

Distributing lecture videos of approx. five minutes per session prepared by prep school instructors and others to cram schools and similar institutions

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【184A Manabi-aid 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) |
|-------------|-----------------------|------------|---------------------------------|------------|--------------------------------|------------|--------------------|------------|--------------|--------------|--------------|
| Apr.2022 | 290 | 1.8 | -47 | - | -47 | - | -60 | - | -29.1 | -68.9 | 0.0 |
| Apr.2023 | 501 | 72.8 | 111 | - | 110 | - | 93 | - | 45.1 | -23.8 | 0.0 |
| Apr.2024 f | 623 | 24.4 | 143 | 28.8 | 139 | 26.4 | 115 | 23.7 | 55.9 | - | 0.0 |

Note: Non-consolidated basis. Figures for the fiscal year ending April 2024 is the company's forecasts.
It conducted 1:100 stock split on February 8, 2024. Per share indicies are adjusted retroactively.

Distributing Short Lecture Videos to Cram Schools and Similar Institutions

Manabi-aid provides "manabi aid" and operates directly managed cram schools for individuals, provides "manabi aid master" and "manabi aid master for School" for cram schools and "manabi aid for Enterprise" for education-related companies such as reference book publishers. Its main services are for cram schools and businesses.

manabi aid and Cram Schools

manabi aid for individuals provides micro-lectures, which are video lectures of about five minutes per session, covering junior high and senior high school learning content. The micro-lectures are a format that allows students to learn actively and efficiently by breaking down lectures into short segments, allowing students to view only the parts they do not understand repeatedly. With keyword searches, they can pinpoint and watch the specific lectures they need.

At the cram school operated by the company in Saitama City, Saitama Prefecture, teaching is provided using manabi aid master.

manabi aid master and manabi aid master for School

manabi aid master is a service that provides small to medium-sized cram schools with not only the distribution service of manabi aid micro-lectures but also the production of lecture videos tailored specifically for cram schools. Additionally, it includes management functions to enhance the efficiency of cram school operations, such as entry and exit management, monthly fee management, learning management, and grade management, among others.

manabi aid master for School is a service for the headquarters of medium-sized cram schools and large-sized cram schools operating nationwide. It provides services customized for each customer regarding the selection and distribution system of lecture videos, including manabi aid, as well as system development services.

manabi aid for Enterprise

manabi aid for Enterprise is a service mainly for reference book publishers. It produces explanatory videos that are played by scanning the QR codes printed on paper reference books with smartphones or tablets, and develops and provides a system for viewing the explanatory videos.

Financial Statements

| Statement of income | Fiscal Year | Apr.2022 | | Apr.2023 | | Nine months to Jan.2024 | |
|--|-------------|----------|-------|----------|-------|-------------------------|-------|
| | | (mn yen) | (%) | (mn yen) | (%) | (mn yen) | (%) |
| Net sales | | 290 | 100.0 | 501 | 100.0 | 388 | 100.0 |
| Cost of sales | | 93 | 32.1 | 122 | 24.4 | 137 | 35.3 |
| Gross profit | | 196 | 67.6 | 379 | 75.6 | 251 | 64.7 |
| Selling, general and administrative expenses | | 244 | 84.1 | 267 | 53.3 | 204 | 52.6 |
| Operating profit | | -47 | - | 111 | 22.2 | 46 | 11.9 |
| Non-operating income | | 0 | - | 0 | - | 0 | - |
| Non-operating expenses | | 0 | - | 1 | - | 0 | - |
| Ordinary profit | | -47 | - | 110 | 22.0 | 45 | 11.6 |
| Profit before income taxes | | -59 | - | 110 | 22.0 | 45 | 11.6 |
| Net profit | | -60 | - | 93 | 18.6 | 54 | 13.9 |

| Balance sheet | Fiscal Year | Apr.2022 | | Apr.2023 | | Jan.2024 | |
|---|-------------|----------|-------|----------|-------|----------|-------|
| | | (mn yen) | (%) | (mn yen) | (%) | (mn yen) | (%) |
| Current assets | | 134 | 69.8 | 313 | 84.8 | 277 | 80.3 |
| Cash and deposits | | 50 | 26.0 | 123 | 33.3 | 122 | 35.4 |
| Accounts receivable-trade | | 81 | 42.2 | 185 | 50.1 | 145 | 42.0 |
| Inventories | | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Non-current assets | | 58 | 30.2 | 56 | 15.2 | 67 | 19.4 |
| Property, plant and equipment | | 53 | 27.6 | 50 | 13.6 | 48 | 13.9 |
| Intangible assets | | 0 | 0.0 | 0 | 0.0 | 0 | 0.0 |
| Investments and other assets | | 4 | 2.1 | 5 | 1.4 | 19 | 5.5 |
| Total assets | | 192 | 100.0 | 369 | 100.0 | 345 | 100.0 |
| Current liabilities | | 74 | 38.5 | 124 | 33.6 | 66 | 19.1 |
| Accounts payable - trade | | - | - | - | - | - | - |
| Current portion of long-term borrowings | | 14 | 7.3 | 32 | 8.7 | 28 | 8.1 |
| Non-current liabilities | | 39 | 20.3 | 74 | 20.1 | 52 | 15.1 |
| Long-term borrowings | | 30 | 15.6 | 64 | 17.3 | 44 | 12.8 |
| Net assets | | 77 | 40.1 | 171 | 46.3 | 225 | 65.2 |
| Owners' equity | | 77 | 40.1 | 171 | 46.3 | 225 | 65.2 |

| Statement of cash flows | Fiscal Year | Apr.2022 | Apr.2023 |
|---|-------------|----------|----------|
| | | (mn yen) | (mn yen) |
| Cash flows from operating activities | | -56 | 24 |
| Depreciation | | 6 | 6 |
| Cash flows from investing activities | | -2 | -3 |
| Cash flows from financing activities | | -13 | 53 |
| Dividends paid | | - | - |
| Net increase in cash and cash equivalents | | -72 | 73 |
| Cash and cash equivalents | | 50 | 123 |

Note: Non-consolidated

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

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