

Logistics industry specialist providing services in support of safe driving

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[246A ASUA 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)
Jun. 2023	1,238	0.9	114	6.1	114	6.0	69	-2.7	33.4	223.9	5.00
Jun. 2024	1,363	10.1	164	43.3	167	45.9	118	70.6	57.0	275.4	5.70
Jun. 2025 f	1,431	5.0	205	25.2	188	12.6	136	15.8	56.6	-	5.66

Note: Non-consolidated basis. Figures for the fiscal year ending June 2025 is the company's forecasts.

Provides Safety Education Services for Logistics Companies

ASUA specializes in logistics companies and operates a consulting business through which it provides ongoing support for logistics business safety activities. It also operates a CRM innovation business that provides support for eco-friendly driving to enhance safety and a telecommunications network solutions business that handles the sale, installation and maintenance of telecommunications network equipment for general companies.

In fiscal year ended June 2024, its consulting business accounted for 51.6% of net sales, the CRM innovation business for 23.3% and the telecommunications network solutions business for 25.1%.

1) Consulting Business

ASUA, a logistics industry specialist, operates the TRYES Program consulting service.

The TRYES Program consists of two services, 1) TRYES Support and 2) TRYES Report. As of the end of fiscal year ended June 2024, the total number of contracted companies for both services reached 1,286.

TRYES Support is a face-to-face consulting service for logistics companies. ASUA dispatches consultants to logistics company sites to support efficient safety activities by utilizing data such as fuel consumption and traffic accident data.

TRYES Report is a flat-rate cloud service that supports the safety activities of logistics operators and provides the company's original educational content.

2) CRM Innovation Business

Leveraging its safety activity database from the consulting business, along with driving data from connected cars of automobile manufacturers with which the company is collaborating, the service provides feedback messages to individual drivers after driving.

3) Telecommunications Network Solutions Business

ASUA conducts sales, installation and maintenance of communications and office automation equipment, as well as consulting related to cost reductions, for about 3,000 companies in the Tokai region. The company has been conducting the business since the founding of the company.

Financial Statements

Statement of income	Fiscal Year	Jun. 2022		Jun. 2023		Jun.2024	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		1,227	100.0	1,238	100.0	1,363	100.0
Cost of sales		675	55.0	696	56.3	740	54.3
Gross profit		552	45.0	541	43.7	623	45.7
Selling, general and administrative expenses		444	36.2	427	34.5	458	33.6
Operating profit		108	8.8	114	9.3	164	12.0
Non-operating income		3	-	6	-	5	-
Non-operating expenses		3	-	6	-	2	-
Ordinary profit		108	8.8	114	9.3	167	12.3
Profit before income taxes		101	8.2	101	8.2	169	12.4
Net profit		71	5.8	69	5.6	118	8.7

Balance sheet	Fiscal Year	Jun. 2022		Jun. 2023		Jun.2024	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		757	62.9	736	64.9	776	66.5
Cash and deposits		546	45.4	516	45.5	556	47.7
Accounts receivable-trade		192	16.0	200	17.6	202	17.4
Inventories		5	0.5	6	0.6	9	0.8
Non-current assets		445	37.1	399	35.1	390	33.5
Property, plant and equipment		170	14.2	165	14.6	162	13.9
Intangible assets		88	7.3	46	4.1	52	4.5
Investments and other assets		187	15.6	186	16.5	175	15.0
Total assets		1,203	100.0	1,135	100.0	1,166	100.0
Current liabilities		645	53.6	569	50.1	539	46.2
Accounts payable - trade		41	3.5	58	5.2	30	2.6
Short-term borrowings		140	11.6	140	12.3	140	12.0
Current portion of long-term borrowings		83	7.0	55	4.9	47	4.0
Non-current liabilities		155	12.9	101	8.9	56	4.8
Long-term borrowings		140	11.7	85	7.5	39	3.4
Net assets		403	33.5	464	40.9	571	49.0
Owners' equity		403	33.5	464	40.9	571	49.0

Statement of cash flows	Fiscal Year	Jun. 2022	Jun. 2023	Jun.2024
		(mn yen)	(mn yen)	(mn yen)
Cash flows from operating activities		23	102	126
Depreciation		20	18	17
Cash flows from investing activities		-79	-38	-21
Cash flows from financing activities		-95	-94	-64
Dividends paid		-10	-10	-10
Net increase in cash and cash equivalents		-152	-30	40
Cash and cash equivalents		546	516	556

Note: Non-consolidated

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

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