

**Provider of support tools for digital marketing and consultancy utilizing the tools**

This report is an English translation of part of the report issued on October 29, 2021.  
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**[4378 CINC 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)
Oct. 2019	764	-	81	-	99	-	74	-	24.7	74.7	0.0
Oct. 2020	934	22.3	42	-48.1	39	-60.6	11	-85.1	3.8	78.5	0.0
Oct. 2021 f	1,234	32.1	163	3.9x	161	4.1x	112	10.2x	37.3	-	0.0

Note: Non-consolidated basis. Figures for the fiscal year ending October 2021 are the company's forecasts.  
It conducted 1-to-3 stock split on May 12, 2021. Per share indices are adjusted retroactively.

**Provider of Support Tools and Consultancy for Digital Marketing**

CINC is engaged in the solution business, which develops and operates tools that research and analyze customer needs and competitors' strategies, etc. based on collected big data and support marketing activities in the field of digital marketing utilizing internet search engines, SNS, etc., as well as the analytics business, which provides consultancy utilizing such tools.

Fees of both businesses are comprised of initial fees and fixed rate monthly fees. The sales composition is almost fifty-fifty between the solution business and the analytics business.

**Solution Business**

In the solution business, the company develops and operates tools that provide analysis data for digital marketing by analyzing big data. The data is comprised of web page contents acquired by the company, data acquired from data service providers, etc., and is analyzed using natural language processing, machine learning and deep learning technologies as well as statistics.

**Analytics Business**

In the analytics business, the company provides consultancy on digital transformation that comprehensively supports everything from making proposals and conducting digital marketing measures on behalf of clients, measuring the effects of and making improvements to measures, centering on contents marketing.

**CINC (4378 TSE Mothers) - - - - - October 29,2021****Financial Statements**

Statement of income	Fiscal Year	Oct.2019		Oct.2020		Nine months to Jul. 2021	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		764	100.0	934	100.0	932	100.0
Cost of sales		232	30.4	296	31.7	269	28.9
Gross profit		532	69.6	638	68.3	663	71.1
Selling, general and administrative expenses		450	58.9	595	63.7	499	53.5
Operating profit		81	10.6	42	4.5	164	17.6
Non-operating income		19	-	0	-	0	-
Non-operating expenses		1	-	2	-	2	-
Ordinary profit		99	13.0	39	4.2	162	17.4
Profit before income taxes		96	12.6	15	1.6	162	17.4
Net profit		74	9.7	11	1.2	107	11.5

Balance sheet	Fiscal Year	Oct.2019		Oct.2020		Jul. 2021	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		554	85.2	679	88.5	795	88.0
Cash and deposits		462	71.1	529	69.0	638	70.7
Accounts receivable-trade		75	11.5	89	11.6	137	15.2
Inventories		-	-	-	-	-	-
Non-current assets		95	14.6	87	11.3	107	11.8
Property, plant and equipment		34	5.2	19	2.5	15	1.7
Intangible assets		19	2.9	25	3.3	42	4.7
Investments and other assets		41	6.3	42	5.5	49	5.4
Total assets		650	100.0	767	100.0	903	100.0
Current liabilities		225	34.6	282	36.8	381	42.2
Accounts payable - trade		17	2.6	24	3.1	38	4.2
Current portion of long-term borrowings		73	11.2	115	15.0	99	11.0
Non-current liabilities		200	30.8	248	32.3	179	19.8
Long-term borrowings		180	27.7	242	31.6	173	19.2
Net assets		224	34.5	235	30.6	342	37.9
Owners' equity		224	34.5	235	30.6	342	37.9

Statement of cash flows	Fiscal Year	Oct.2019	Oct.2020
		(mn yen)	(mn yen)
Cash flows from operating activities		112	34
Depreciation		13	20
Cash flows from investing activities		-16	-73
Cash flows from financing activities		246	105
Dividends paid		-	-
Net increase in cash and cash equivalents		342	66
Cash and cash equivalents		462	529

Note: Non-consolidated basis.

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

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