



OutlookConsulting Co., Ltd.

FY2023 3rd Quarter Financial Results

February, 2024

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 2. FY2023-3Q Financial Summary
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Company Name	OutlookConsulting Co., Ltd.
Head Office Location	3-1-3 Minami-Aoyama, Minato-ku, Tokyo
Representative	President and CEO, Yasufumi Hirao
Establishment	April 2006
Listed Stock Exchange	TSE Growth Market (code: 5596)
Listing Date	December 12, 2023
Capital Stock	141.4 million yen (as of December 31, 2023)
Number of employees	70 (as of December 31, 2023)

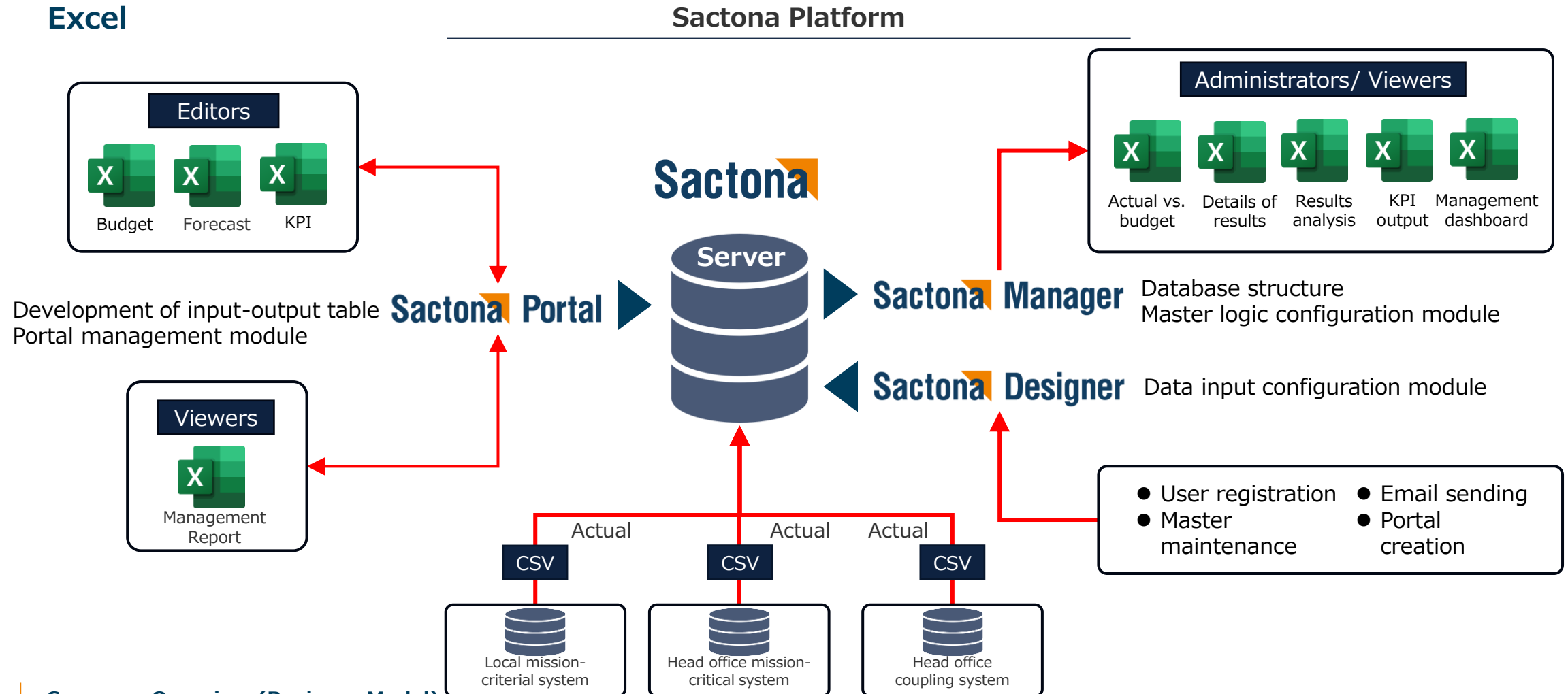
- Sactona is a data platform system for corporate management accounting and performance management

