

Providing recruitment and skill share services in high-end fields

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

[9344 Axis Consulting 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)
Jun.2021	2,203	-	315	-	307	-	239	-	59.5	133.8	0.0
Jun.2022	3,513	59.5	501	59.0	493	60.4	324	35.9	80.8	214.6	0.0
Jun.2023 f	4,062	15.6	609	21.6	576	16.8	391	20.4	93.7	-	0.0

Note: Consolidated basis. Figures for the fiscal year ending June 2023 are the company's forecasts.

It conducted 1-to 30 stock split on November 7, 2022. Per share indices are adjusted retroactively.

Providing Recruitment and Skill Share Services

Axis Consulting provides recruitment and skill share services in the high-end human resources fields. The company provides full-time employee recruitment services in the recruitment business and free consultation services and spot consulting services in the skill share business. The recruitment business accounted for 66.6% of net sales in fiscal year ended June 2022 and the skill share business accounted for 33.4%.

Recruitment Business

Since its founding in 2002, Axis Consulting has been providing recruitment services of full-time consultants for consulting firms and is particularly strong in supporting the recruitment of managers and above posts.

In addition, the Cambridge Research Institute, which the company acquired in 2016, has been supporting the recruitment of company executives for about 60 years and is now expanding the scope not only to management but also to high-end human resources in the digital and digital transformation fields as well as people with consulting experience.

Skill Share Business**(1) Free consulting service**

In June 2016, Axis Consulting started providing, a service that supports problem-solving projects tailored to the needs of companies by consultants who became independent freelancers (freelance consultants). In the human resources database of the company, freelance consultants with a proven track record in the fields of strategy and digital transformation are registered.

(2) Spot consulting service

In July 2022, Axis Consulting launched a digital platform that allows corporate managers and persons in charge to easily consult with consultants on management issues, business issues and the like, in a short period of time. The company matches companies with various issues with active consultants and people with consulting experience, and provides a system that allows companies to use various services.

Financial Statements

Statement of income	Fiscal Year	Jun.2021		Jun.2022		Six months to Dec.2022	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		2,203	100.0	3,513	100.0	2,092	100.0
Cost of sales		664	30.2	1,271	36.2	725	34.7
Gross profit		1,538	69.8	2,241	63.8	1,366	65.3
Selling, general and administrative expenses		1,223	55.5	1,740	49.5	925	44.2
Operating profit		315	14.3	501	14.3	441	21.1
Non-operating income		0	-	2	-	2	-
Non-operating expenses		7	-	10	-	3	-
Ordinary profit		307	14.0	493	14.0	439	21.0
Profit before income taxes		308	14.0	493	14.0	439	21.0
Profit attributable to owners of parent		239	10.9	324	9.2	293	14.0

Balance sheet	Fiscal Year	Jun.2021		Jun.2022		Dec.2022	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		1,364	91.8	1,926	91.5	1,842	91.2
Cash and deposits		1,027	69.1	1,485	70.6	1,348	66.7
Accounts receivable-trade		292	19.7	395	18.8	414	20.5
Non-current assets		121	8.2	178	8.5	177	8.8
Property, plant and equipment		35	2.4	36	1.7	35	1.8
Intangible assets		11	0.7	15	0.7	13	0.7
Investments and other assets		74	5.0	126	6.0	128	6.4
Total assets		1,486	100.0	2,104	100.0	2,020	100.0
Current liabilities		653	44.0	1,075	51.1	743	36.8
Accounts payable		108	7.3	171	8.2	154	7.7
Short-term borrowings		10	0.7	5	0.2	-	-
Current portion of long-term borrowings		196	13.2	163	7.8	121	6.0
Income taxes payable		62	4.2	186	8.9	158	7.9
Non-current liabilities		294	19.8	166	7.9	120	6.0
Bonds payable		5	0.3	-	-	-	-
Long-term borrowings		283	19.1	161	7.7	118	5.9
Net assets		537	36.2	862	41.0	1,156	57.2
Owners' equity		537	36.2	862	41.0	1,156	57.2

Statement of cash flows	Fiscal Year	Jun.2021	Jun.2022	Six months to Dec.2022
		(mn yen)	(mn yen)	(mn yen)
Cash flows from operating activities		214	657	-44
Depreciation		14	18	8
Cash flows from investing activities		16	-33	-2
Cash flows from financing activities		-155	-166	-90
Dividends paid		-	-	-
Net increase in cash and cash equivalents		75	457	-137
Cash and cash equivalents		1,027	1,485	1,348

Note: Consolidated

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

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