

## Providing cloud attendance management system KING OF TIME in SaaS format

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For inquiries concerning the report, please contact [info@stock-r.org](mailto:info@stock-r.org)

## 【5621 Human Technologies Sector : Information &amp; Communication】

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)
Mar.2022	3,584	-	591	-	583	-	438	-	54.2	224.1	15.9
Mar.2023	4,223	17.8	328	-44.5	325	-44.3	237	-45.9	29.3	238.8	8.8
Mar.2024 f	4,919	16.5	501	52.7	481	48.0	326	37.6	39.0	-	10.2

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

It conducted 1:300 stock split on September 8, 2023. Per share indices are adjusted retroactively.

**Providing Cloud Attendance Management System**

Human Technologies group consists of Human Technologies and its four subsidiaries. The Group's main focus is the development and provision of the cloud-based attendance management system, KING OF TIME (KOT), which is offered as a SaaS. The Japan and Singapore subsidiaries are responsible for developing the company's system, while the Thai subsidiary primarily sells KOT to Japanese companies in Southeast Asia, with a focus on Thailand. The Sri Lanka subsidiary, on the other hand, is currently dormant.

The Group's net sales are divided into two categories: KOT SaaS services, which include KOT usage fees, and others, which consist of sales of time recording terminals, paid premium KOT services and others. For fiscal year ended March 2023, KOT SaaS services accounted for 87.5% of the net sales and others accounted for 12.5%.

Since the gap between consolidated sales and non-consolidated sales is small, with the majority coming from non-consolidated domestic business, the company places a strong emphasis on KOT-related indicators on a non-consolidated basis. On a non-consolidated basis, the number of KOT corporate users that had recorded time in a year through September 2023 was 51,206, with the number of user IDs at 3,069 thousand. In addition, the number of IDs that were billable in September was 2,234 thousand.

Looking at the distribution of billing IDs based on employee size, there is a high ratio of small and medium-sized enterprises. 35.4% are companies with less than 100 employees, 38.1% with 100 to 500 employees and 26.4% with 500 or more employees.

In terms of the trend in KOT-related indicators, from the end of March 2019 to the end of September 2023, the number of corporate users increased from 16,233 to 51,206, the number of user IDs increased from 1,231 thousand to 3,069 thousand, and the number of billable IDs increased from 866 thousand to 2,234 thousand.

KOT can be used without customization or initial cost. At 300 yen per month per ID, in addition to the attendance management function, KOT offers functions such as automatic acquisition of attendance logs, attendance and productivity analysis, personnel labor management including personnel management, web payslip creation, payroll calculation and year-end adjustment.

## Human Technologies (5621 TSE Growth)

January 23, 2024

## Financial Statements

Statement of income	Fiscal Year	Mar. 2022		Mar.2023		Six months to Sep.2023	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		3,584	100.0	4,223	100.0	2,395	100.0
Cost of sales		950	26.5	1,224	29.0	819	34.2
Gross profit		2,634	73.5	2,999	71.0	1,576	65.8
Selling, general and administrative expenses		2,042	57.0	2,670	63.2	1,356	56.6
Operating profit		591	16.5	328	7.8	219	9.1
Non-operating income		7	-	9	-	7	-
Non-operating expenses		15	-	13	-	10	-
Ordinary profit		583	16.3	325	7.7	216	9.0
Profit before income taxes		602	16.8	325	7.7	216	9.0
Profit attributable to owners of parent		438	12.2	237	5.6	132	5.5

Balance sheet	Fiscal Year	Mar. 2022		Mar.2023		Sep.2023	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		2,319	89.5	2,592	87.0	2,562	84.1
Cash and deposits		1,634	63.1	1,843	61.8	1,658	54.4
Accounts receivable-trade		539	20.8	615	20.6	676	22.2
Inventories		26	1.0	33	1.1	38	1.2
Non-current assets		272	10.5	388	13.0	485	15.9
Property, plant and equipment		101	3.9	99	3.3	98	3.2
Intangible assets		8	0.3	18	0.6	104	3.4
Investments and other assets		162	6.3	270	9.1	281	9.2
Total assets		2,591	100.0	2,980	100.0	3,047	100.0
Current liabilities		705	27.2	1,024	34.4	1,041	34.2
Accounts payable - trade		40	1.5	96	3.2	82	2.7
Short-term borrowings		-	-	180	6.0	180	5.9
Current portion of long-term borrowings		68	2.6	49	1.6	45	1.5
Non-current liabilities		71	2.7	21	0.7	1	0.0
Long-term borrowings		71	2.7	21	0.7	1	0.0
Net assets		1,815	70.1	1,934	64.9	2,004	65.8
Owners' equity		1,815	70.1	1,934	64.9	2,004	65.8

Statement of cash flows	Fiscal Year	Mar. 2022	Mar.2023	Six months to Sep.2023
		(mn yen)	(mn yen)	(mn yen)
Cash flows from operating activities		263	257	-3
Depreciation		19	32	15
Cash flows from investing activities		-90	-41	-96
Cash flows from financing activities		-60	-17	-94
Dividends paid		-	-128	-71
Net increase in cash and cash equivalents		115	209	-185
Cash and cash equivalents		1,634	1,843	1,658

Note:Consolidated

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

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