

Operating a WaaS business connecting remote workers and SMEs facing human resource shortages

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[9331 Caster 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)
Aug.2021	2,235	51.0	-362	-	-354	-	-336	-	-243.7	-1,164.0	0.0
Aug.2022	3,338	49.3	-162	-	-161	-	-145	-	-95.5	-1,173.1	0.0
Aug.2023 f	4,176	25.1	-2	-	19	-	3	-	2.1	-	0.0

Note: Non-consolidated basis. Figures for the fiscal year ending August 2023 is the company's forecasts.
It conducted 1:200 stock split on March 7, 2023, and 5:1 reverse stock split on July 5, 2023.
Per share indices are adjusted retroactively.

Operating a WaaS Business that Leverages the Characteristics of Remote Work

Caster provides Workforce as a Service (WaaS) that maximizes the characteristics of remote work. WaaS provides human resources to perform office work only when required by client companies. Regarding its other businesses, Caster provides services such as dispatching remote workers.

The company's business consists of the WaaS business and other businesses, with its WaaS business accounting for about 80% of net sales.

WaaS Business

The WaaS business consists of two services - the CASTER BIZ series and its simplified version, My Assistant.

The CASTER BIZ series provides services centered on back-office operations. In addition to CASTER BIZ Assistants, an agency service that has offered secretarial operations since the company's founding, its service offerings have been expanded to include accounting, human resources, recruitment, customer support and marketing functions.

To ensure the quality of the deliverables and meet delivery dates, Caster completely segregates remote assistants into front desk, the administrators who are the contact persons with client companies and cast, the employees who do the work.

Front desk is composed of the company's full-time employees who work remotely. After organizing the work processes requested by client companies, the administrators divide the work into tasks and then allocate the tasks to cast located across Japan, who undertake the work as subcontractors. Front desk checks all the individual tasks completed by cast and assembles the results into a deliverable for the client company.

My Assistant offers services for a minimum of 20 contract hours per month, which is a reduction from the monthly minimum of 30 contract hours offered by the CASTER BIZ series. In this service, the client company gives instructions to cast without going through front desk.

Financial Statements

Statement of income	Fiscal Year	Aug.2021		Aug.2022		Nine months to May 2023	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		2,235	100.0	3,338	100.0	3,109	100.0
Cost of sales		1,312	58.7	2,056	61.6	1,913	61.5
Gross profit		922	41.3	1,281	38.4	1,195	38.5
Selling, general and administrative expenses		1,284	57.5	1,444	43.3	1,215	39.1
Operating profit		-362	-16.2	-162	-4.9	-19	-0.6
Non-operating income		19	-	14	-	17	-
Non-operating expenses		11	-	13	-	12	-
Ordinary profit		-354	-15.9	-161	-4.8	-14	-0.5
Profit before income taxes		-341	-15.3	-161	-4.9	-14	-0.5
Net profit		-336	-15.1	-145	-4.3	-29	-0.9

Balance sheet	Fiscal Year	Aug.2021		Aug.2022		May 2023	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		1,338	99.3	2,062	98.7	1,742	98.7
Cash and deposits		1,190	88.4	1,792	85.8	1,480	83.9
Accounts receivable-trade		135	10.1	229	11.0	234	13.3
Inventories		-	-	-	-	-	-
Non-current assets		8	0.7	26	1.3	22	1.3
Property, plant and equipment		1	0.1	0	0.0	7	0.4
Intangible assets		5	0.4	4	0.2	3	0.2
Investments and other assets		1	0.1	26	1.3	11	0.7
Total assets		1,346	100.0	2,089	100.0	1,764	100.0
Current liabilities		659	49.0	956	45.8	782	44.4
Accounts payable - trade		29	2.2	41	2.0	35	2.0
Non-current liabilities		331	24.6	122	5.8	0	0.0
Net assets		356	26.4	1,010	48.4	980	55.6
Owners' equity		355	26.4	1,010	48.3	980	55.6

Statement of cash flows	Fiscal Year	Aug.2021	Aug.2022
		(mn yen)	(mn yen)
Cash flows from operating activities		-245	-128
Depreciation		1	1
Cash flows from investing activities		-23	0
Cash flows from financing activities		494	730
Dividends paid		-	-
Net increase in cash and cash equivalents		225	601
Cash and cash equivalents		1,160	1,762

Note: Non-consolidated

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