

# RISKMONSTER.COM

## Consolidated Financial Results Briefing for the Fiscal Year Ended March 31, 2023



May 12th, 2023

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(thousands of yen)

	FY3/2022	FY3/2023	Change	Change (ratio)
Net sales	3,745,660	3,744,813	△847	100.0 %
Operating Income	669,661	565,083	△104,577	84.4 %
Ordinary Income	693,284	552,548	△140,735	79.7 %
Profit attributable to owners of parent	459,076	360,374	△98,701	78.5 %

	FY3/2022	FY3/2023	Change	Change (ratio)
Earnings per share	¥61.32	¥47.60	△¥13.72	77.6 %
Number of members	14,103 ID	13,822 ID	△281 ID	98.0 %
Return on equity	8.2 %	6.2 %	△2.0 point	—

(thousands of yen)

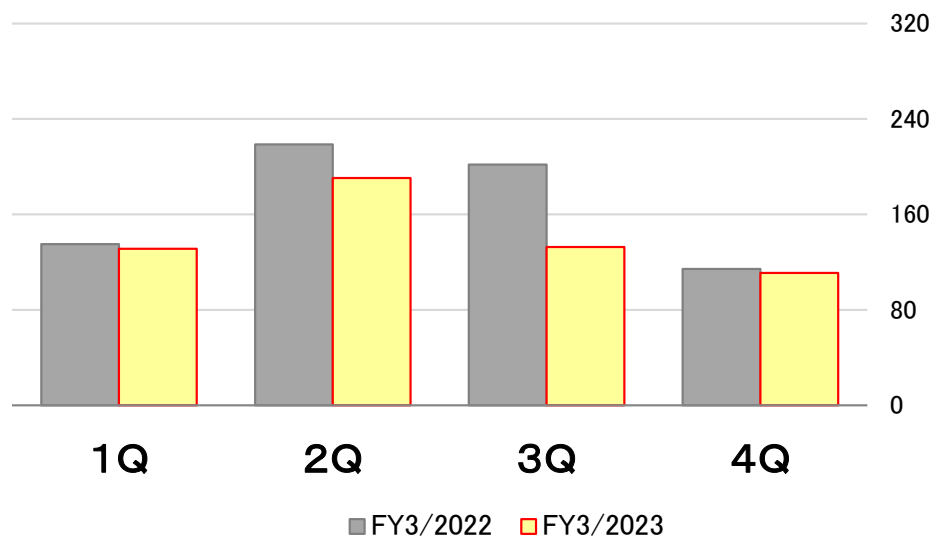
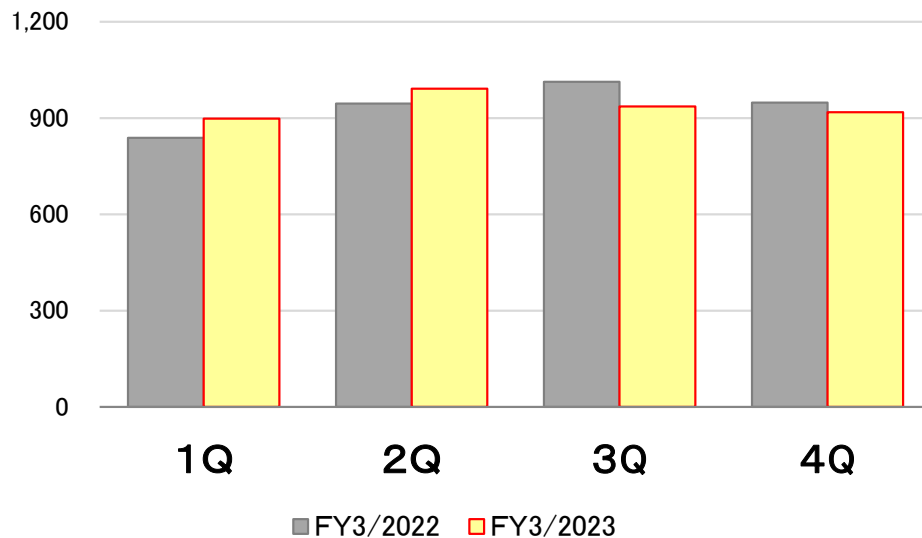
FY3/2023	1Q	2Q	3Q	4Q
Net Sales	898,424	991,648	936,530	918,209
Operating Income	131,133	190,442	132,606	110,901
FY3/2022	1Q	2Q	3Q	4Q
Net Sales	838,697	945,446	1,013,072	948,444
Operating Income	135,034	218,639	201,710	114,277