- Provide information that contribute to management decisions through visualization of data from various sources

- From corporate financials to sales and operation planning, and human resources planning

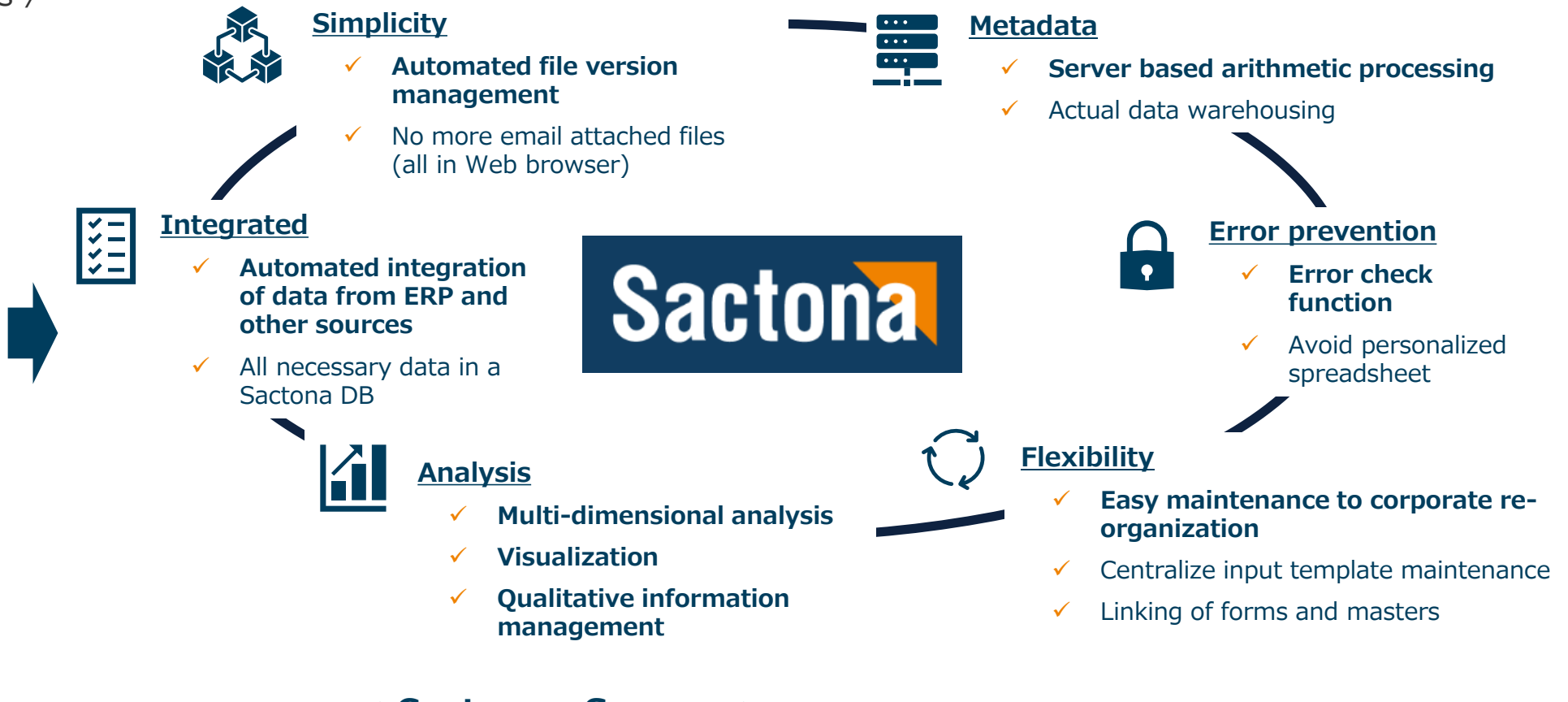


- Users can maintain a familiar working environment as data input/output app is Excel
- Users can link with a database through various modules
- Low-cost implementation as users can keep using Excel
- Meet the needs of step-by-step implementation to avoid risks



