

## Providing career data platform businesses to support digital transformation for job hunting and hiring activities

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### 【4377 ONE CAREER Sector : Information & Communication】

Fiscal Year		Net sales	YoY	Operating profit	YoY	Ordinary profit	YoY	Profit	YoY	EPS	BPS	DPS
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)	(yen)	(yen)	(yen)
Dec. 2021		1,951	46.6	422	5.2x	393	5.4x	268	3.9x	51.9	321.0	0.0
Dec. 2022		2,839	45.5	619	46.6	622	58.1	446	66.3	77.4	398.4	0.0
Dec. 2023	CE	4,030	41.9	814	31.5	814	30.9	579	30.0	100.7	-	0.0
Dec. 2023	E	4,038	42.2	825	33.3	825	32.6	583	30.7	101.2	499.6	0.0
Dec. 2024	E	5,399	33.7	1,123	36.1	1,123	36.1	786	34.8	136.4	636.0	0.0
Dec. 2025	E	6,653	23.2	1,410	25.6	1,410	25.6	987	25.6	171.3	807.4	0.0

Note: CE(company expectations),E(Stock Research Center expectations)  
Source: Stock Research Center

### 1. Corporate Overview

ONE CAREER supports job seekers by providing a variety of information, such as experience information on job seeking activities, job advertisements and internship openings, through ONE CAREER media for supporting newly graduated job seekers and ONE CAREER PLUS media for mid-career job seekers. For recruiting companies, the company offers ONE CAREER CLOUD, a cloud-based service that allows job advertisement postings on ONE CAREER, distribution of online presentation videos, managing applicant recruitment, and other services.

### 2. Financial Analysis

Revenue continued to grow with an increase in the number of corporate users. With a reduction in fixed cost burden, operating profit grew 5.2 times year-on-year in fiscal year ended December 2021 and increased 46.6% year-on-year in fiscal year ended December 2022. The company's plan for fiscal year ending December 2023 targets a 41.9% year-on-year increase in net sales to 4,030 million yen, and a 31.5% year-on-year increase in operating profit to 814 million yen.

Comparing the company's financial indices with those of other companies, the growth rates of the company's net sales and ordinary profit are higher than those of compared companies.

### 3. Non-Financial Analysis

The source of the company's intellectual capital is considered to be attributed to the depth of ONE CAREER and ONE CAREER PLUS members, corporate users of ONE CAREER CLOUD, as well as the career data it has accumulated, etc.

#### **4. Corporate Strategy Analysis**

Issues to be addressed include raising awareness, securing human resources and strengthening the training system.

The company has indicated that it aims to continue expanding its business scale by focusing on strengthening its sales activities and advertising efforts, expanding the functionalities of ONE CAREER CLOUD, efficiently expanding its mid-career recruitment services, etc.

#### **5. Analyst Evaluation**

We consider that it is possible for the company to increase corporate user numbers by enhancing sales activities through increasing its sales personnel, placing advertisements and expanding the functionalities of ONE CAREER CLOUD.

In terms of corporate performance, the company is expected to slightly surpass its plan for fiscal year ended December 2023, and also continue to increase revenue and profit thereafter.

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