## Net Sales

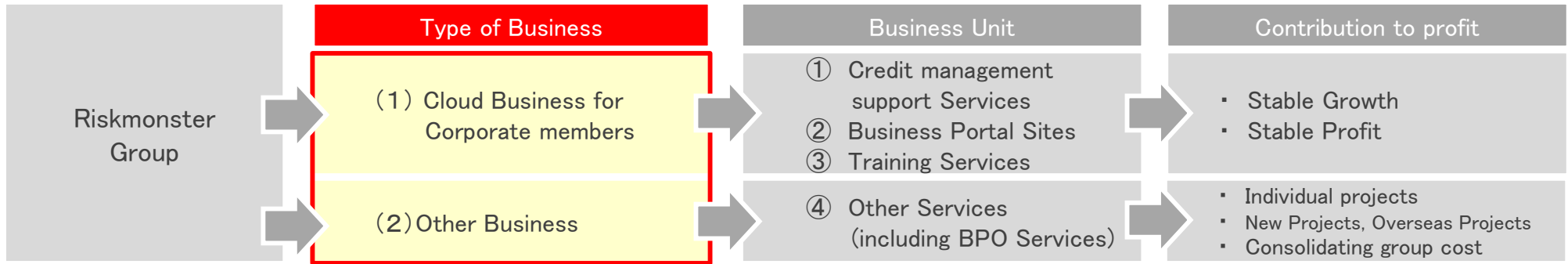
## Operating Income

(millions of yen)

(millions of yen)



## Riskmonster's Business Model

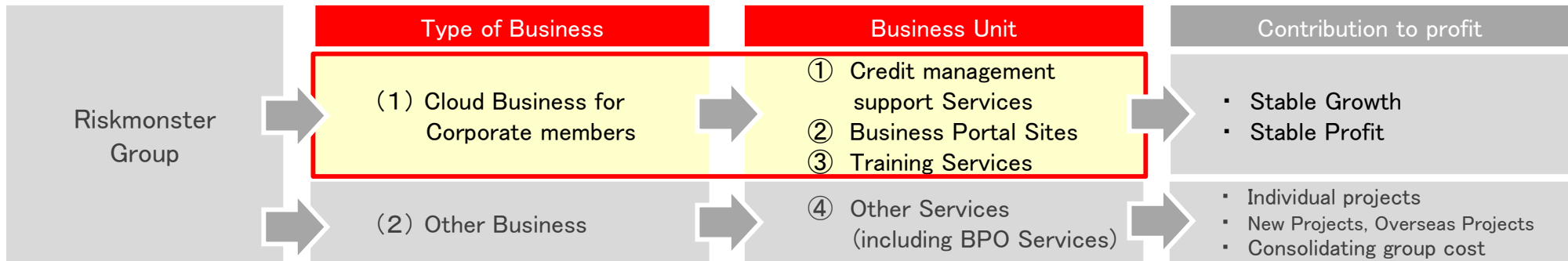


(thousands of yen)

	FY3/2022	FY3/2023	Change	Change (ratio)
(1) Cloud Business for Corporate members	3,153,297	2,958,208	△195,088	93.8%
(2) Other Business	866,880	1,199,285	332,405	138.3%
<b>Total Net Sales</b>	<b>4,020,177</b>	<b>4,157,493</b>	<b>137,316</b>	<b>103.4%</b>
(1) Cloud Business for Corporate members	731,287	667,624	△63,663	91.3%
(2) Other Business	61,730	64,114	2,383	103.9%
<b>Total Operating Income</b>	<b>793,018</b>	<b>731,738</b>	<b>△61,279</b>	<b>92.3%</b>

( Note ) Net Sales and Operating Income are calculated based on amounts before the elimination of inter transactions.

