

Operates a matching platform to support manufacturers in resolving issues

This report is an English translation of part of the report issued on October 28, 2022.
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【5131 Linkers 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)
Jul.2021	1,419	23.1	246	4.5	252	7.7	183	-37.2	14.9	10.6	0.0
Jul.2022	1,412	-0.5	65	-73.5	63	-74.8	49	-73.3	4.0	119.5	0.0
Jul.2023	f 2,192	55.2	169	158.9	158	149.6	150	206.2	11.6	-	0.0

Note: Non-consolidated basis. Figures for the fiscal year ending July 2023 are the company's forecasts.

It conducted 1-to-100 stock split on November 12, 2021, and 1-to-10 stock split on July 2, 2022. Per share indices are adjusted retroactively.

Operates Matching Platform for Manufacturers

Linkers operates a matching platform to aid manufacturers in solving problems. Manufacturers can utilize the company's matching platform to find collaborators with products and technologies that best suit their product development, thereby increasing their probability of success.

The company's net sales are divided into three categories: search and matching services, research services and other. The search and matching service, which encompasses development and mass production, is the primary source of revenue, accounting for 62.9% of net sales in fiscal year ended July 2022. Net sales are volatile, however, depending on the presence or absence of mass production projects. The research service, which accounted for 32.7% of net sales, is growing steadily.

The company offers Linkers Research for the research process, Linkers Sourcing and Linkers Marketing for development and Linkers Trading for mass production.

Its mainstay service, Linkers Sourcing is a matching service that searches for and brings together small- and medium-sized companies with technology and know-how for large-sized companies coping with technological challenges. More than 400 large-sized companies place orders via Linkers Sourcing.

Linkers Marketing is a service that enables small- and medium-sized companies with technology and expertise to market their products to large-sized companies. The primary purpose of Linkers Trading is to facilitate searching for the most suitable suppliers and purchasers. Companies overseas are also candidates to serve as suppliers and purchasers.

In addition to the aforementioned services operated by the company itself, there are also Linkers for BANK and Linkers for Business, which are services providing platform systems to regional financial institutions and business firms.

Linkers (5131 TSE Growth) - - - - - November 8, 2022**Financial Statements**

Statement of income	Fiscal Year	Jul.2020		Jul.2021		Jul. 2022	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		1,152	100.0	1,419	100.0	1,412	100.0
Cost of sales		248	21.6	315	22.2	473	33.5
Gross profit		903	78.4	1,104	77.8	939	66.5
Selling, general and administrative expenses		667	57.9	857	60.4	873	61.8
Operating profit		236	20.5	246	17.4	65	4.6
Non-operating income		0	-	7	-	0	-
Non-operating expenses		2	-	1	-	2	-
Ordinary profit		234	20.3	252	17.8	63	4.5
Profit before income taxes		215	18.7	223	15.8	53	3.8
Net profit		292	25.3	183	12.9	49	3.5

Balance sheet	Fiscal Year	Jul.2020		Jul.2021		Jul. 2022	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		1,365	83.1	1,532	85.4	1,392	81.2
Cash and deposits		924	56.3	1,408	78.5	1,197	69.8
Accounts receivable-trade		414	25.3	72	4.0	134	7.8
Inventories		2	0.1	17	1.0	14	0.8
Non-current assets		276	16.9	261	14.6	323	18.8
Property, plant and equipment		3	0.2	65	3.7	58	3.4
Intangible assets		84	5.2	81	4.5	156	9.1
Investments and other assets		188	11.5	114	6.4	108	6.3
Total assets		1,641	100.0	1,793	100.0	1,715	100.0
Current liabilities		270	16.5	293	16.4	197	11.5
Accounts payable - trade		-	-	-	-	-	-
Non-current liabilities		137	8.4	82	4.6	52	3.0
Net assets		1,233	75.2	1,417	79.0	1,466	85.5
Owners' equity		1,233	75.2	1,417	79.0	1,466	85.5

Statement of cash flows	Fiscal Year	Jul.2020	Jul.2021	Jul. 2022
		(mn yen)	(mn yen)	(mn yen)
Cash flows from operating activities		29	631	-63
Depreciation		28	38	46
Cash flows from investing activities		-99	-86	-117
Cash flows from financing activities		716	-59	-30
Dividends paid		-	-	-
Net increase in cash and cash equivalents		646	484	-211
Cash and cash equivalents		924	1,408	1,197

Note: Non-consolidated

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

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