



SHIKIGAKU

MANAGETECH COMPANY

FY2/2024 2Q Financial Results

October 12, 2023
(TSE Growth: 7049 JP)

FY2/24 1H result presentation

Income Statement

(¥m)	FY2/23	FY2/24	YoY (Jun –Aug)	FY2/23	FY2/24	YoY (Mar-Aug)	FY2/24	Progress
	2Q (Jun –Aug)	2Q (Jun –Aug)		1H (Mar-Aug)	1H (Mar-Aug)		CoE	
Sales	1,083	1,100	1.5%	2,186	2,296	5.0%	5,224	44.0%
CoGS + SG&A	1,140	1,148	0.7%	2,208	2,491	12.8%	5,055	49.3%
(Within HR cost and Hiring cost)	521	537	3.0%	1,022	1,081	5.8%	2,256	47.9%
(Within advertisement & marketing cost*)	260	176	▲31.9%	405	481	18.7%	900	53.5%
Operating profit	▲ 56	▲ 47	-	▲ 22	▲ 194	-	168	-
Recurring profit	▲ 58	▲ 46	-	▲ 38	▲ 194	-	157	-
Net profit	▲ 31	▲ 55	-	▲ 57	▲ 137	-	35	-
EPS(¥)	▲ 3.8	▲ 6.3	-	▲ 7.1	▲ 15.6	-	3.89	-

* Marketing cost includes outsourcing and commission cost related to advertising

Income Statement by Segment

(¥m)	FY2/2023	FY2/2024	YoY (Jun-Aug)	FY2/2023	FY2/2024	YoY (Mar-Aug)
	2Q(Jun-Aug)	2Q(Jun-Aug)		1H(Mar-Aug)	1H (Mar-Aug)	
Sales	1,083	1,100	1.5%	2,186	2,296	5.0%
Organizational consulting	1,023	1,014	▲0.5%	2,025	2,061	1.8%
Sports entertainment*	60	86	43.7%	147	204	39.2%
VC fund	-	-	-	-	30	-
Hands-on fund	-	-	-	-	-	-
Segment profit	▲ 56	▲ 47	-	▲ 22	▲ 194	-
Organizational consulting	7	▲ 2	-	115	▲ 121	-
Sports entertainment*	▲ 49	▲ 35	-	▲ 94	▲ 57	-
VC fund	▲ 23	▲ 6	-	▲ 51	▲ 23	-
Hands-on fund	▲ 1	▲ 2	-	▲ 4	▲ 3	-

*As the Sports Entertainment business generates sales of merchandise and ticket revenue during the B. LEAGUE season (October to April), the net sales and operating profit tend to be skewed toward the Company's second half of the fiscal year (September to February).

Performance Highlights

Segment	Summary	Comment
Overall	<p>Sales : ¥2,296m (YoY+5.0%) Progress: 44.0% OP : ¥-194m (¥-22m in 1H FY2/23)</p>	<ul style="list-style-type: none"> • 2Q OP alone was still loss but amount of loss decreased QoQ due to cost controls • Focusing on black ink in OP in FY2/24 3Q alone, due to increase of order intake, introduction of platform services and cost controls
Organizational Consulting	<p>Sales : ¥2,061m (YoY+1.8%) OP : ¥-121m (YoY : ¥115m) Sales per head of consultant: ¥3.07m/month (YoY-14.8%) Number of consultant as of 2Q end : 91 ppl Order backlog : ¥821m (YoY+11.8%)</p>	<ul style="list-style-type: none"> • A order intake of platform services continues with churn rate between 1-3% • Completed cost reduction of advertisement and hiring • Shikigaku books sold one million copies (three titles)
Sports Entertainment	<p>Sales : ¥204m (YoY+39.2%) OP : ¥-57m (YoY : ¥-94m)</p>	<ul style="list-style-type: none"> • B-League has started (Oct 2023 to April 2024) • Average of attendees was 1,567ppl last year, our target is 2,000 in FY6/24
VC fund Hands-on fund	<p>New investment : none</p>	<ul style="list-style-type: none"> • VC fund with TKP (TSE Growth:3479JP)

