

Supporting people with disabilities by issuing the Mirairo ID digitalized disability certificate, with the goal of growth by expanding the number of places accepting the ID and the number of users

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[335A Mirairo 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. 2023	582	-5.4	1	-	11	-	9	-	1.9	30.0	0.0
Sep. 2024	709	21.8	116	-	121	-	178	-	34.2	64.3	0.0
Sep. 2025 f	880	24.1	184	58.6	163	34.7	104	-41.6	12.0	-	0.0

Note: Non-consolidated basis. Figures for the fiscal year ending September 2025 is the company's forecasts.
It conducted 1:100 stock split on November 8, 2024. Per share indicies are adjusted retroactively.

Providing Services in Support of People with Disabilities

Mirairo offers the following three services:

- 1) Mirairo ID solutions provides Mirairo ID, a digital disability certificate free of charge via a smartphone app and offers a host of solutions and services for corporate clients targeting Mirairo ID users.
- 2) Universal Manners training and certification conducted by instructors with disabilities. Mirairo uses the term "Universal Manners" to define the way to interact with various individuals, including those with disabilities.
- 3) Mirairo Connect, through which it provides sign language interpreting and related services.

In fiscal year ended September 2024, Mirairo ID solutions accounted for 33.6% of net sales, Universal Manners training and certification for 42.0% and Mirairo Connect for 24.3%. As of the end of fiscal year ended September 2024, the company had 561 corporate clients, with the majority participating in Universal Manners training.

Digitalized Disability Certificate Mirairo ID

Mirairo ID, launched in July 2019, is a smartphone app for people with disabilities. It is a digitalized disability certificate issued free of charge by registering information such as an image of the certificate issued by the relevant local government and the issues for which support is required.

Users with disabilities who display the Mirairo ID screen on their smartphone are eligible for discounts at venues such as transportation facilities, art and history museums and recreational facilities. People with disabilities who are not in possession of the disability certificate are not eligible for discounts, but they can access barrier-free information for facilities and stores and purchase items online at the regular price.

As of the end of 2024, there were 435,000 Mirairo ID users, around 320,000 of whom were holders of disability certificates, representing just over 5% of the 6.1 million people in Japan with disability certificates. Mirairo believes that there is still considerable potential for growth in the number of disability certificate holders obtaining a Mirairo ID.

Financial Statements

Statement of income	Fiscal Year	Sep. 2023		Sep. 2024		Three months to Dec.2024	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		582	100.0	709	100.0	183	100.0
Cost of sales		247	42.4	249	35.1	66	36.1
Gross profit		335	57.6	460	64.9	116	63.4
Selling, general and administrative expenses		333	57.2	343	48.4	91	49.7
Operating profit		1	0.2	116	16.4	25	13.7
Non-operating income		12	-	8	-	1	-
Non-operating expenses		3	-	3	-	0	-
Ordinary profit		11	1.9	121	17.1	26	14.2
Profit before income taxes		10	1.7	121	17.1	26	14.2
Net profit		9	1.5	178	25.1	16	8.7

Balance sheet	Fiscal Year	Sep. 2023		Sep. 2024		Dec.2024	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		443	82.2	538	76.9	563	78.4
Cash and deposits		358	66.4	421	60.1	447	62.3
Accounts receivable-trade		58	10.8	86	12.3	77	10.7
Contract asset		8	1.5	9	1.3	12	1.7
Non-current assets		95	17.6	161	23.0	155	21.6
Property, plant and equipment		7	1.3	7	1.0	7	1.0
Intangible assets		68	12.6	77	11.0	80	11.1
Investments and other assets		19	3.5	76	10.9	67	9.3
Total assets		539	100.0	700	100.0	718	100.0
Current liabilities		215	39.9	232	33.1	241	33.6
Accounts payable - trade		7	1.3	12	1.7	9	1.3
Short-term borrowings		95	17.6	95	13.6	95	13.2
Current portion of long-term borrowings		37	6.9	34	4.9	37	5.2
Non-current liabilities		165	30.6	131	18.7	122	17.0
Long-term borrowings		164	30.4	130	18.6	121	16.9
Net assets		158	29.3	337	48.1	353	49.2
Owners' equity		156	28.9	335	47.9	352	49.0

Statement of cash flows	Fiscal Year	Sep. 2023	Sep. 2024
		(mn yen)	(mn yen)
Cash flows from operating activities		12	137
Depreciation		22	27
Cash flows from investing activities		-27	-37
Cash flows from financing activities		68	-37
Dividends paid		-	-
Net increase in cash and cash equivalents		54	62
Cash and cash equivalents		358	421

Note: Non-consolidated

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

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