

**Engaged in contract development and on-site development support by dispatching engineers to IT companies and manufacturers**

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**[9558 Japaniace 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)
Nov. 2022	8,324	14.9	611	78.9	615	69.4	442	60.3	116.3	618.1	55.0
Nov. 2023	9,885	18.8	836	36.9	873	42.0	616	39.3	155.5	717.5	77.0
Nov. 2024 CE	11,800	19.4	1,020	22.0	1,091	25.0	768	24.7	190.3	-	95.0
Nov. 2024 E	11,747	18.8	1,022	22.2	1,091	25.0	768	24.7	190.3	829.8	95.0
Nov. 2025 E	14,004	19.2	1,250	22.3	1,300	19.2	923	20.2	230.8	965.5	115.0
Nov. 2026 E	16,506	17.9	1,510	20.8	1,560	20.0	1,107	19.9	276.8	1,127.3	138.0

Note: CE(company expectations),E(Stock Research Center expectations)  
Source: Stock Research Center

**1. Corporate Overview**

Japaniace is engaged in the advanced engineering business. It dispatches engineers to customers mainly in the IT and telecommunications industries, as well as the electronics, automobile and other manufacturing industries. Japaniace stations engineers at customer sites to provide development support and contract development at the company's own site.

**2. Financial Analysis**

With the increase in the number of engineers dispatched to customers, net sales have been on an upward trend with an annual growth rate of 14.3% from fiscal years ended November 2017 to 2023. In fiscal year ended November 2022, ordinary profit increased 69.4% year-on-year, as net sales per engineer increased in addition to an improvement in the operation rate. In fiscal year ended November 2023, driven by higher net sales per engineer, ordinary profit increased 42.0%.

A comparison of the company's financial indicators with peer companies reveals that Japaniace's ordinary profit growth rate is relatively higher.

**3. Non-Financial Analysis**

The source of Japaniace's intellectual capital lies in the establishment of a process covering recruitment, basic education and skills upgrading, as well as the presence of many engineers in the company.

**4. Corporate Strategy Analysis**

In order to achieve sustainable business growth, the company intends to expand transactions with customers in both existing areas such as software and infrastructure, as well as new areas such as CRM and cloud services.

**5. Analyst Evaluation**

In addition to continuous stable recruitment, we recognize that the company's competitive advantage lies in its ability to use its accumulated know-how to offer highly accurate matching between customer needs and engineers.

For fiscal year ending November 2024, we expect Japaniace's performance to be largely in line with its plan. For fiscal year ending November 2025 and beyond, we expect a steady increase in engineer strength and high operating rates to contribute to continued increases in revenue and profits.

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