<Major issues at companies >

- Data from many sources
(Complications and omissions due to internal shared communication)
- Frequent data integration error, though hard work
(Manual transcription errors, replacing formulas with fixed values, version control errors)
- Low accuracy, little time for analysis
(No evidence, ignoring historical trends)
- Delay in recognizing the alert
(Significant time required to reach aggregate results and analysis)
- The work is so personalized
(Black boxed files by depending on a particular)



< Customer Success >

Reduced man hours required for budgeting in Corporate Planning department

1800 hours/year reduction from 3 to 2 persons in charge

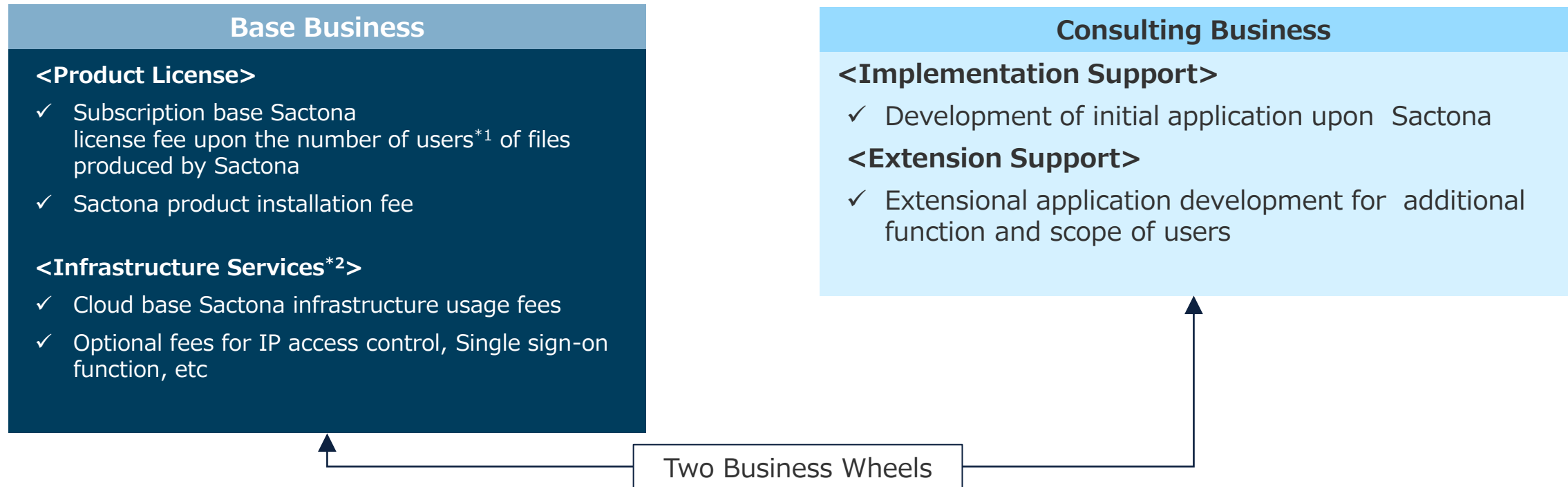
Reduced under-performing inventory

Approx. 2 billion yen of underperforming inventory reduced to almost zero

Accelerate decision-making based on a correct understanding of the business progress

(Note) We do not guarantee the same achievements above to all our clients.

- Single business segment to provide a Corporate Performance Management system “Sactona” related services
- The company receives Sactona license fee and infrastructure service fee as Base business together with Consulting business for Sactona initial implementation followed by extension development



*1 : The number of individuals who belong to a client, individuals who are outsourced by a client, or individuals who belong to a corporation that is outsourced by a client, who use Sactona using a user ID, and who enter and update data in packages generated by Sactona

*2 : Cloud service that provides servers, databases, and other infrastructure for using Sactona

Examples of Client Companies

Panasonic

NISSAN
MOTOR CORPORATION

FUJIFILM

LIXIL
Link to Good Living

SEKISUI

CASIO

KANEKA

日本曹達株式会社

JSW

RESONAC

Orientalmotor

株式会社 **MORESCO**

Nitto 日昌株式会社
Innovation for Customers

RISO

Eat Well, Live Well.
Aji
AJINOMOTO
味の素冷凍食品株式会社

LAWSON STATION ローソン銀行
LAWSON BANK

MONEX GROUP
Monex Group, Inc.