Performance Highlights – Organizational Consulting

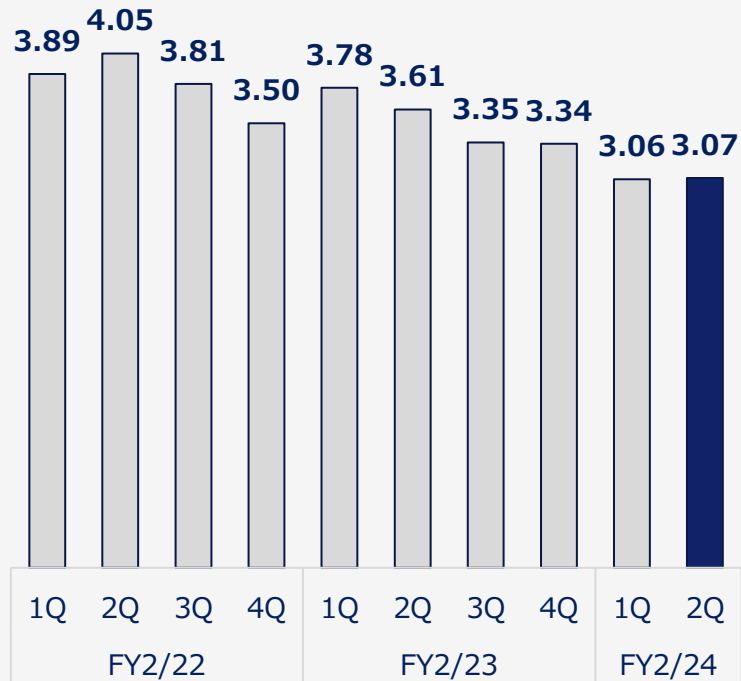
Target	FY2/20242Q Policy	result	Details
Sales and Order intake	<ul style="list-style-type: none"> Mandatory to sell platform services (stock income) with management consulting services (flow income) Shortened a contract terms from 1 year to 3 month to increase order intake 	Y	<ul style="list-style-type: none"> 2Q alone order intake hit record high Monthly sales of platform services <ul style="list-style-type: none"> Jun : ¥ 134m Jul : ¥ 135m Aug : ¥ 138m Sep : ¥ 148m Oct : ¥ 151m (estimate)
Cost control	<ul style="list-style-type: none"> Cost reduction of advertisement, marketing and hiring to achieve operating cost (CoGS + SG&A) less than ¥330m per month 	Y	<ul style="list-style-type: none"> 2Q operating cost achieved at ¥336m per month Continuing a cost control

KPIs (1/4)

Reduced the number of consultants :
Suspended new hiring then focusing on marketing to large caps by job rotation

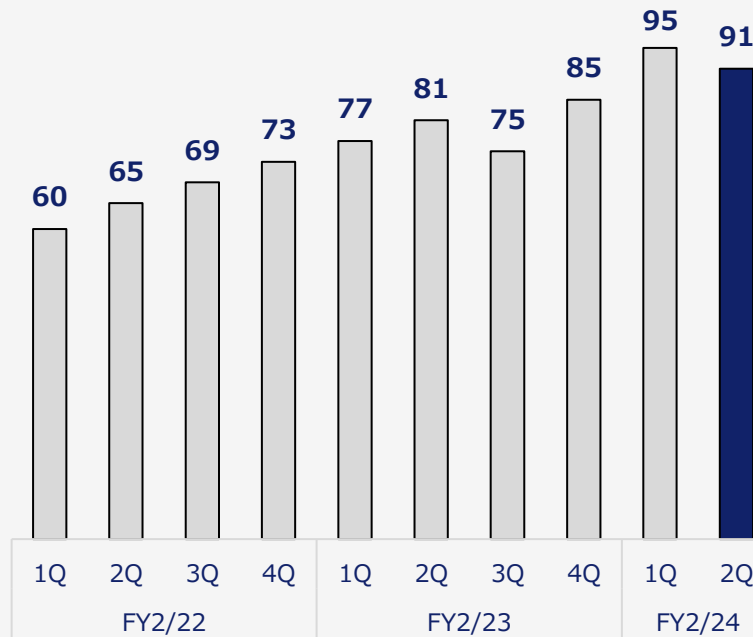
Sales per head of consultant

(¥m)



