

Last One Mile (9252 TSE Mothers)- - - - - December 3,2021**Provider of daily life related infrastructure services specialized in new life market**

This report is an English translation of part of the report issued on November 30, 2021.
For inquiries concerning the report, please contact info@stock-r.org

[9252 Last One Mile 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)
Nov. 2019	8,776	-	118	-	137	-	39	-	15.5	308.1	0.0
Nov. 2020	7,220	-17.7	57	-51.5	63	-53.6	19	-51.0	7.6	315.7	0.0
Nov. 2021 f	8,525	18.1	204	257.9	220	249.2	130	584.2	50.7	-	0.0

Note: Consolidated basis. Figures for the fiscal year ending November 2021 are the company's forecasts.

Daily Life Infrastructure Service Provider

Last One Mile provides one-stop arrangements for daily life infrastructure services including electricity, gas, water delivery and internet access. The greatest feature of the company is that it is specialized in responding to demands that occur with the change in living environment, such as by moving. When using the company's one-stop moving services, the company will carry out all of the service agreement work required to start a new life with a single phone call, releasing the users from complicated agreement procedures.

One-Stop Moving Services Benefiting All Parties Concerned

The company focuses on the timing of moving, which is when multiple service agreements are concluded. Naturally, many service providers also consider the users' moving as a sales opportunity. However, many other service providers tend to provide individual services, such as just internet access, and differentiating their services is difficult and competition is fierce.

On the other hand, the company provides services that carry out all of the service agreement work required to start a new life at the destination of the move with just a single phone call from its users. With the services, end users are released from complicated procedures for concluding multiple lifeline service agreements.

Real estate companies engaged in introducing rental housing, etc. can gain introduction fees by introducing end users to the company. In addition, daily life infrastructure service providers can gain users through the company.

The services of the company benefit four concerned parties including the company, introducers/brokers including real estate companies, etc. as well as service providers, not just the end users that are starting a new life.

Last One Mile (9252 TSE Mothers)- - - - - December 3,2021**Financial Statements**

Statement of income	Fiscal Year	Nov.2019		Nov.2020		Nine months to Aug. 2021	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		8,776	100.0	7,220	100.0	6,189	100.0
Cost of sales		4,573	52.1	2,822	39.1	2,295	37.1
Gross profit		4,203	47.9	4,397	60.9	3,894	62.9
Selling, general and administrative expenses		4,084	46.5	4,340	60.1	3,752	60.6
Operating profit		118	1.4	57	0.8	141	2.3
Non-operating income		22	-	12	-	34	-
Non-operating expenses		3	-	5	-	3	-
Ordinary profit		137	1.6	63	0.9	172	2.8
Profit before income taxes		121	1.4	60	0.8	167	2.7
Profit attributable to owners of parent		39	0.5	19	0.3	114	1.8

Balance sheet	Fiscal Year	Nov.2019		Nov.2020		Aug. 2021	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		1,802	76.9	1,660	77.7	2,052	84.8
Cash and deposits		872	37.2	667	31.2	877	36.2
Accounts receivable-trade		725	30.9	863	40.4	1,075	44.4
Inventories		47	2.0	16	0.8	16	0.7
Non-current assets		541	23.1	477	22.3	368	15.2
Property, plant and equipment		85	3.7	94	4.4	79	3.3
Intangible assets		246	10.5	203	9.5	171	7.1
Investments and other assets		209	8.9	179	8.4	118	4.9
Total assets		2,343	100.0	2,137	100.0	2,421	100.0
Current liabilities		1,223	52.2	1,076	50.4	1,269	52.4
Accounts payable - trade		-	-	-	-	-	-
Non-current liabilities		330	14.1	251	11.8	-	-
Net assets		789	33.7	808	37.8	922	38.1
Owners' equity		789	33.7	808	37.8	922	38.1

Statement of cash flows	Fiscal Year	Nov.2019	Nov.2020
		(mn yen)	(mn yen)
Cash flows from operating activities		-146	-9
Depreciation		38	42
Cash flows from investing activities		-30	6
Cash flows from financing activities		165	-212
Dividends paid		-	-
Net increase in cash and cash equivalents		-12	-215
Cash and cash equivalents		852	637

Note: Consolidated basis.

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

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