LINE 証券

都市に豊かさと潤いを
三井不動産

Daiwa LifeNext®

xymax
ザイマックス

J:COM

T-GAIA

Rakuten Mobile

TREND MICRO™

TOEI ANIMATION
Since 1956

MaxValu

ASKUL

BOOKOFF GROUP HOLDINGS

DINOS CORPORATION

DTI
—dream.jp—

HIBIYA KADAN

KONOIKE GROUP

Marubeni Logistics

UT

CAREERLINK
キャリアリンク株式会社

WILLTEC

SOLIZE

SANYO TRADING CO.,LTD.

MYSTAYS HOTEL MANAGEMENT CO.,LTD.

清和ビジネス

社会と共生する善でありたい。
SociOak Group

SIGMAXYZ
CREATE A BEAUTIFUL TOMORROW TOGETHER

fureasu GROUP

三井物産ケミカル株式会社
Mitsui Bussan Chemicals Co., Ltd.

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Sales

1,239 million yen

YoY +16.7%

Operating income

428 million yen
Operating margin 34.6%

YoY +19.2%

Ordinary income

406 million yen
Ordinary income margin 32.8%

YoY +15.4%

Sales of Base Business

450 million yen

YoY +19.5%
(sales composition 36.3%)

Sales of Consulting Business

789 million yen

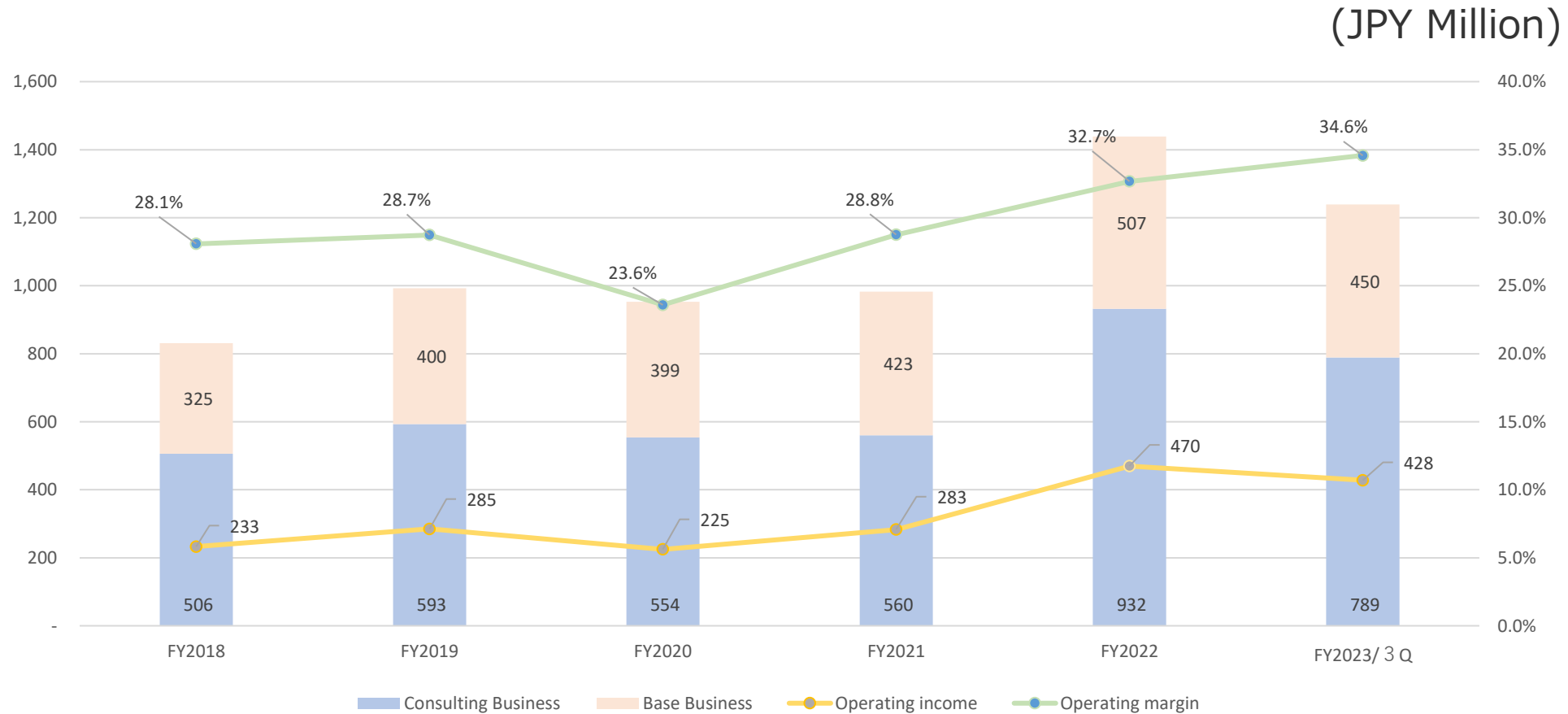
YoY +15.2%
(sales composition 63.7%)