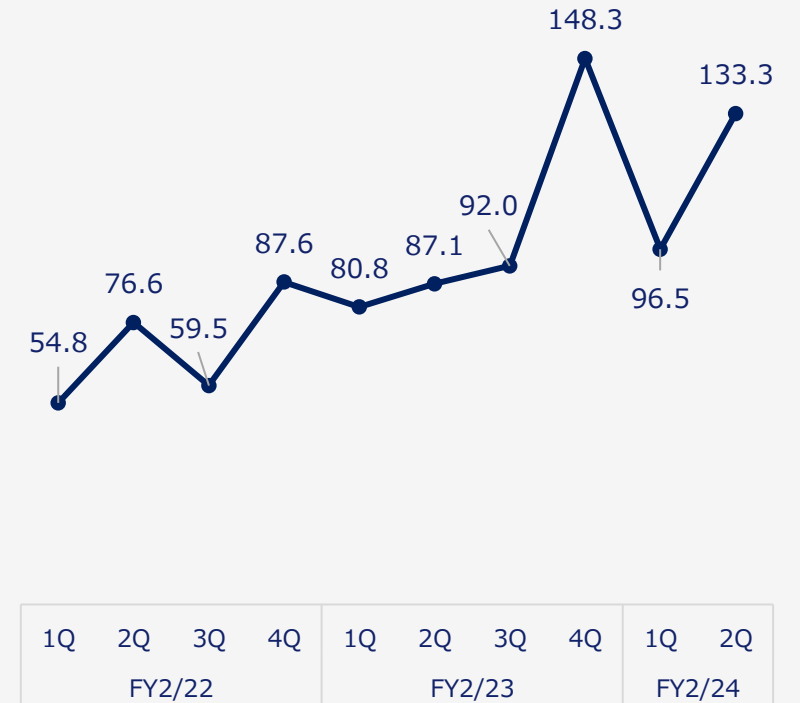
Number of consultants

(ppl)



Duration to become consultant

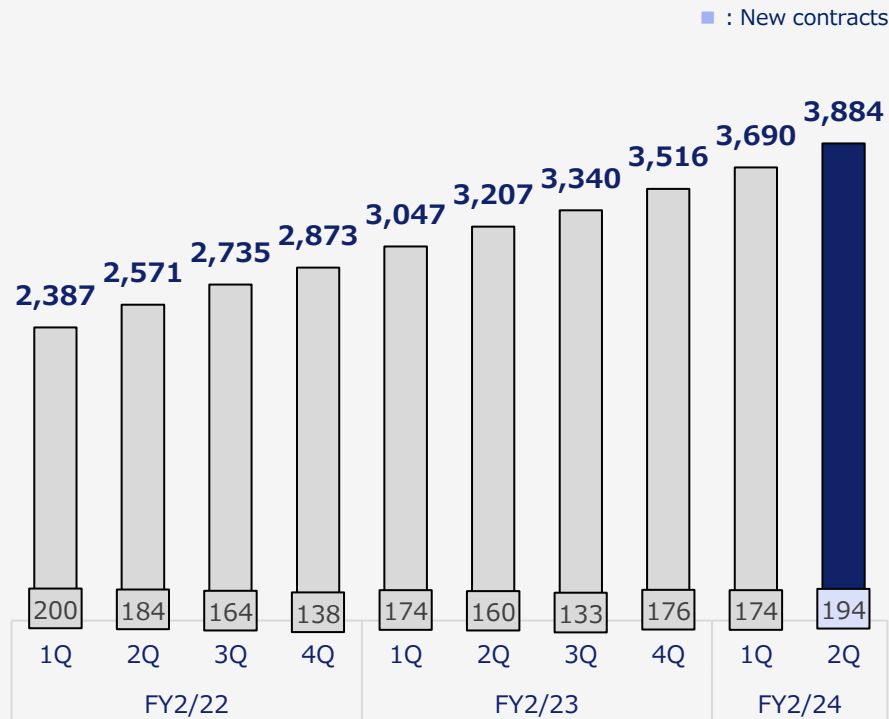
(day)



