

Supporting corporate transformation by assisting with AI/DX insourcing

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[5577 Aidemy 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)
May 2021	603	-	-181	-	-177	-	-178	-	-47.1	-254.4	0.0
May 2022	1,156	91.7	-12	-	-8	-	-8	-	-2.3	-258.9	0.0
May 2023	f 1,650	42.7	200	-	200	-	231	-	58.9	-	0.0

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

Focusing on Supporting Companies in Insourcing AI/DX

Aidemy's business consists of AI/DX Products, which provides support for the development of digital human resources for corporations; AI/DX Solutions, which supports the digital transformation of client companies by working closely with them on projects; and AI/DX Reskilling, which supports reskilling efforts for individuals.

In the fiscal year ended May 2022, AI/DX Reskilling accounted for 20.8% of net sales, while AI/DX Products accounted for 74.0% and AI/DX Solutions for 5.2%. AI/DX Products and AI/DX Solutions are corporate-oriented, while AI/DX Reskilling targets individuals.

Through AI/DX Products, the company offers Aidemy Business, its flagship service that aids companies in cultivating digital talent. Aidemy Business is a SaaS-type service featuring a pricing structure that reduces the per-user price as a client company's user number grows.

In principle, the company provides services to enterprise companies, which it defines as those with 1,000 or more employees. As an ancillary service to Aidemy Business, the company offers Aidemy Practice, through which it dispatches instructors and provides training for digital human resources.

Through AI/DX Solutions, the company provides Modeloy, a service for enterprise companies that supports various fields of DX project execution, from theme selection and proof of concept development to system development and operation, in a customer-accompanied manner.

Aidemy Premium, which the company offers through AI/DX Reskilling, provides individual-level support for digital human resource cultivation. It is designed to aid students in acquiring digital skills they can rapidly put to use within three to six months.

Financial Statements

Statement of income	Fiscal Year	May 2021		May 2022		Nine months to Feb.2023	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		603	100.0	1,156	100.0	1,231	100.0
Cost of sales		231	38.3	305	26.4	295	24.0
Gross profit		372	61.7	851	73.6	935	76.0
Selling, general and administrative expenses		553	91.7	863	74.7	786	63.9
Operating profit		-181	-	-12	-	149	12.1
Non-operating income		4	-	4	-	1	-
Non-operating expenses		0	-	0	-	-	-
Ordinary profit		-177	-	-8	-	150	12.2
Profit before income taxes		-177	-	-8	-	150	12.2
Net profit		-178	-	-8	-	149	12.1

Balance sheet	Fiscal Year	May 2021		May 2022		Feb.2023	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		820	96.2	1,060	97.3	1,095	96.5
Cash and deposits		756	88.7	934	85.8	961	84.7
Accounts receivable-trade		29	3.4	68	6.2	71	6.3
Inventories		0	0.0	0	0.0	0	0.0
Non-current assets		32	3.8	28	2.6	40	3.5
Property, plant and equipment		10	1.2	10	0.9	9	0.8
Intangible assets		-	-	-	-	28	2.5
Investments and other assets		22	2.6	18	1.7	2	0.2
Total assets		852	100.0	1,089	100.0	1,135	100.0
Current liabilities		372	43.7	475	43.6	372	32.8
Accounts payable - trade		10	1.2	14	1.3	21	1.9
Non-current liabilities		-	-	-	-	-	-
Net assets		479	56.2	613	56.3	763	67.2
Owners' equity		479	56.2	613	56.3	763	67.2

Statement of cash flows	Fiscal Year	May 2021		May 2022		Six months to Nov.2022	
		(mn yen)		(mn yen)		(mn yen)	
Cash flows from operating activities		-15		42		140	
Depreciation		6		7		6	
Cash flows from investing activities		6		-6		-15	
Cash flows from financing activities		21		142		-	
Dividends paid		-		-		-	
Net increase in cash and cash equivalents		12		178		124	
Cash and cash equivalents		756		934		1,059	

Note:Non-consolidated

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

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