uSonar (431A TSE Growth) October 21, 2025

Leverages corporate database and utilization services to support corporate marketing activities

This report is an English translation of part of the report issued on October 21, 2025.
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【431A uSonar 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)
Dec. 2023		5,038	24.7	115	-	123	20.6	74	15.6	9.6	258.9	0.0
Dec. 2024		6,074	20.6	910	7.9x	909	7.4x	634	8.6x	81.1	340.1	0.0
Dec. 2025	f	6,880	13.3	1,261	38.6	1,254	38.0	768	21.1	98.2	-	0.0

Note: Non-consolidated basis.Figures for the fiscal year ending December 2025 is the company's forecasts.
It conducted 1:1,000 stock split on July 10, 2025.Per share indicies are adjusted retroactively.

Uses Corporate Databases and Utilization Services to Support Marketing

uSonar supports corporate database marketing activities using its corporate database Linkage Business Code (LBC) and various services utilizing the database. LBC is Japan's largest corporate database. On a corporate basis, it covers 4.5 million companies ranging from small and medium-sized enterprises to large corporations. In terms of locations, it encompasses 12.5 million locations, including factories and business offices.

Services utilizing LBC include uSonar, a cloud service that automatically integrates and centralizes user companies' customer data by referencing LBC data, PLANSonar, an interface that specializes in narrowing down lists of sales prospects and is designed to facilitate the use of uSonar, and mSonar/GuideSonar, a marketing tool for which a business card management app is the entry point. mSonar is a smartphone-based tool and GuideSonar is an optional service that enables users to view the same screen as mSonar on a computer. All services, including LBC and the sonar systems that utilize it, which are uSonar, PLANSonar and mSonar/GuideSonar, are referred to collectively as Sonar Services.

Sonar Services accounted for 82.7% of net sales for fiscal year ended December 2024 and other businesses accounted for 17.3%. Sonar Services are driving the growth of the company. Other net sales are generated by traditional businesses, such as systems for contact centers and data-driven direct mail distribution as well as new services, including a download service of commercial and real estate registries, etc. By revenue model, stock revenue from regular service use accounted for 78.9% of net sales in fiscal year ended December 2024, while flow revenue from initial setup and other activities comprised 21.1%.

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Financial Statements

Statement of income	Fiscal Year	Dec. 2023		Dec. 2024		Six mounths to Jun. 2025	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		5,038	100.0	6,074	100.0	3,584	100.0
Cost of sales		2,176	43.2	2,316	38.1	1,302	36.3
Gross profit		2,862	56.8	3,758	61.9	2,282	63.7
Selling, general and administrative expenses		2,746	54.5	2,847	46.9	1,460	40.7
Operating profit		115	2.3	910	15.0	821	22.9
Non-operating income		14	-	3	-	2	-
Non-operating expenses		6	-	5	-	2	-
Ordinary profit		123	2.4	909	15.0	820	22.9
Profit before income taxes		118	2.3	915	15.1	699	19.5
Net profit		74	1.5	634	10.4	452	12.6

Balance sheet	Fiscal Year	Dec. 2023		Dec. 2024		Jun. 2025	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		2,993	75.9	3,870	78.3	4,845	75.7
Cash and deposits		2,428	61.5	3,222	65.2	4,057	63.4
Trade receivables		342	8.7	378	7.7	505	7.9
Contract asset		10	0.3	17	0.3	20	0.3
Non-current assets		952	24.1	1,070	21.7	1,558	24.3
Property, plant and equipment		227	5.8	394	8.0	331	5.2
Intangible assets		350	8.9	331	6.7	330	5.2
Investments and other assets		374	9.5	344	7.0	896	14.0
Total assets		3,945	100.0	4,941	100.0	6,404	100.0
Current liabilities		1,755	44.5	1,989	40.3	2,880	45.0
Accounts payable - trade		374	9.5	230	4.7	209	3.3
Short-term borrowings		145	3.7	145	2.9	145	2.3
Current portion of bonds payable		-	-	-	-	20	0.3
Current portion of long-term borrowings		230	5.8	99	2.0	79	1.2
Non-current liabilities		161	4.1	293	5.9	412	6.4
Bonds payable		-	-	-	-	80	1.2
Long-term borrowings		161	4.1	61	1.2	20	0.3
Net assets		2,028	51.4	2,658	53.8	3,111	48.6
Owners' equity		2,024	51.3	2,658	53.8	3,111	48.6

Statement of cash flows	Fiscal Year	Dec. 2023	Dec. 2024	Six mounths to Jun. 2025
		(mn yen)	(mn yen)	(mn yen)
Cash flows from operating activities		666	1,251	1,392
Depreciation		203	229	153
Cash flows from investing activities		-251	-225	-596
Cash flows from financing activities		-239	-230	37
Dividends paid		-	-	-
Net increase in cash and cash equivalents		183	793	833
Cash and cash equivalents		2,428	3,222	4,056

Note:Non-consolidated
Source: Prepared by Stock Research Center based on the notifiable prospectus.

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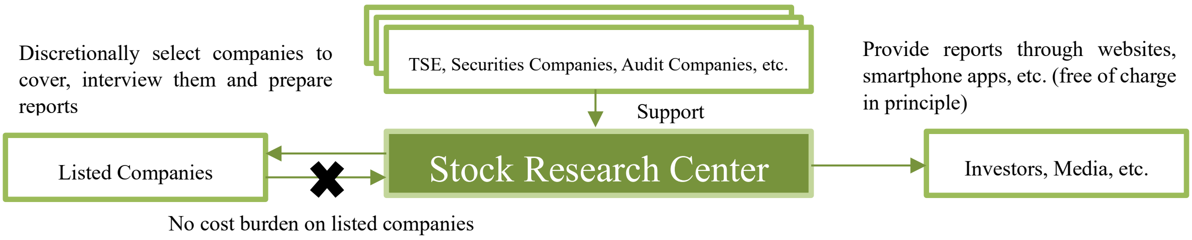

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