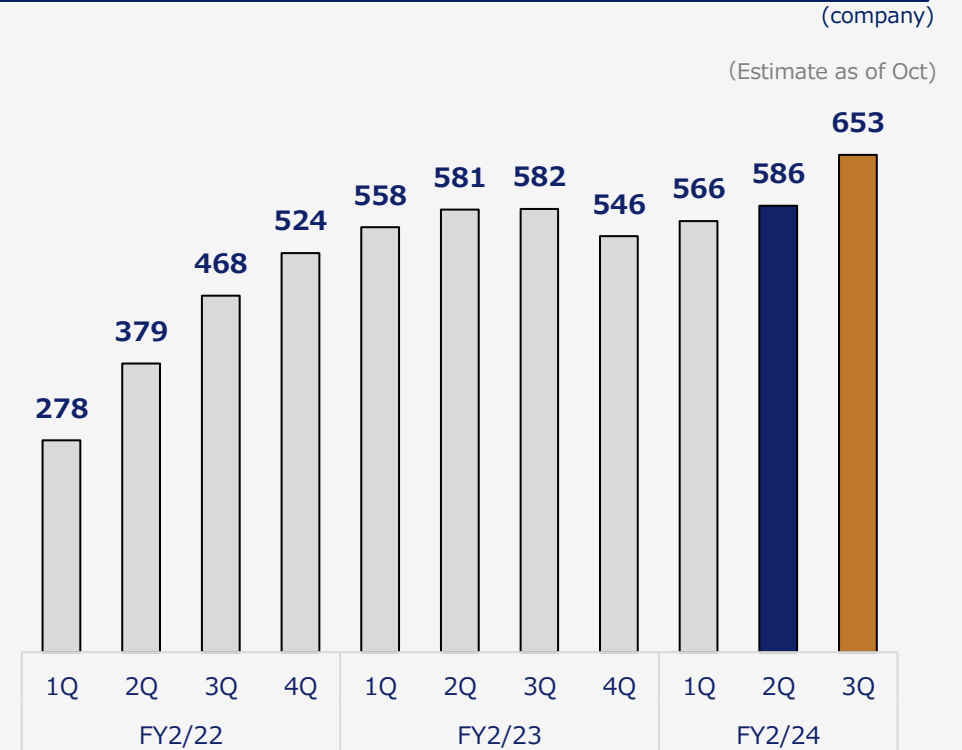
*Sales per person = (sales of management consulting services (excluding Shikigaku careers) + sales of platform services) ÷ number of consultants

KPIs (2/4)

**Accumulated contracts
(management consulting services)**



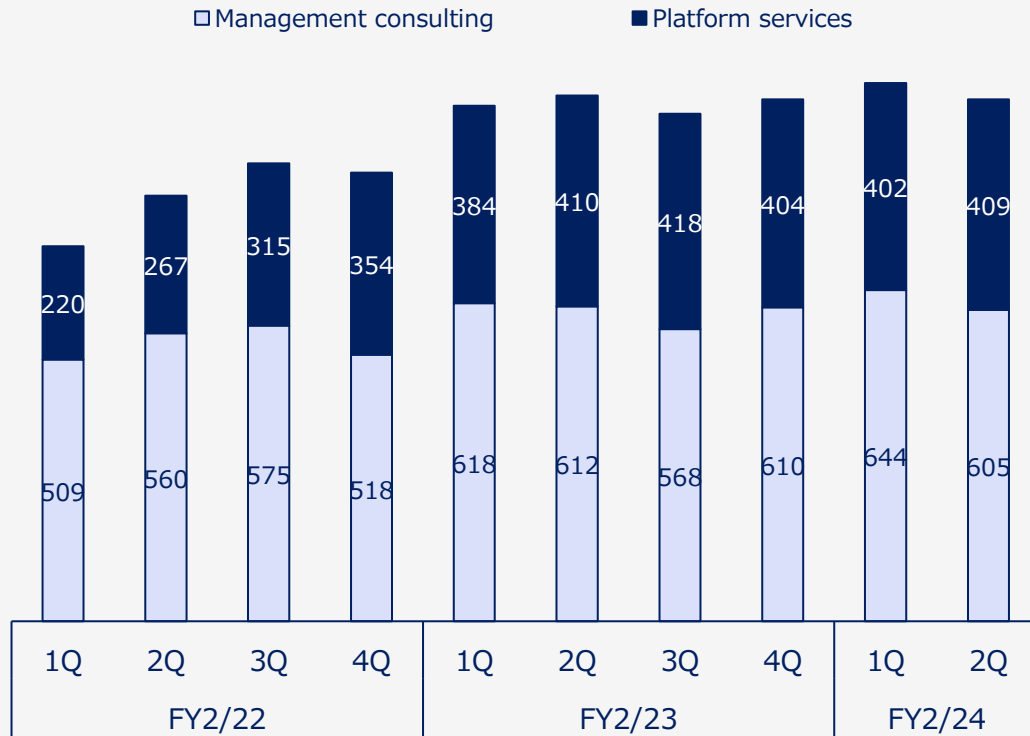
**Retained costumers
(Shikigaku Basic Services)**



