

**A leading job-hunting support services company for senior high school students**

This report is an English translation of part of the report issued on March 26, 2024.  
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**[142A JINJIB 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)
Mar.2022	972	40.7	-91	-	-93	-	-65	-	-65.9	-225.8	0.0
Mar.2023	1,517	56.0	73	-	64	-	41	-	41.4	-155.2	0.0
Mar.2024 f	2,112	39.2	270	3.7x	263	4.1x	169	4.1x	155.6	-	0.0

Note: Non-consolidated basis. Figures for the fiscal year ending March 2024 is the company's forecasts.  
It conducted 1:100 stock split on December 23, 2023. Per share indices are adjusted retroactively.

**Mainstay Job-Hunting Support Services for Senior High School Students**

JINJIB provides education and job-hunting support services for senior high school graduates entering the workforce with a primary focus on support services for senior high school students.

While the company's business is a single segment of the senior high school graduate job-hunting support business, its net sales are divided into three fields: recruitment, education and other services. For fiscal year ended March 2023, recruitment accounted for 94.5% of net sales, education for 4.8% and other services for 0.7%.

**Recruitment**

JINJIB offers job-hunting support services, planning and production services and agency support services.

Job-hunting support services assist companies in their hiring activities targeting new senior high school graduates. These services accounted for 58.7% of net sales in fiscal year ended March 2023.

Planning and production services include the production of corporate pamphlets, corporate introduction videos and other items companies need for their hiring activities for new senior high school graduates. Agency support services involve acting on a customer's behalf for hiring activities targeting senior high school students, such as visiting teachers in charge of career guidance and sending out notices on job openings.

**Education**

For educational and training services, JINJIB offers education and training programs for schools and senior high school graduates.

For schools, the company provides a career education program in which speakers are dispatched to schools to convey the concept of work to students and a program that combines training and job retention support for new senior high school graduates.

## Financial Statements

Statement of income	Fiscal Year	Mar. 2022		Mar.2023		Nine months to Dec.2023	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		972	100.0	1,517	100.0	1,548	100.0
Cost of sales		126	13.0	243	16.0	274	17.7
Gross profit		846	87.0	1,274	84.0	1,273	82.3
Selling, general and administrative expenses		937	96.4	1,200	79.1	1,093	70.6
Operating profit		-91	-9.4	73	4.9	180	11.7
Non-operating income		10	-	0	-	0	-
Non-operating expenses		12	-	9	-	8	-
Ordinary profit		-93	-	64	4.3	173	11.2
Profit before income taxes		-94	-	67	4.4	173	11.2
Net profit		-65	-	41	2.7	111	7.2

Balance sheet	Fiscal Year	Mar. 2022		Mar.2023		Dec.2023	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		1,016	69.8	1,229	75.2	1,324	79.5
Cash and deposits		963	66.2	1,145	70.1	1,163	69.8
Accounts receivable-trade		19	1.3	48	3.0	56	3.4
Inventories		1	0.1	1	0.1	0	0.0
Non-current assets		439	30.2	405	24.8	342	20.5
Property, plant and equipment		17	1.2	16	1.0	15	0.9
Intangible assets		49	3.4	40	2.5	39	2.4
Investments and other assets		372	25.6	347	21.3	287	17.2
Total assets		1,455	100.0	1,634	100.0	1,667	100.0
Current liabilities		1,046	71.9	1,274	78.0	1,230	73.8
Accounts payable - trade		200	13.7	200	12.2	100	6.0
Short-term borrowings		161	11.1	126	7.7	93	5.6
Current portion of long-term borrowings		574	39.5	742	45.4	849	50.9
Non-current liabilities		464	31.9	338	20.7	303	18.2
Long-term borrowings		452	31.1	326	20.0	291	17.5
Net assets		-55	-3.8	22	1.4	133	8.0
Owners' equity		-55	-3.8	22	1.4	133	8.0

Statement of cash flows	Fiscal Year	Mar. 2022	Mar.2023
		(mn yen)	(mn yen)
Cash flows from operating activities		223	320
Depreciation		13	12
Cash flows from investing activities		-33	-3
Cash flows from financing activities		-88	-124
Dividends paid		-	-
Net increase in cash and cash equivalents		101	181
Cash and cash equivalents		963	1,145

Note: Non-consolidated

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

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