

Providing cloud-based service for centralized management of communication with customers

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[149A Thinca Sector : Information & 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)
Dec.2022	768	33.1	-150	-	-150	-	-136	-	-50.6	105.1	0.0
Dec.2023	1,040	35.4	101	-	98	-	108	-	40.5	145.6	0.0
Dec.2024 f	1,353	30.1	171	69.3	151	54.1	133	23.1	43.8	-	0.0

Note: Non-consolidated basis. Figures for the fiscal year ending December 2024 is the company's forecasts.
It conducted 1:40 stock split on October 25, 2023. Per share indices are adjusted retroactively.

Centrally Managed Communication with Customers

Thinca is engaged in the development and sale of its cloud-based communication platform service to companies that conduct business with individual customers. The service allows clients to centrally manage all engagement with customers across various communication methods such as telephone, SMS, email and video calls.

Features of the Service

The cloud-based communication platform service offers the following main features.

When a user's office landline phone receives a call, the customer information and conversation history are displayed on a computer or other screens. The user can customize the information displayed to suit their needs.

Users can also send SMS messages to their customers' mobile phones. The SMS history and customer information are automatically recorded and centrally managed. When a user receives a call at their office, the contents of the SMS sent are displayed on a computer or other screens.

In addition to the above, there are other features, such as recording and generating transcriptions of conversations on company phones or video calls and sharing emails exchanged with customers within the company.

Sales Channels and Customer Base

Thinca offers its service through three sales channels: direct sales, via sales partners and OEM provision. For direct sales, the company has a strong track record of sales to car dealers and real estate companies. OEM provision is where an OEM company sells services that incorporate some features of its services.

As of the end of September 2023, its service has 2,565 active user companies, including OEM customers, across 4,289 locations.

Service Profit Structure

Its service usage fee income consists of three sources: initial fees at the time of service introduction, monthly usage fees and pay-per-use fees, such as those for SMS usage. In fiscal year ended December 2023, initial sales accounted for 14.5% of net sales, monthly usage fees accounted for 71.8% and pay-per-use sales accounted for 13.3%.

Financial Statements

Statement of income	Fiscal Year	Dec. 2021		Dec.2022		Dec.2023	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		577	100.0	768	100.0	1,040	100.0
Cost of sales		125	21.7	163	21.2	172	16.5
Gross profit		451	78.2	605	78.8	867	83.4
Selling, general and administrative expenses		548	95.0	756	98.4	766	73.7
Operating profit		-96	-	-150	-	101	9.7
Non-operating income		7	-	0	-	0	-
Non-operating expenses		2	-	0	-	3	-
Ordinary profit		-91	-	-150	-	98	9.4
Profit before income taxes		-89	-	-150	-	98	9.4
Net profit		-89	-	-136	-	108	10.4

Balance sheet	Fiscal Year	Dec. 2021		Dec.2022		Dec.2023	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		470	88.8	332	83.2	439	81.9
Cash and deposits		416	78.6	218	54.6	319	59.5
Accounts receivable-trade		31	5.9	53	13.3	61	11.4
Inventories		13	2.5	17	4.3	24	4.5
Non-current assets		58	11.0	66	16.5	97	18.1
Property, plant and equipment		21	4.0	22	5.5	16	3.0
Intangible assets		16	3.0	9	2.3	19	3.5
Investments and other assets		20	3.8	35	8.8	61	11.4
Total assets		529	100.0	399	100.0	536	100.0
Current liabilities		75	14.2	86	21.6	122	22.8
Accounts payable - trade		9	1.7	13	3.3	12	2.2
Current portion of long-term borrowings		3	0.6	4	1.0	2	0.4
Non-current liabilities		34	6.4	30	7.5	21	3.9
Long-term borrowings		34	6.4	30	7.5	21	3.9
Net assets		419	79.2	283	70.9	391	72.9
Owners' equity		419	79.2	283	70.9	391	72.9

Statement of cash flows	Fiscal Year	Dec. 2021	Dec.2022	Dec.2023
		(mn yen)	(mn yen)	(mn yen)
Cash flows from operating activities		-97	-185	146
Depreciation		11	12	20
Cash flows from investing activities		22	-8	-35
Cash flows from financing activities		-3	-3	-10
Dividends paid		-	-	-
Net increase in cash and cash equivalents		-78	-197	101
Cash and cash equivalents		416	218	319

Note:Non-consolidated

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

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