KPIs (3/4)

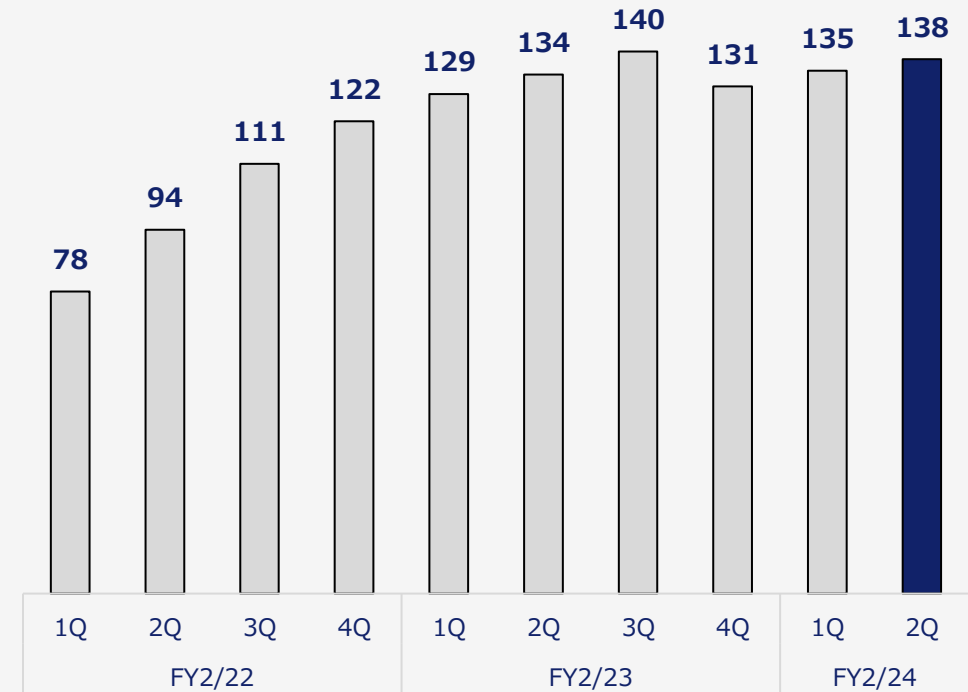
Sales – Management consulting

(¥m)



Platform services- monthly sales *1

(¥m)



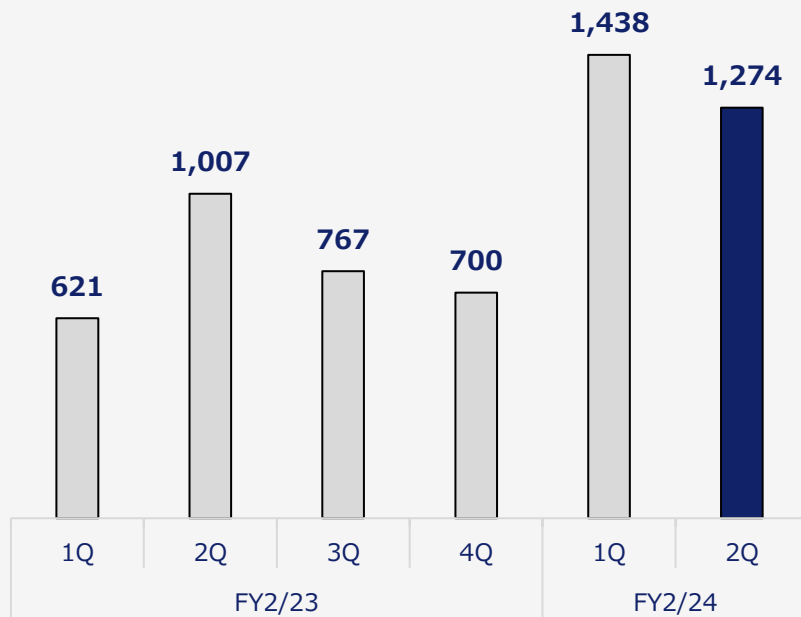
*1 Sales of platform services as of the end of the quarter

