

**Promoting digital transformation (DX) in the mobility industry**

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**[175A Will Smart 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	1,103	-14.6	-21	-	-20	-	-33	-	-24.6	493.3	0.0
Mar.2023	813	-26.3	-179	-	-179	-	-287	-	-225.1	228.8	0.0
Mar.2024 f	1,080	32.8	30	-	29	-	24	-	19.3	-	0.0

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

**Providing Systems to Promote DX in the Mobility Industry**

Will Smart's business consists of the mobility segment, which provides system development and operation services to companies in the mobility industry that are engaged in the movement of people and goods, and the import segment, which imports overseas mobility equipment and sells it to trading companies engaged in the domestic retail business. Its mainstay mobility business accounted for 91.5% of net sales in fiscal year ended March 2023. However, the company plans to withdraw from the import business in fiscal year ending March 2025.

**Main Mobility Services**

The company not only conducts contracted development of individual systems but also constructs the Will-MoBi platform, which offers system development and services for the mobility industry, and provides system packages for the platform for various operations.

Will Smart provides the following four main services.

- 1) A comprehensive information distribution service that utilizes digital signage to display public transportation service operation statuses in public transport, public spaces, outdoor areas, facilities and stores;
- 2) a cloud computing support service that allows customers to shift their on-premise sales and reservation systems to the cloud and to develop core sales systems for new businesses;
- 3) a mobility system service that utilizes vehicle data, including location, remaining fuel and vehicle information obtained from in-vehicle devices to provide an IoT gateway package for vehicle management such as car sharing, as well as a reservation system for car sharing, rental cars and EV chargers; and
- 4) an AI and data science service that provides local governments, local public transportation service providers and such customers with services to analyze and visualize service usage data of multiple transportation operators and local municipalities for mobility-related verification tests and reorganization of local public transportation services.

## Financial Statements

Statement of income	Fiscal Year	Mar. 2022		Mar.2023		Nine months to Dec.2023	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		1,103	100.0	813	100.0	662	100.0
Cost of sales		748	67.8	572	70.4	465	70.2
Gross profit		354	32.1	240	29.5	197	29.8
Selling, general and administrative expenses		375	34.0	420	51.7	324	48.9
Operating profit		-21	-	-179	-	-126	-
Non-operating income		1	-	1	-	2	-
Non-operating expenses		0	-	1	-	2	-
Ordinary profit		-20	-	-179	-	-127	-
Profit before income taxes		-20	-	-273	-	-127	-
Net profit		-33	-	-287	-	-128	-

Balance sheet	Fiscal Year	Mar. 2022		Mar.2023		Dec.2023	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		792	75.4	369	60.9	352	62.7
Cash and deposits		136	12.9	64	10.6	92	16.4
Accounts receivable-trade		635	60.4	245	40.4	224	39.9
Inventories		5	0.5	18	3.0	11	2.0
Non-current assets		258	24.5	236	38.9	209	37.3
Property, plant and equipment		15	1.4	23	3.8	29	5.2
Intangible assets		217	20.6	187	30.9	155	27.6
Investments and other assets		24	2.3	25	4.1	24	4.3
Total assets		1,051	100.0	606	100.0	561	100.0
Current liabilities		387	36.8	309	51.0	393	70.1
Accounts payable - trade		130	12.4	27	4.5	12	2.1
Short-term borrowings		150	14.3	116	19.1	299	53.3
Current portion of long-term borrowings		-	-	2	0.3	2	0.4
Non-current liabilities		0	0.0	12	2.0	11	2.0
Long-term borrowings		-	-	12	2.0	10	1.8
Net assets		662	63.0	284	46.9	156	27.8
Owners' equity		662	63.0	284	46.9	156	27.8

Statement of cash flows	Fiscal Year	Mar. 2022	Mar.2023
		(mn yen)	(mn yen)
Cash flows from operating activities		-169	134
Depreciation		46	61
Amortization of goodwill		-	12
Cash flows from investing activities		-66	-80
Cash flows from financing activities		144	-126
Dividends paid		-	-
Net increase in cash and cash equivalents		-91	-72
Cash and cash equivalents		136	64

Note: Non-consolidated

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

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