

PORTERS (5126 TSE Growth)- - - - - October 14, 2022**Operates cloud-based business system PORTERS for recruiting and dispatch agencies**

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For inquiries concerning the report, please contact info@stock-r.org

【5126 PORTERS 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.2020	1,022	0.9	150	-	150	6.4	100	6.4	67.0	214.9	0.0
Dec.2021	1,100	7.6	222	48.0	230	53.3	152	52.0	101.8	316.6	0.0
Dec.2022 f	1,260	14.5	324	45.9	304	32.2	211	38.8	139.6	-	0.0

Note: Non-consolidated basis. Figures for the fiscal year ending December 2022 are the company's forecasts.

It conducted 1-to-300 stock split on June 14, 2022. Per share indices are adjusted retroactively.

Operates PORTERS for Recruitment and Dispatch Agencies

PORTERS operates the cloud-based comprehensive matching management system PORTERS for recruitment and temporary employment agencies to optimize human resource matching.

The company's net sales are divided into PORTERS monthly usage fees, which consist of ID charges for PORTERS use and optional usage fees, and spot sales, which comprise implementation consulting fees such as requirement definition and data migration at the time of PORTERS implementation, and option setup fees. In fiscal year ended December 2021, monthly usage fees for PORTERS accounted for 96.3% of net sales.

PORTERS encompasses PORTERS AGENT for recruiting agencies and PORTERS STAFFING for temporary employment agencies. Approximately 60% of net sales are accounted for by recruiting agencies and 40% by temporary employment agencies. The company also provides services in Asian countries such as Singapore, Hong Kong, Malaysia, the Philippines, Thailand, Taiwan, Vietnam, and Indonesia, as well as in Mexico. Overseas net sales, including those to Japanese companies, account for around 5% of total net sales.

The number of PORTERS paid active IDs at the end of fiscal year ended December 2021 was 9,937 (up 9.8% against the end of the previous fiscal year). The number of clients in fiscal year ended December 2021 was slightly over 700, many of which are small- and medium-sized companies. While customers with 100 IDs or more account for about 2%, those with 10 IDs or less account for more than 70% in term of number of customers, net sales to customers with 100 IDs or more account for about 25% of total net sales.

The monthly fee for PORTERS is 15,000 yen per ID for up to 10 IDs, and 7,500 yen per ID for more than 10 IDs. The fee structures are identical for PORTERS AGENT and PORTERS STAFFING.

PORTERS (5126 TSE Growth)- - - - - October 14, 2022**Financial Statements**

Statement of income	Fiscal Year	Dec.2020		Dec.2021		Six months to Jun. 2022	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		1,022	100.0	1,100	100.0	611	100.0
Cost of sales		328	32.1	260	23.6	117	19.1
Gross profit		693	67.8	840	76.4	493	80.7
Selling, general and administrative expenses		543	53.1	618	56.2	325	53.2
Operating profit		150	14.7	222	20.2	167	27.3
Non-operating income		7	-	8	-	5	-
Non-operating expenses		8	-	0	-	2	-
Ordinary profit		150	14.7	230	20.9	170	27.8
Profit before income taxes		150	14.7	230	20.9	170	27.8
Net profit		100	9.8	152	13.8	111	18.2

Balance sheet	Fiscal Year	Dec.2020		Dec.2021		Jun. 2022	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		588	89.9	724	89.7	801	88.2
Cash and deposits		545	83.3	682	84.5	739	81.4
Accounts receivable-trade		25	3.8	19	2.4	24	2.6
Inventories		0	0.0	0	0.0	2	0.2
Non-current assets		66	10.1	82	10.2	107	11.8
Property, plant and equipment		10	1.5	9	1.1	13	1.4
Intangible assets		7	1.1	7	0.9	20	2.2
Investments and other assets		47	7.2	65	8.1	73	8.0
Total assets		654	100.0	807	100.0	908	100.0
Current liabilities		240	36.7	290	35.9	304	33.5
Accounts payable - trade		27	4.1	24	3.0	14	1.5
Current portion of long-term borrowings		49	7.5	49	6.1	49	5.4
Non-current liabilities		91	13.9	41	5.1	16	1.8
Long-term borrowings		91	13.9	41	5.1	16	1.8
Net assets		322	49.2	474	58.7	586	64.5
Owners' equity		322	49.2	474	58.7	586	64.5

Statement of cash flows	Fiscal Year	Dec.2020	Dec.2021	Six months to Jun. 2022
		(mn yen)	(mn yen)	(mn yen)
Cash flows from operating activities		84	193	95
Depreciation		3	4	2
Cash flows from investing activities		-13	-14	-18
Cash flows from financing activities		-49	-49	-24
Dividends paid		-	-	-
Net increase in cash and cash equivalents		14	137	56
Cash and cash equivalents		545	682	739

Note: Non-consolidated basis.

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

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