KPIs (4/4)

- Reduced advertising and marketing cost to ¥176m (-41.8% compared with 1Q)
- Obtained 1,274 new appointments (-11.4% compared with 1Q) leading to improvement of ROI

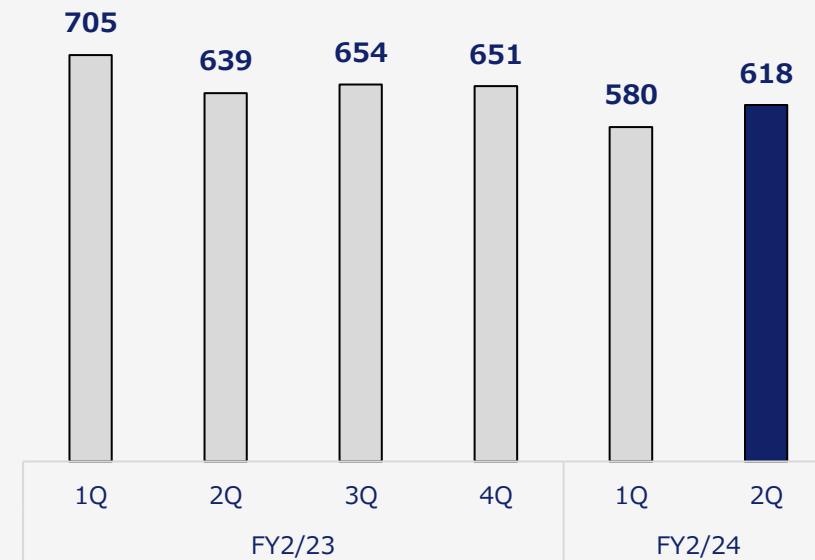
Number of appointments

(appointments)



Order intake – Management consulting

(¥m)

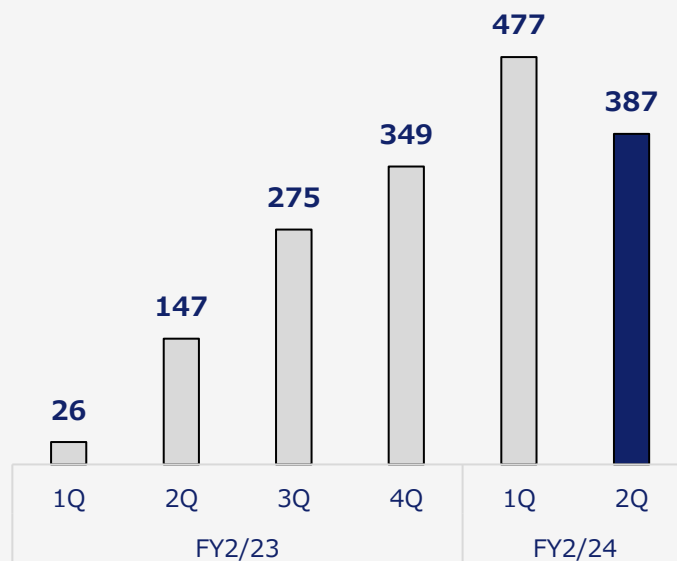


Large Company Order Intake

- Held seminars with TKP and obtained order intakes
- Order intakes from large companies hit a record high

