

Operates a matching platform that connects SMEs with service providers to resolve issues

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For inquiries concerning the report, please contact info@stock-r.org

【479A PRONI 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	1,683	38.4	-715	-	-727	-	-729	-	-188.1	-913.1	0.0
Dec. 2024	2,197	30.5	-384	-	-383	-	-270	-	-65.5	-1,033.4	0.0
Dec. 2025 f	3,209	46.1	361	-	352	-	505	-	122.2	-	0.0

Note: Non-consolidated basis. Figures for the fiscal year ending December 2025 is the company's forecasts.
It conducted 1:10 stock split on September 17, 2025. Per share indices are adjusted retroactively.

Matching SMEs to Companies that Provide Problem-Solving Services

PRONI operates PRONI Aimitsu, a matching platform which connects SMEs facing various management challenges with companies that offer services to resolve those issues.

The system operates by charging no fees to ordering companies requesting problem-solving services. It instead collects fees for matching and system usage from the companies providing those services.

In line with the order specifications created by the ordering company, PRONI Aimitsu's matching system leverages generative AI and references past matching data from among registered order receiving companies to present the optimal matching company. PRONI receives a matching fee once a matching company is selected. After matching, the procedures for negotiations and contracts are handled directly between the ordering and receiving companies.

The company has about 1,200 registered service providers, which offer a broad range of service categories, including SaaS tools, IT and systems-related services, sales and marketing services and business process outsourcing (BPO) services. In recent years, PRONI has focused on the DX, SaaS and AI domains. At present, DX-related services, encompassing cloud services for accounting and HR as well as website and system development, account for over 80% of net sales.

The fee structure comprises a fee charged upon successful matching, a fixed monthly subscription fee and other fees, including initial setup costs related to monthly subscriptions. The SaaS domain primarily consists of match-based billing, while other sectors focus on monthly subscriptions.

Financial Statements

Statement of income	Fiscal Year	Dec. 2023		Dec. 2024		Nine months to Sep. 2025	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		1,683	100.0	2,197	100.0	2,306	100.0
Cost of sales		315	18.7	360	16.4	202	8.8
Gross profit		1,368	81.3	1,837	83.6	2,104	91.2
Selling, general and administrative expenses		2,084	1.2x	2,221	101.1	1,773	76.9
Operating profit		-715	-	-384	-	330	14.3
Non-operating income		3	-	12	-	11	-
Non-operating expenses		15	-	11	-	15	-
Ordinary profit		-727	-	-383	-	326	14.1
Profit before income taxes		-727	-	-383	-	326	14.1
Net profit		-729	-	-270	-	466	20.2

Balance sheet	Fiscal Year	Dec. 2023		Dec. 2024		Sep. 2025	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		2,026	95.0	1,561	88.1	2,200	83.7
Cash and deposits		1,758	82.5	1,234	69.7	1,805	68.6
Accounts receivable - trade		196	9.2	255	14.4	333	12.7
Inventories		0	0.0	0	0.0	-	-
Non-current assets		106	5.0	210	11.9	429	16.3
Property, plant and equipment		38	1.8	32	1.8	29	1.1
Intangible assets		-	-	-	-	77	2.9
Investments and other assets		67	3.1	178	10.1	321	12.2
Total assets		2,132	100.0	1,771	100.0	2,630	100.0
Current liabilities		502	23.5	526	29.7	510	19.4
Accounts payable - trade		-	-	-	-	-	-
Current portion of long-term borrowings		179	8.4	125	7.1	118	4.5
Non-current liabilities		707	33.2	581	32.8	965	36.7
Long-term borrowings		707	33.2	581	32.8	965	36.7
Net assets		922	43.2	663	37.4	1,153	43.8
Owners' equity		922	43.2	652	36.8	1,118	42.5

Statement of cash flows	Fiscal Year	Dec. 2023	Dec. 2024
		(mn yen)	(mn yen)
Cash flows from operating activities		-694	-343
Depreciation		7	7
Cash flows from investing activities		-5	-1
Cash flows from financing activities		1,413	-179
Dividends paid		-	-
Net increase in cash and cash equivalents		713	-523
Cash and cash equivalents		1,723	1,199

Note: Non-consolidated

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

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