## Riskmonster's Business Model



(thousands of yen)

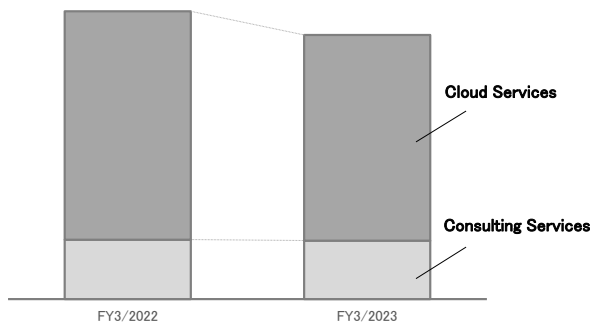
	FY3/2022	FY3/2023	Change	Change (ratio)
①Credit management support Services	2,291,729	2,102,864	△188,865	91.8%
②Business Portal Sites	607,673	614,901	7,228	101.2%
③Training Services	253,893	240,442	△13,451	94.7%
<b>Total Business Unit Sales</b>	<b>3,153,297</b>	<b>2,958,208</b>	<b>△195,088</b>	<b>93.8%</b>
①Credit management support Services	427,807	381,364	△46,442	89.1%
②Business Portal Sites	239,743	241,298	1,555	100.6%
③Training Services	63,736	44,960	△18,776	70.5%
<b>Total Business Unit Income</b>	<b>731,287</b>	<b>667,624</b>	<b>△63,663</b>	<b>91.3%</b>
<b>Number of members(ID)</b>	<b>13,669</b>	<b>13,377</b>	<b>△292</b>	<b>97.9%</b>

(thousands of yen)

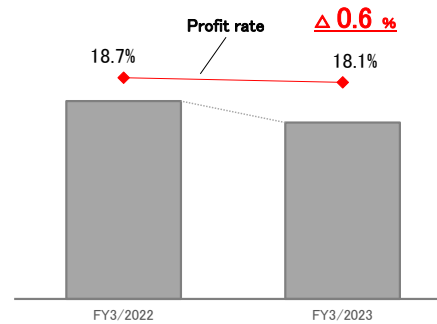
	FY3/2022	FY3/2023	Change	Change (ratio)
Cloud Services	1,818,118	1,637,183	△180,934	90.0%
Consulting Services	473,611	465,681	△7,930	98.3%
<b>Net Sales</b>	<b>2,291,729</b>	<b>2,102,864</b>	<b>△188,865</b>	<b>91.8%</b>
<b>Business Unit Income</b>	<b>427,807</b>	<b>381,364</b>	<b>△46,442</b>	<b>89.1%</b>
<b>Profit rate</b>	<b>18.7%</b>	<b>18.1%</b>	<b>△0.6point</b>	<b>—</b>
<b>Number of members (ID) *</b>	<b>7,199</b>	<b>7,240</b>	<b>41</b>	<b>100.6%</b>

( Note ) The number means the sum of members can use our services directly and through alliance company's service.

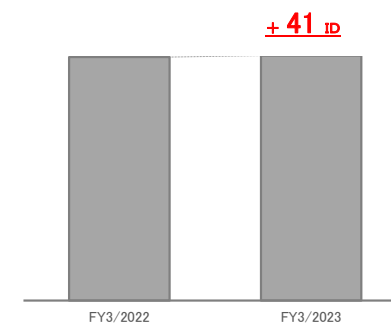
Net Sales



Business Unit Income



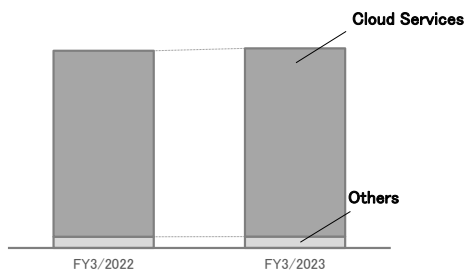
Number of members(ID)



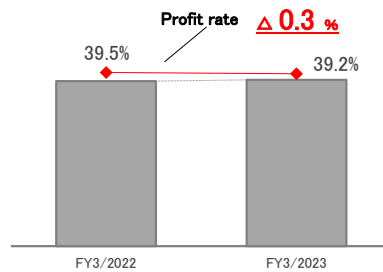
(thousands of yen)