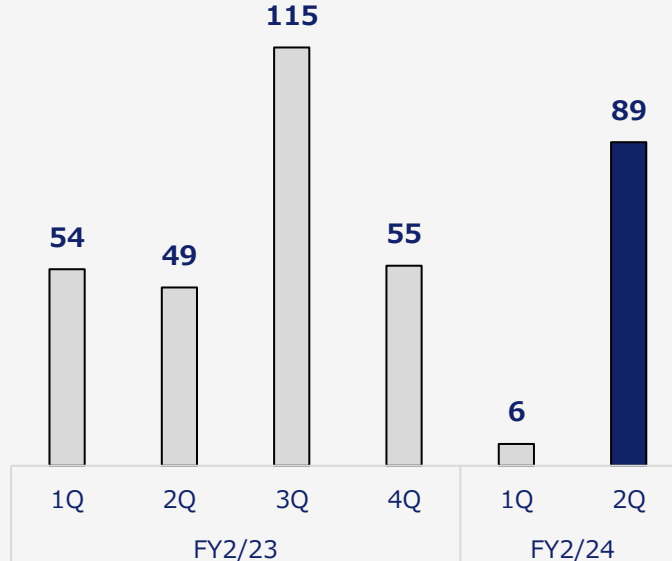
New appointments obtained

(appointments)



Order intake

(¥m)



Large cap clients



*Large company: Companies with 500 or more employees or listed companies

Performance Highlights – VC Fund

Shikigaku No.1 Fund	Investment amount (¥m) (A)	Collected amount (¥m) (B)	Recovery rate (B/A)Valuation of unrecovered
Geocode Inc.	29	101	339.3%
Aidoma Holdings Co., Ltd.	35	250	696.5%
6 unlisted companies ^{*1}	181	—	—
Cash	93	—	—
Total	341	352	103.2%

*1 Surpass Co. Ltd., White Seed Co. Ltd., Itami Art Co. Ltd., and the total investment amount of three other companies

Shikigaku No.2 Fund	Investment amount (¥m) (A)	Collected amount (¥m) (B)	Recovery rate (B/A)Valuation of unrecovered
13 unlisted companies ^{*2}	426	30	7.0%
Cash	284	—	—
Total	711	30	4.2%

*2 Garnet Co. Ltd., Guidable Co., Ltd., HIF Co., Ltd., Hadlas Holdings Co. Ltd., Retriever Co. Ltd., NanoBridge Semiconductor Co. Ltd., Petit Job Co. Ltd., and six other companies

