

**Providing business consulting services in a wide range of fields**

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**[9168 Rise Consulting Group 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)
Feb.2022	3,431	-	949	-	826	-	682	-	28.1	113.2	0.0
Feb.2023	4,761	38.8	1,376	45.0	1,312	58.8	965	41.5	39.8	153.9	0.0
Feb.2024 f	6,106	28.3	1,583	15.0	1,560	18.9	1,071	11.0	44.0	-	0.0

Note: Consolidated basis. Figures for the fiscal year ending February 2024 is the company's forecasts.

It conducted 1:10 stock split on July 14, 2023. Per share indices are adjusted retroactively.

**Providing Business Consulting Services in a Wide Range of Fields**

Rise Consulting Group provides business consulting to various industries spanning a wide range of fields, such as strategic planning, business transformation, digital transformation support, IT implementation, FinTech and new business development. While the company was established in its current form in November 2020 through an execution of a leveraged buyout (LBO) process, the company subject to the LBO had been established in December 2010, so its actual corporate history stretches back 13 years.

In fiscal year ended February 2023, it conducted transactions with 80 companies, and its clients came from a wide range of industries, such as distribution and services, telecommunications and IT, advertising, finance as well as manufacturing. The sales of the top 10 companies in terms of transaction amount accounted for more than 70% of the total sales revenue for fiscal year ended February 2023. Among this, sales to NTT DATA accounted for 26.2%, which reached 37.5% of its overall sales when NTT DATA group companies are also included. Sales to SBI Securities group also accounted for 11.7%.

**Hands-On, Scopeless and One-Stop Service Provision**

Rise Consulting Group's consulting business is conducted on a one-person-per-project basis, stationing consultants at client sites to provide services, understand client requests and solve issues together with the client (hands-on). The company is not bound by project scope, instead adopting an approach of setting priorities in line with the changing issues that the client faces and changing the scope each time (scopeless). Furthermore, its consultants start engaging in details from the planning stage, and provide comprehensive support for everything from design and development to operations.

Also, unlike major consulting companies, Rise Consulting Group's consultants have a one-pool system where they can be involved in projects across industries and service areas without limiting their responsibilities to specific fields or industries.

## Rise Consulting Group (9168 TSE Growth)

September 28, 2023

## Financial Statements

Statement of income	Fiscal Year	Feb.2022		Feb.2023		Three months to May 2023	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Sales Revenue		3,431	100.0	4,761	100.0	1,442	100.0
Cost of sales		1,478	43.1	2,128	44.7	631	43.8
Gross profit		1,953	56.9	2,632	55.3	811	56.2
Selling, general and administrative expenses		1,004	29.3	1,258	26.4	409	28.4
Other income		1	-	3	-	1	-
Other costs		0	-	0	-	-	-
Operating profit		949	27.7	1,376	28.9	403	27.9
Financial income		0	-	0	-	-	-
Financial expence		123	-	64	-	7	-
Profit before income taxes		826	24.1	1,312	27.6	395	27.4
Profit attributable to owners of parent		682	19.9	965	20.3	272	18.9

Balance sheet	Fiscal Year	Feb.2022		Feb.2023		May 2023	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		1,272	18.1	1,823	24.2	1,796	24.0
Cash and deposits		780	11.1	1,152	15.3	1,227	16.4
Accounts receivable-trade		439	6.2	613	8.1	538	7.2
Inventories		26	0.4	17	0.2	1	0.0
Non-current assets		5,755	81.9	5,710	75.8	5,694	76.0
Property, plant and equipment		54	0.8	54	0.7	50	0.7
Goodwill		5,120	72.9	5,120	68.0	5,120	68.3
Total assets		7,028	100.0	7,533	100.0	7,491	100.0
Current liabilities		1,143	16.3	1,310	17.4	1,133	15.1
Trade and other payables		205	2.9	202	2.7	99	1.3
Borrowings		337	4.8	525	7.0	525	7.0
Non-current liabilities		3,137	44.6	2,488	33.0	2,345	31.3
Borrowings		2,701	38.4	2,101	27.9	1,969	26.3
Net assets		2,746	39.1	3,733	49.6	4,011	53.5
Equity attributable to owners of parent		2,746	39.1	3,733	49.6	4,011	53.5

Statement of cash flows	Fiscal Year	Feb.2022	Feb.2023	Three months to May 2023
		(mn yen)	(mn yen)	(mn yen)
Cash flows from operating activities		915	884	222
Depreciation		202	72	17
Cash flows from investing activities		-57	-23	0
Cash flows from financing activities		-351	-489	-145
Dividends paid		-	-	-
Net increase in cash and cash equivalents		506	371	75
Cash and cash equivalents		780	1,152	1,227

Note: Consolidated

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

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