	FY3/2022	FY3/2023	Change	Change (ratio)
Cloud Services	573,043	579,836	6,792	101.2%
Others	34,629	35,065	435	101.3%
<b>Net Sales</b>	<b>607,673</b>	<b>614,901</b>	<b>7,228</b>	<b>101.2%</b>
<b>Business Unit Income</b>	<b>239,743</b>	<b>241,298</b>	<b>1,555</b>	<b>100.6%</b>
<b>Profit rate</b>	<b>39.5%</b>	<b>39.2%</b>	<b>△0.3point</b>	<b>—</b>
<b>Number of Members (ID)</b>	<b>3,154</b>	<b>3,115</b>	<b>△39</b>	<b>98.8%</b>
<b>Number of Users</b>	<b>147,364</b>	<b>145,315</b>	<b>△2,049</b>	<b>98.6%</b>

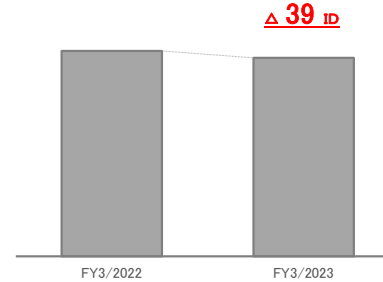
Net Sales



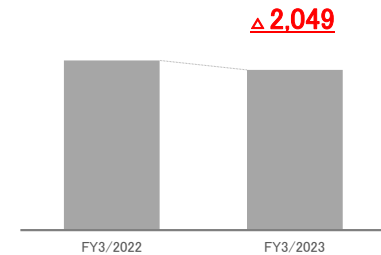
Business Unit Income



Number of Members(ID)



Number of Users

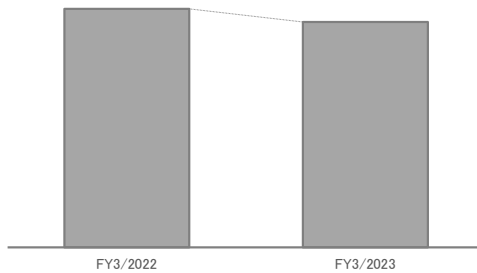




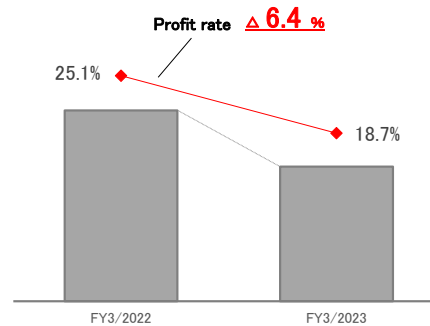
(thousands of yen)

	FY3/2022	FY3/2023	Change	Change (ratio)
Cloud Services / Net Sales	253,893	240,442	△13,451	94.7%
Business Unit Income	63,736	44,960	△18,776	70.5%
Profit rate	25.1%	18.7%	△6.4point	—
Number of Members (ID)	3,316	3,022	△294	91.1%