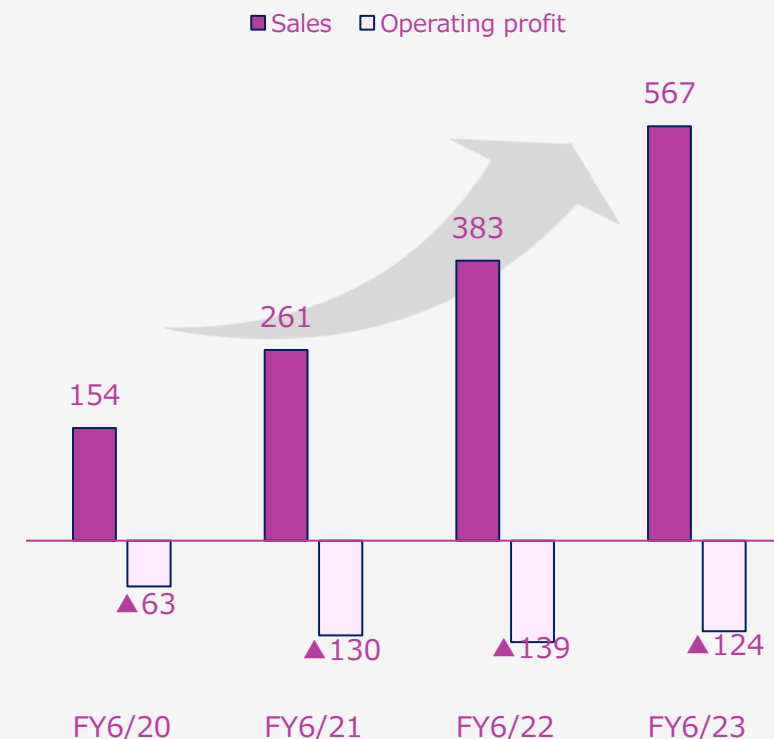
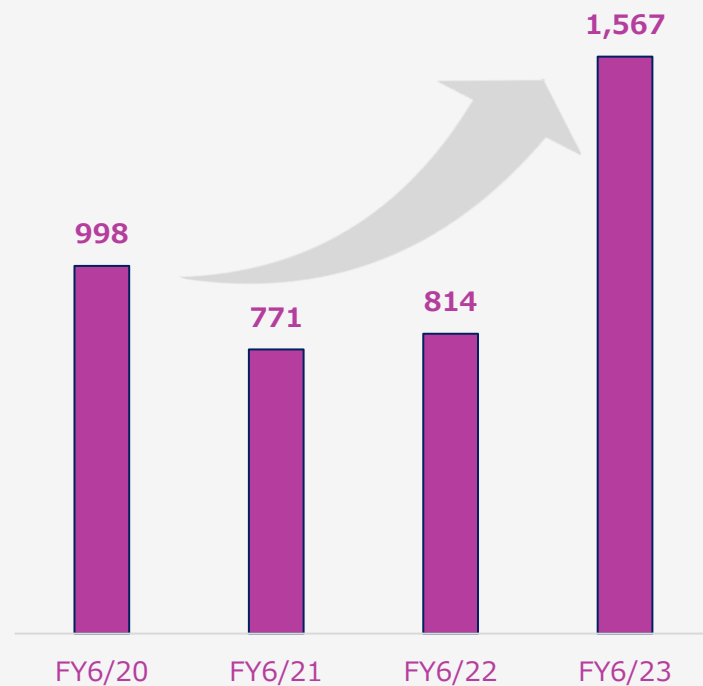
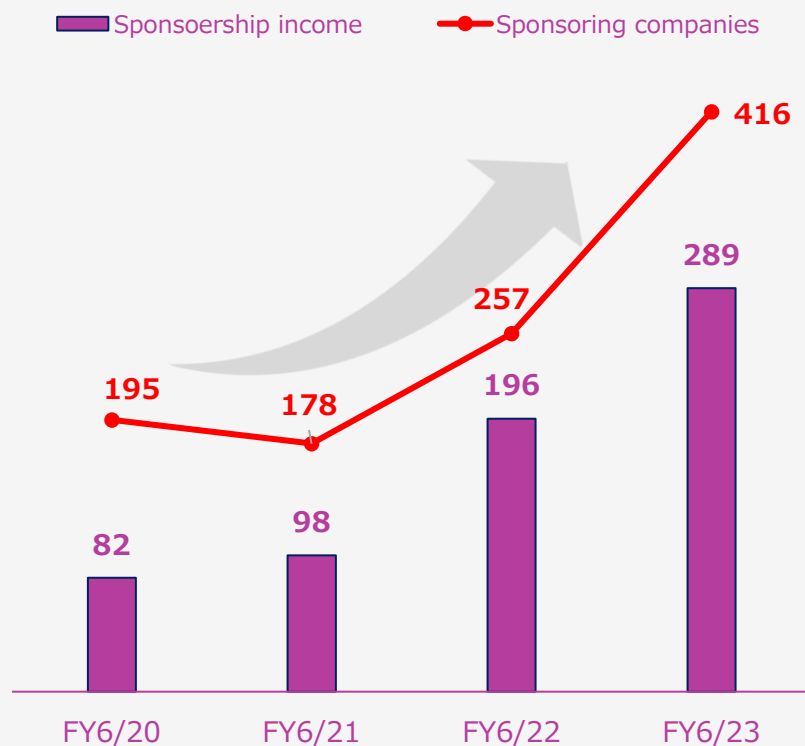
Performance Highlights – Sports Entertainment

• Sponsorship income, sponsoring companies, average number of visitors and net sales hit **a highest record**

Sponsorship(¥m, companies)

Average number of visitors(ppl)

Performance trend (¥m)



2023-24 SEASON FUKUSHIMA FIREBONDS
BOOSTER CLUB

BONDS FAMILY 会員募集中!!

「絆の証」を胸に、共に戦おう。



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