

**Operator of online business English conversation service Bizmates, etc.**

This report is an English translation of part of the report issued on April 4, 2023.  
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**【9345 Bizmates 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)
Dec.2021	2,452	28.7	267	77.1	261	93.2	184	94.3	133.7	338.0	0.0
Dec.2022	2,837	15.7	343	28.6	328	25.5	225	22.4	163.7	505.9	0.0
Dec.2023 f	3,533	18.3	371	8.0	340	3.7	234	4.0	153.4	-	0.0

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

It conducted 1-to 10 stock split on September 7, 2022. Per share indicies are adjusted retroactively.

**Core Business of Online Business English Conversation Service**

Bizmates operates two businesses: the language solutions business, which operates the online business English conversation service Bizmates and other services, and the talent solutions business, which provides recruiting as well as other services of foreign IT engineers and other professionals.

In fiscal year ended December 2022, the language solutions business and the talent solutions business accounted for 96.3% and 3.7% of net sales, respectively. In terms of segment profit margin, the language solutions business was 34.5%, while the talent solutions business continued to post segment losses.

**Language Solutions Business**

In the language solutions business, the company operates Bizmates and Zipan, an online business Japanese conversation service. Bizmates accounts for the majority of net sales.

Bizmates offers a low-cost, high-quality service for learning business English conversation. The company offers remote lessons via the internet not only to individual customers but also to corporate customers. They offer lessons with the goal of not simply becoming able to "speak in English" but to "work in English."

Zipan is a business Japanese language learning service for foreigners. The service started after the company entered the foreign IT engineer recruitment business, with the objective of supporting foreigners working in Japan.

**Talent Solution Business**

In the talent solution business, the company offers a recruiting service specializing in work-ready foreign IT engineers and a matching site for a wide range of IT personnel who can work globally, providing a place where many IT personnel can work and play an active role in Japan. The main source of net sales appears to be the recruiting service.

## Financial Statements

Statement of income	Fiscal Year	Dec.2020		Dec.2021		Dec.2022	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		1,905	100.0	2,452	100.0	2,837	100.0
Cost of sales		515	27.1	646	26.4	713	25.1
Gross profit		1,389	72.9	1,805	73.6	2,124	74.9
Selling, general and administrative expenses		1,238	65.0	1,538	62.7	1,780	62.7
Operating profit		150	7.9	267	10.9	343	12.1
Non-operating income		1	-	1	-	1	-
Non-operating expenses		16	-	6	-	16	-
Ordinary profit		135	7.1	261	10.7	328	11.6
Profit before income taxes		134	7.1	261	10.7	322	11.4
Profit attributable to owners of parent		94	5.0	184	7.5	225	8.0

Balance sheet	Fiscal Year	Dec.2020		Dec.2021		Dec.2022	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		588	71.7	895	75.2	1,000	74.8
Cash and deposits		510	62.1	795	66.8	875	65.5
Accounts receivable-trade		23	2.9	20	1.7	31	2.4
Inventories		54	6.6	79	6.7	93	7.0
Non-current assets		232	28.3	295	24.8	337	25.2
Property, plant and equipment		73	8.9	68	5.8	73	5.5
Intangible assets		54	6.7	93	7.9	143	10.7
Investments and other assets		104	12.7	132	11.1	119	9.0
Total assets		821	100.0	1,190	100.0	1,338	100.0
Current liabilities		459	55.9	615	51.7	594	44.4
Accounts payable		23	2.9	16	1.4	20	1.6
Short-term borrowings		9	1.2	-	-	-	-
Current portion of long-term borrowings		92	11.3	122	10.3	64	4.8
Non-current liabilities		84	10.3	107	9.0	44	3.3
Long-term borrowings		79	9.6	99	8.4	35	2.6
Net assets		277	33.8	467	39.3	699	52.3
Owners' equity		277	33.8	466	39.2	698	52.2

Statement of cash flows	Fiscal Year	Dec.2020	Dec.2021	Dec.2022
		(mn yen)	(mn yen)	(mn yen)
Cash flows from operating activities		291	316	286
Depreciation		33	36	38
Cash flows from investing activities		-74	-69	-89
Cash flows from financing activities		-49	41	-122
Dividends paid		-	-	-
Net increase in cash and cash equivalents		167	292	79
Cash and cash equivalents		518	811	890

Note: Consolidated

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

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