

Offering services for the travel and tourism industry based on search technology Spook

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【304A FORCIA 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)
Feb. 2023	2,146	29.9	102	-	106	94.4	130	4.9x	130.1	1,335.0	0.0
Feb. 2024	1,946	-9.3	139	36.0	140	32.1	99	-23.8	99.1	1,434.1	0.0
Feb. 2025 f	2,281	17.2	202	45.8	186	32.5	115	16.9	111.8	-	0.0

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

It conducted 1:100 stock split on August 31, 2024. Per share indices are adjusted retroactively.

Offering Services for the Travel and Tourism Industry Based on Search Technology

FORCIA is an information services company offering system development, services and more, centered on the travel and tourism industry. These services are based on Spook, a search technology capable of rapidly extracting necessary information from vast and complex data.

The company's net sales are divided into solution-type services, which accounted for 43.8% of net sales in fiscal year ended February 2024, and SaaS-type services, which made up 56.2%.

Solution-type Services

Solution-type services leverage Spook to offer solutions that enable client companies to resolve their specific issues individually. Specifically, the company provides search solutions to corporate clients handling complex data, such as travel agency reservation sites, where users frequently have detailed requirements for dates, times, locations and room types, as well as e-commerce sites for specialist trading companies that require the management of numerous product standards and detailed specifications. This enables FORCIA to provide enhanced convenience to users of customer companies' services.

Net sales of solution-type services comprise 1) system development costs, 2) operation and maintenance costs once the system is up and running and 3) compensation in the form of royalties for the continued use of Spook technology and know-how after the system has gone live. Spook is provided in the so-called on-premise type, installed on servers or data centers owned by the client company itself, and is frequently incorporated into a large-scale system.

SaaS-type Services

SaaS-type services provide generic solutions to issues commonly experienced by multiple client companies. As the service is provided via the Internet, client companies can use it without setting up or managing servers themselves. The primary services are Web Connect, a travel and tourism industry product sales platform, and data cleansing tool Masstery.

Financial Statements

Statement of income	Fiscal Year	Feb. 2023		Feb. 2024		Six months to Aug.2024	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		2,146	100.0	1,946	100.0	1,064	100.0
Cost of sales		1,120	52.2	894	45.9	498	46.8
Gross profit		1,025	47.8	1,052	54.1	566	53.2
Selling, general and administrative expenses		923	43.0	913	46.9	486	45.7
Operating profit		102	4.8	139	7.1	80	7.5
Non-operating income		3	-	1	-	0	-
Non-operating expenses		-	-	-	-	-	-
Ordinary profit		106	5.0	140	7.2	80	7.5
Profit before income taxes		148	6.9	140	7.2	80	7.5
Net profit		130	6.1	99	5.1	52	5.0

Balance sheet	Fiscal Year	Feb. 2023		Feb. 2024		Aug.2024	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		1,231	81.5	1,309	80.5	1,386	78.7
Cash and deposits		520	34.4	958	59.0	852	48.4
Accounts receivable-trade		467	30.9	153	9.4	246	14.0
Contract asset		192	12.7	156	9.6	244	13.9
Non-current assets		280	18.5	317	19.5	374	21.3
Property, plant and equipment		41	2.8	41	2.5	38	2.2
Intangible assets		95	6.3	135	8.4	169	9.6
Investments and other assets		143	9.5	140	8.6	166	9.5
Total assets		1,511	100.0	1,626	100.0	1,760	100.0
Current liabilities		176	11.7	192	11.8	273	15.6
Accounts payable - trade		59	3.9	40	2.5	59	3.4
Contract liabilities		2	0.1	1	0.1	2	0.1
Accounts payable		55	3.6	65	4.0	54	3.1
Non-current liabilities		-	-	-	-	-	-
Net assets		1,335	88.3	1,434	88.2	1,486	84.4
Owners' equity		1,335	88.3	1,434	88.2	1,486	84.4

Statement of cash flows	Fiscal Year	Feb. 2023		Feb. 2024		Six months to Aug.2024	
		(mn yen)	(mn yen)	(mn yen)	(mn yen)		
Cash flows from operating activities		-249	519	-48			
Depreciation		54	44	26			
Cash flows from investing activities		79	-80	-58			
Cash flows from financing activities		-	-	-			
Net increase in cash and cash equivalents		-170	438	-106			
Cash and cash equivalents		520	958	852			

Note:Non-consolidated

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