

**Supporting customers' business expansion by leveraging AI technology to visualize and reproduce specialist techniques and know-how**

This report is an English translation of part of the report issued on November 1, 2024.  
For inquiries concerning the report, please contact [info@stock-r.org](mailto:info@stock-r.org)

**[269A Sapeet 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)
Sep. 2022	300	47.8	-87	-	-89	-	-89	-	-80.6	-95.0	0.0
Sep. 2023	421	40.3	-147	-	-147	-	-147	-	-132.7	-227.6	0.0
Sep. 2024 f	624	48.2	-52	-	-64	-	-65	-	-53.0	-	0.0

Note: Non-consolidated basis. Figures for the fiscal year ending September 2024 is the company's forecasts.  
It conducted 1:100 stock split on June 20, 2024. Per share indices are adjusted retroactively.

**Leveraging AI Technology to Support Customers Boosting Performance**

Sapeet's Expert AI business uses AI technology to analyze and visualize the techniques and know-how accumulated by specialists from a variety of industries, enabling others to reproduce them and contributing to customers' net sales and profit growth.

As an AI technology, the company utilizes image recognition, natural language processing, machine and deep learning, large language models, and generative AI. Sapeet primarily provides services for the wellness industry, including orthopedic clinics, bodywork therapists and fitness clubs that use AI physical analysis algorithms to estimate body distortion from physical images. It also provides communication-related services that utilize communication algorithms to reproduce sales and customer service expertise of high-performing sales staff.

Sapeet's net sales are categorized into AI solutions, through which it provides a full spectrum of services ranging from consulting to system development and operation for customers, and AI products, which comprise services mainly in SaaS format. In fiscal year ended September 2023, AI solutions accounted for 34.0% of net sales and AI products for 65.8%.

**AI Solutions**

For AI solutions, the company integrates algorithms for physical analysis with those for communication to provide optimal AI solutions tailored to each customer's business, in the form of consulting and proposals for customers as well as system development and operation.

**AI Products**

For AI products, the company provides its services mainly in the form of SaaS, Kartie Cloud. Kartie Cloud is a service that uses Expert AI to ensure consistency in customer service and business negotiations to expand performance while promoting AI use and digital transformation (DX) of customer operations.

## Financial Statements

Statement of income	Fiscal Year	Sep. 2022		Sep. 2023		Nine months to Jun.2024	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		300	100.0	421	100.0	450	100.0
Cost of sales		169	56.3	134	31.8	178	39.6
Gross profit		130	43.3	286	67.9	271	60.2
Selling, general and administrative expenses		218	72.7	434	103.1	295	65.6
Operating profit		-87	-	-147	-	-23	-
Non-operating income		0	-	4	-	0	-
Non-operating expenses		1	-	3	-	7	-
Ordinary profit		-89	-	-147	-	-30	-
Profit before income taxes		-89	-	-147	-	-30	-
Net profit		-89	-	-147	-	-30	-

Balance sheet	Fiscal Year	Sep. 2022		Sep. 2023		Jun.2024	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		226	100.0	233	87.9	353	78.1
Cash and deposits		178	78.8	156	58.9	260	57.5
Accounts receivable-trade		45	19.9	74	27.9	97	21.5
Inventories		-	-	-	-	-	-
Non-current assets		0	0.0	31	11.7	98	21.7
Property, plant and equipment		0	0.0	6	2.3	13	2.9
Intangible assets		-	-	-	-	60	13.3
Investments and other assets		-	-	25	9.4	24	5.3
Total assets		226	100.0	265	100.0	452	100.0
Current liabilities		329	145.6	518	195.5	286	63.3
Accounts payable - trade		10	4.4	12	4.5	17	3.8
Short-term borrowings		260	115.0	450	169.8	200	44.2
Current portion of long-term borrowings		3	1.3	2	0.8	-	-
Non-current liabilities		2	0.9	-	-	-	-
Long-term borrowings		2	0.9	-	-	-	-
Net assets		-105	-	-252	-	165	36.5
Owners' equity		-105	-	-252	-	165	36.5

Statement of cash flows	Fiscal Year	Sep. 2022	Sep. 2023
		(mn yen)	(mn yen)
Cash flows from operating activities		-75	-177
Depreciation		0	0
Cash flows from investing activities		-	-31
Cash flows from financing activities		246	187
Dividends paid		-	-
Net increase in cash and cash equivalents		171	-21
Cash and cash equivalents		178	156

Note: Non-consolidated

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