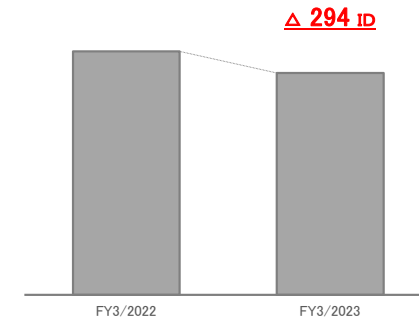
Cloud Services / Net Sales



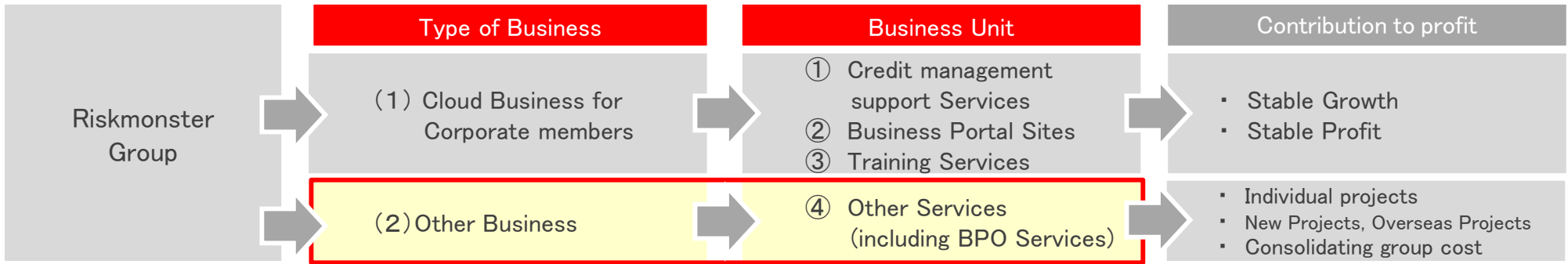
Business Unit Income



Number of Members(ID)



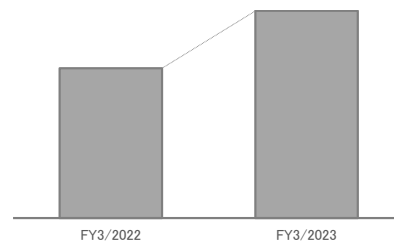
## Riskmonster's Business Model



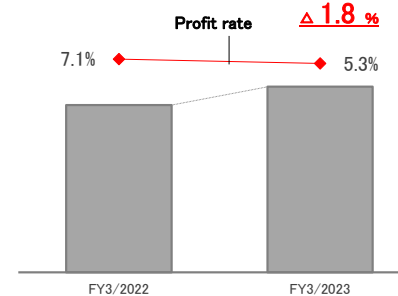
(thousands of yen)

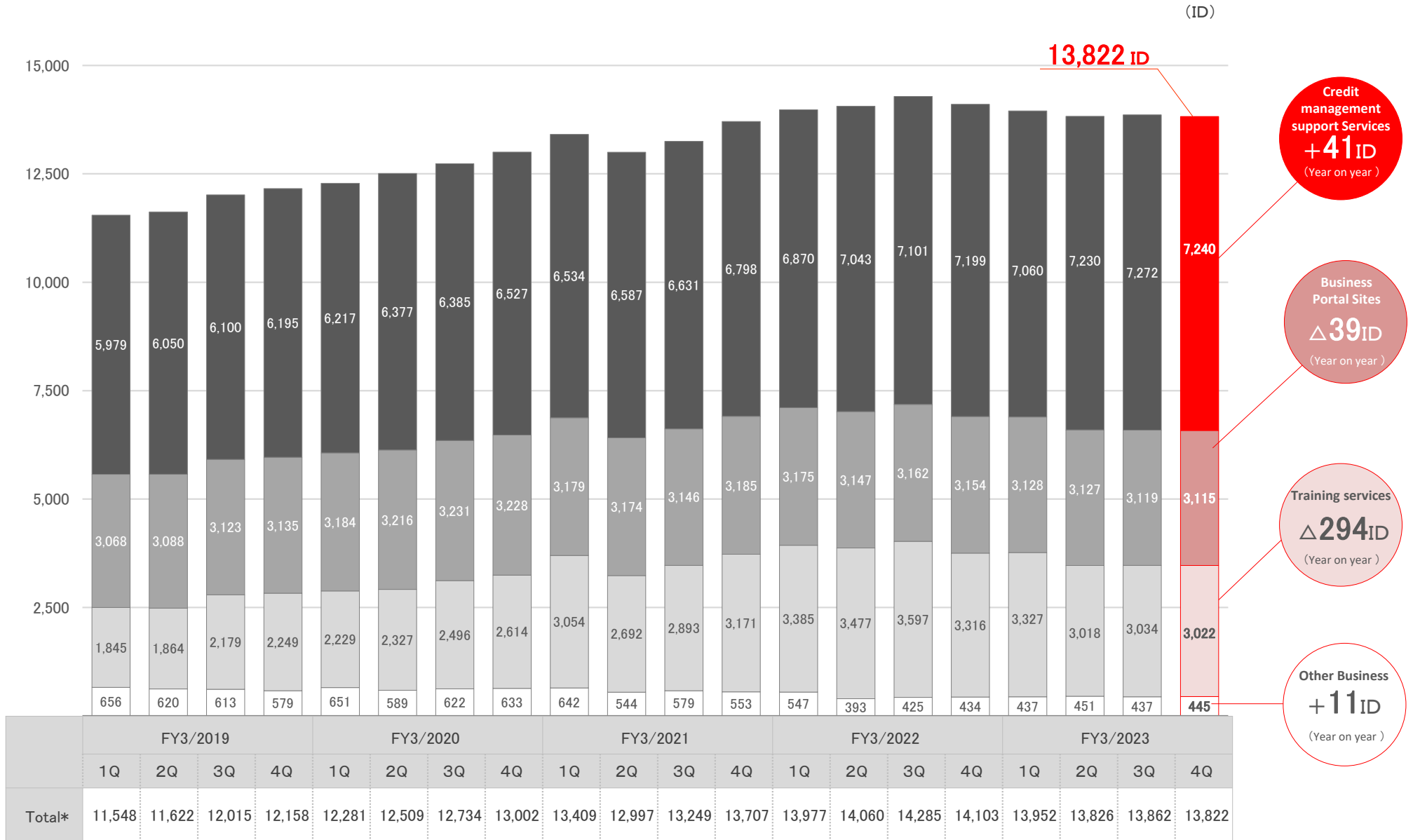
	FY3/2022	FY3/2023	Change	Change (ratio)
Total Business Unit Sales	866,880	1,199,285	332,405	138.3%
Total Business Unit Income	61,730	64,114	2,383	103.9%
Profit rate	7.1%	5.3%	△1.8point	—

