

Providing senior home referrals and related services

This report is an English translation of part of the report issued on October 31, 2023.
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[9237 Emimen 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)
Oct.2021	429	12.0	-75	-	-73	-	-78	-	-48.4	2.4	-
Oct.2022	609	41.8	24	-	23	-	35	-	21.1	23.5	-
Oct.2023 f	788	29.4	115	4.8x	114	5.0x	146	4.2x	87.9	-	-

Note: Non-consolidated basis. Figures for the fiscal year ending October 2023 is the company's forecasts.
It conducted 1:30 stock split on June 30, 2023. Per share indices are adjusted retroactively.

Providing Senior Home Referrals and Related Services

Emimen is engaged in the senior life support business that provides elderly individuals and their families with referrals to senior homes such as fee-based nursing homes, elderly housing with supportive services and group homes. It also provides the Care Prime business, which offers consulting and information to senior home operators. As of the end of August 2023, the number of partner senior homes to which it provides referrals reached 8,864.

Senior Life Support Business

Emimen provides face-to-face senior home referral services to people thinking about moving into senior homes. Using detailed information gathered through direct interviews and other sources, Emimen's coordinators introduce senior homes tailored to the physical conditions and family circumstances of prospective residents. By offering support until the move-in process is complete, they help to alleviate the anxiety and burdens of prospective residents.

The company partners with medical social workers at hospitals who deal with early discharge, as well as care managers who support elderly in-home care and other professionals, referred to as "referral partners." They introduce those looking for senior homes to Emimen, providing a continuous flow of referral requests.

Care Prime Business

Services in its Care Prime business include consulting services for opening new senior homes, improving operational efficiency at existing senior homes and operating the Care Prime community website.

Emimen's consulting for opening senior homes involves matching landowners and other companies who are considering operating senior homes with senior home operators.

Improving senior home operational efficiency requires providing information to the operators in order to enhance nursing care operations and reduce costs.

Emimen's Care Prime community website is an information resource for sharing information with senior home operators. The company's coordinators provide potential tenants with information collected from senior homes and also share feedback from these tenants with the senior home operators.

Financial Statements

Statement of income	Fiscal Year	Oct.2021		Oct.2022		Nine months to Jul.2023	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Operating income		429	100.0	609	100.0	577	100.0
Operating expenses		505	117.7	584	95.9	506	87.6
Operating profit		-75	-17.7	24	4.1	71	12.4
Non-operating income		4	-	0	-	0	-
Non-operating expenses		1	-	1	-	2	-
Ordinary profit		-73	-17.1	23	3.8	69	11.9
Profit before income taxes		-78	-18.2	23	3.8	69	11.9
Net profit		-78	-18.3	35	5.7	66	11.6

Balance sheet	Fiscal Year	Oct.2021		Oct.2022		Jul.2023	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		251	92.8	269	86.0	374	89.8
Cash and deposits		191	70.5	192	61.6	194	46.6
Accounts receivable-trade		48	17.7	63	20.2	130	31.2
Non-current assets		19	7.1	43	14.0	42	10.2
Property, plant and equipment		6	2.6	7	2.3	6	1.5
Intangible assets		2	1.1	8	2.7	10	2.6
Investments and other assets		9	3.5	27	8.6	25	6.1
Total assets		271	100.0	313	100.0	417	100.0
Current liabilities		114	42.1	137	43.8	184	44.0
Accounts payable - trade		0	0.0	2	0.7	2	0.5
Current portion of long-term borrowings.		32	11.8	17	5.7	24	5.8
Non-current liabilities		153	56.4	135	43.4	127	30.6
Long-term borrowings		145	53.7	129	41.4	119	28.7
Net assets		3	1.5	39	12.5	105	25.3
Owners' equity		3	1.5	39	12.5	105	25.3

Statement of cash flows	Fiscal Year	Oct.2021	Oct.2022
		(mn yen)	(mn yen)
Cash flows from operating activities		-75	38
Depreciation		2	2
Cash flows from investing activities		-6	-6
Cash flows from financing activities		8	-30
Dividends paid		-	-
Net increase in cash and cash equivalents		-73	1
Cash and cash equivalents		190	191

Note: Non-consolidated

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

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