280,000 as of the end of June 2021. It is estimated that one in two students graduating in 2022 is using the app. For mid-career job seekers, the company operates ONE CAREER PLUS, a web app.

For recruiting companies, it provides job advertisement postings on ONE CAREER, online presentation video distributions, managing recruitment of applicants and other services with the various functions of its ONE CAREER CLOUD series, cloud-type services specialized in personnel recruitment.

The usage fee for ONE CAREER CLOUD from recruiting companies accounts for the majority of the company's revenue, but there is also income from recruitment consulting based on job seekers' experience information and other services for recruiting companies as well as reward income from sending ONE CAREER members to other recruitment information websites, etc.

ONE CAREER (4377 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 | | 952 | 100.0 | 1,330 | 100.0 | 1,027 | 100.0 |
| Cost of sales | | 292 | 30.7 | 344 | 25.9 | 192 | 18.7 |
| Gross profit | | 660 | 69.3 | 986 | 74.1 | 834 | 81.2 |
| Selling, general and administrative expenses | | 654 | 67.8 | 905 | 68.0 | 498 | 48.5 |
| Operating profit | | 15 | 1.6 | 80 | 6.0 | 336 | 32.7 |
| Non-operating income | | 1 | - | 0 | - | 0 | - |
| Non-operating expenses | | 7 | - | 9 | - | 7 | - |
| Ordinary profit | | 9 | 0.9 | 72 | 5.4 | 329 | 32.0 |
| Profit before income taxes | | 9 | 0.9 | 69 | 5.2 | 329 | 32.0 |
| Net profit | | -1 | -0.1 | 68 | 5.1 | 223 | 21.7 |

| Balance sheet | Fiscal Year | Dec.2019 | | Dec.2020 | | Jun. 2021 | |
|---|-------------|----------|-------|----------|-------|-----------|-------|
| | | (mn yen) | (%) | (mn yen) | (%) | (mn yen) | (%) |
| Current assets | | 723 | 81.6 | 971 | 75.1 | 1,232 | 78.6 |
| Cash and deposits | | 658 | 74.3 | 847 | 65.5 | 1,052 | 67.1 |
| Accounts receivable-trade | | 39 | 4.4 | 95 | 7.3 | 155 | 9.9 |
| Inventories | | 0 | 0.0 | 0 | 0.0 | - | - |
| Non-current assets | | 162 | 18.3 | 322 | 24.9 | 335 | 21.4 |
| Property, plant and equipment | | 3 | 0.3 | 85 | 6.6 | 81 | 5.2 |
| Intangible assets | | 37 | 4.2 | 78 | 6.0 | 96 | 6.1 |
| Investments and other assets | | 121 | 13.7 | 159 | 12.3 | 157 | 10.0 |
| Total assets | | 886 | 100.0 | 1,293 | 100.0 | 1,567 | 100.0 |
| Current liabilities | | 532 | 60.0 | 638 | 49.3 | 803 | 51.2 |
| Accounts payable - trade | | 24 | 2.7 | 39 | 3.0 | 28 | 1.8 |
| Short-term borrowings | | 50 | 5.6 | 59 | 4.6 | 50 | 3.2 |
| Current portion of long-term borrowings | | 210 | 23.7 | 225 | 17.4 | 219 | 14.0 |
| Non-current liabilities | | 303 | 34.2 | 536 | 41.5 | 422 | 26.9 |
| Long-term borrowings | | 303 | 34.2 | 536 | 41.5 | 422 | 26.9 |
| Net assets | | 50 | 5.6 | 118 | 9.1 | 341 | 21.8 |
| Owners' equity | | 50 | 5.6 | 118 | 9.1 | 341 | 21.8 |

| 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 | | 157 | 102 | 357 |
| Depreciation | | 7 | 15 | 12 |
| Cash flows from investing activities | | -136 | -174 | -22 |
| Cash flows from financing activities | | 263 | 258 | -129 |
| Dividends paid | | - | - | - |
| Net increase in cash and cash equivalents | | 284 | 187 | 205 |
| Cash and cash equivalents | | 658 | 845 | 1,050 |

Note: Non-consolidated basis.

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

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