Net Sales



Business Unit Income





( Note ) Figures include overlapped members.

(thousands of yen)

	As of March 31, 2022	As of March 31, 2023	Change	Change (ratio)
Current Assets	2,734,080	2,575,945	△158,135	94.2%
Non-Current Assets	4,205,973	4,101,158	△104,815	97.5%
<b>Total Assets</b>	<b>6,940,053</b>	<b>6,677,103</b>	<b>△262,950</b>	<b>96.2%</b>
Current Liabilities	579,424	527,343	△52,081	91.0%
Non-Current Liabilities	465,800	304,226	△161,574	65.3%
<b>Total Liabilities</b>	<b>1,045,225</b>	<b>831,569</b>	<b>△213,656</b>	<b>79.6%</b>
Net Assets	5,894,827	5,845,533	△49,294	99.2%
<b>Total Liabilities and Net Assets</b>	<b>6,940,053</b>	<b>6,677,103</b>	<b>△262,950</b>	<b>96.2%</b>
<b>Equity ratio</b>	<b>84.1%</b>	<b>86.7%</b>	—	—
<b>Net Assets per share</b>	<b>¥774.16</b>	<b>¥774.13</b>	△¥0.03	100.0%

(thousands of yen)

	FY3/2022	FY3/2023	Change	Change (ratio)
Operating CF	651,467	916,943	265,476	140.8%
Investing CF	△793,436	△790,027	3,408	99.6%
Financial CF	△248,794	△272,900	△24,106	109.7%
Effect of exchange rate change on cash and cash equivalents	△739	△2,827	△2,087	—
Net increase (decrease) in cash and cash equivalents	△391,502	△148,811	242,690	38.0%
Cash and cash equivalents at end of period	2,052,227	1,903,415	△148,811	92.7%

### ◆ Operating CF

Profit before income taxes	535,285
Depreciation	531,613
Decrease in accounts payable – other	△100,352
Income taxes paid	△161,649

### ◆ Investing CF

Purchase of intangible assets	△832,733
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### ◆ Financial CF

