

Providing IT asset management software, sales support tools and data entry systems

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[173A Hammock 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)
Mar.2022	3,647	16.5	385	-	409	-	931	-	247.7	296.1	35.0
Mar.2023	3,993	9.5	508	31.9	504	23.2	417	-55.2	100.9	362.3	18.0
Mar.2024 f	4,225	5.8	647	27.4	732	45.2	591	41.7	142.3	-	30.0

Note: Non-consolidated basis. Figures for the fiscal years ending March 2024 are the company's forecasts.

Providing IT-based Products and Services

Hammock offers network solutions that carry out IT asset management and security measures, sales DX solutions that provide sales support tools, and AI data entry solutions that streamline data input using AI optical character reader (OCR).

The network solutions business accounted for 63.9% of net sales in fiscal year ended March 2023, sales DX solutions business for 24.1% and AI data entry solutions business for 11.9%.

The network solutions business develops and sells software under the AssetView series for IT asset management and security measures for corporate PC networks, among other systems. The software has software license management, IT asset management and security functions, allowing for integrated management within a single system.

On-premise type and cloud-based type are available and can be used on a function-by-function basis, allowing customers to combine the functions they need.

The sales DX solutions business offers a sales support tool and a new customer development tool as cloud-based services.

The sales support tool has sales force automation (SFA) and customer relationship management (CRM) functions, as well as a business card management function to support corporate sales. The new customer development tool is a marketing automation (MA) tool that specializes in developing new customers. It can create a list of companies from an enterprise database independently created by the company and conduct sales by automatically sending messages simultaneously to all of them through their inquiry forms, among other channels.

The AI data entry solutions business offers software that uses AI OCR technology to read forms and import them as data to improve the efficiency of data entry operations.

Financial Statements

Statement of income	Fiscal Year	Mar. 2022		Mar.2023		Nine months to Dec.2023	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		3,647	100.0	3,993	100.0	3,108	100.0
Cost of sales		1,977	54.2	2,214	55.4	1,688	54.3
Gross profit		1,669	45.8	1,779	44.6	1,420	45.7
Selling, general and administrative expenses		1,283	35.2	1,271	31.8	969	31.2
Operating profit		385	10.6	508	12.7	451	14.5
Non-operating income		26	-	30	-	65	-
Non-operating expenses		2	-	34	-	2	-
Ordinary profit		409	11.2	504	12.6	514	16.5
Profit before income taxes		1,354	37.1	614	15.4	532	17.1
Profit attributable to owners of parent		931	25.5	417	10.4	358	11.5

Balance sheet	Fiscal Year	Mar. 2022		Mar.2023		Dec.2023	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		3,582	75.5	2,773	60.5	3,133	61.7
Cash and deposits		3,141	66.2	2,034	44.4	2,451	48.3
Accounts receivable - trade		275	5.8	288	6.3	309	6.1
Inventories		2	0.0	0	0.0	0	0.0
Non-current assets		1,160	24.5	1,809	39.5	1,943	38.3
Property, plant and equipment		103	2.2	90	2.0	88	1.7
Intangible assets		347	7.3	712	15.5	993	19.6
Investments and other assets		709	14.9	1,007	22.0	861	17.0
Total assets		4,743	100.0	4,583	100.0	5,076	100.0
Current liabilities		2,426	51.1	1,957	42.7	2,106	41.5
Accounts payable - trade		125	2.6	132	2.9	129	2.5
Non-current liabilities		1,094	23.1	1,119	24.4	1,138	22.4
Net assets		1,222	25.8	1,505	32.8	1,831	36.1
Owners' equity		1,222	25.8	1,505	32.8	1,831	36.1

Statement of cash flows	Fiscal Year	Mar. 2022	Mar.2023
		(mn yen)	(mn yen)
Cash flows from operating activities		1,064	-252
Depreciation		38	74
Cash flows from investing activities		750	-731
Cash flows from financing activities		73	-127
Dividends paid		-4	-144
Net increase in cash and cash equivalents		1,890	-1,106
Cash and cash equivalents		3,141	2,034

Note: Non-consolidated

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

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