Purchase of treasury shares	△99,965
Dividends paid	△109,182

millions of yen

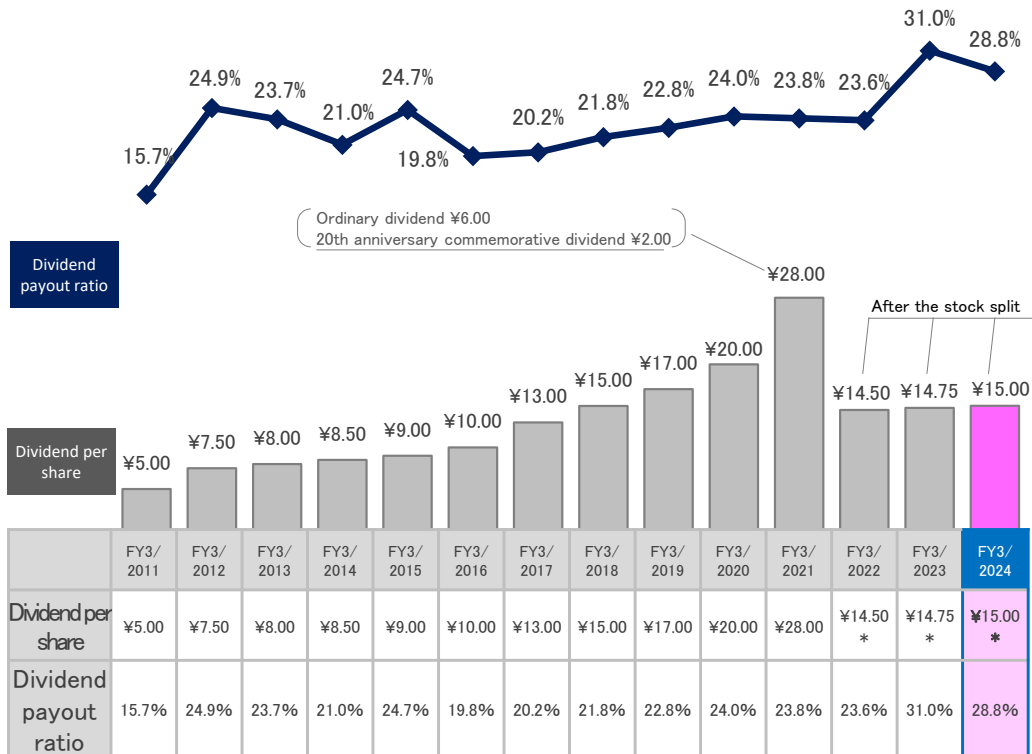
	FY3/2023 (results)	FY3/2024 (projected)	Difference	Progression rate
Net Sales	3,744	3,900	155	104.1%
Operating Income	565	610	44	107.9%
Ordinary Income	552	610	57	110.4%
Profit attributable to owners of parent	360	390	29	108.2%
Earnings per share	¥47.60	¥52.16	¥4.56	109.6%

## Profit Distribution Policies

Riskmonster's policy on shareholder return is to aim for stable and continuous dividends.

The annual dividend per share in FY3/2023 term will be ¥14.75.

The annual dividend per share for FY3/2024 forecast will be ¥15.00.



( Note ) On April 1, 2021, the Company conducted a two-for-one stock split of common stock. The stock split is reflected in the dividends from FY3/2022.

## Shareholder benefits (only in Japan)

For shareholder who owns 300 shares or more and more than 6 months at the end of September, we will send goods on the following table.



Number of Shares held	Continuous Holding Period			
	Over 6 months – less than a year	Over a Year – less than 3 years	Over 3 Year – less than 5 years	5 years or more
300 shares	Specified item			
600 shares	Specified item	Worth ¥1,500	Worth ¥2,000	Worth ¥2,000
1,000 shares		Worth ¥2,000	Worth ¥3,000	Worth ¥4,000
2,000 shares		Worth ¥3,000	Worth ¥4,000	Worth ¥5,000

## Contact

### 【Contact : IR only】

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FAX : 03-6214-0431

Mail : [ir@riskmonster.co.jp](mailto:ir@riskmonster.co.jp)

### 【Trade Name】

Riskmonster.com

<https://www.riskmonster.co.jp>

<https://www.cybaxuniv.jp>

### 【Head Office】

RMG Bldg., 2-16-5 Nihonbashi, Chuo-ku,

Tokyo

### 【Group Companies】

Rismon Business Portal Co., Ltd.

<https://www.j-motto.co.jp>

Rismon Muscle Data.com

Nippon Outsource Inc.

<https://www.outsource.co.jp>

SHIPS Co.,Ltd.

<https://www.ships-it.co.jp>

Rismon China Inc.

<https://www.rismon.com.cn>