- FY23 3Q revenue as well as profits recorded high.
- Sale of non-current assets, laboratory/employee benefit facility had 79mil yen before tax impact.

(JPY Million)

	FY2022 3Q	FY2023 3Q	Change	% Change
Sales	1,061	1,239	177	16.7%
Gross profit	686	840	153	22.4%
Operating income	359	428	69	19.2%
Ordinary income	352	406	54	15.4%
Net income	229	329	100	43.8%

- Revenue growth is making steady progress from 2019/3 despite COVID-19.
- Operating income margin has continuously exceeded 30 % .



(JPY Million)

	FY2022	FY2023 3Q	Increase/ Decrease amount
Current assets	655	1,265	610
Cash and deposits	320	917	597
Non-current assets	264	70	▲194
Total Assets	920	1,335	416
Current liabilities	439	443	3
Non-current liabilities	-	-	-
Net assets	480	892	412
Total liabilities and net assets	920	1,335	416
Equity ratio	52.2%	66.8%	14.6%

- Cash and deposits is increased driven by strong positive cash flow from operation as well as the sale of non-current assets.
- Increase of Cash and deposits and Net assets are partly due from equity public offering through listing.
- Equity ratio is 66.8%, increased by 14.6% compared to FY2022 end.

Business KPIs

- Increasing number of consultants accounting for over 60% of all employees .
(Persons)

	FY2022	FY2023 3Q	Increase/ Decrease amount
Consultants	41	44	3
Employees	65	70	5

Financial KPIs

- Operating margin and Equity ratio are increased compared to end of the previous year

	FY2022	FY2023 3Q	Increase/ Decrease amount
Operating income margin	32.7%	34.6%	1.9%
Equity ratio	52.2%	66.8%	14.6%

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- The forecast for the full year remains unchanged.

(JPY Million)

	FY2021 Results	FY2022 Results	FY2023 Current Forecast	YOY	
				Increase/ Decrease amount	Percentage change
Sales	984	1,440	1,656	215	15.0%
Ordinary income	304	464	490	25	5.5%
Ordinary income margin	30.9%	32.2%	29.6%		
Net income	199	319	372	52	16.3%

- 3Q financials progressed in line with plan.

(JPY Million)

	FY2023 3Q	FY2023 Current Forecast	Progress percent
Sales	1,239	1,656	74.8%
Ordinary income	406	490	83.0%
Net income	329	372	88.6%

- Medium to long term growth is our current top priority by investing to business opportunities, so that dividends and share buybacks are not in the immediate plan.

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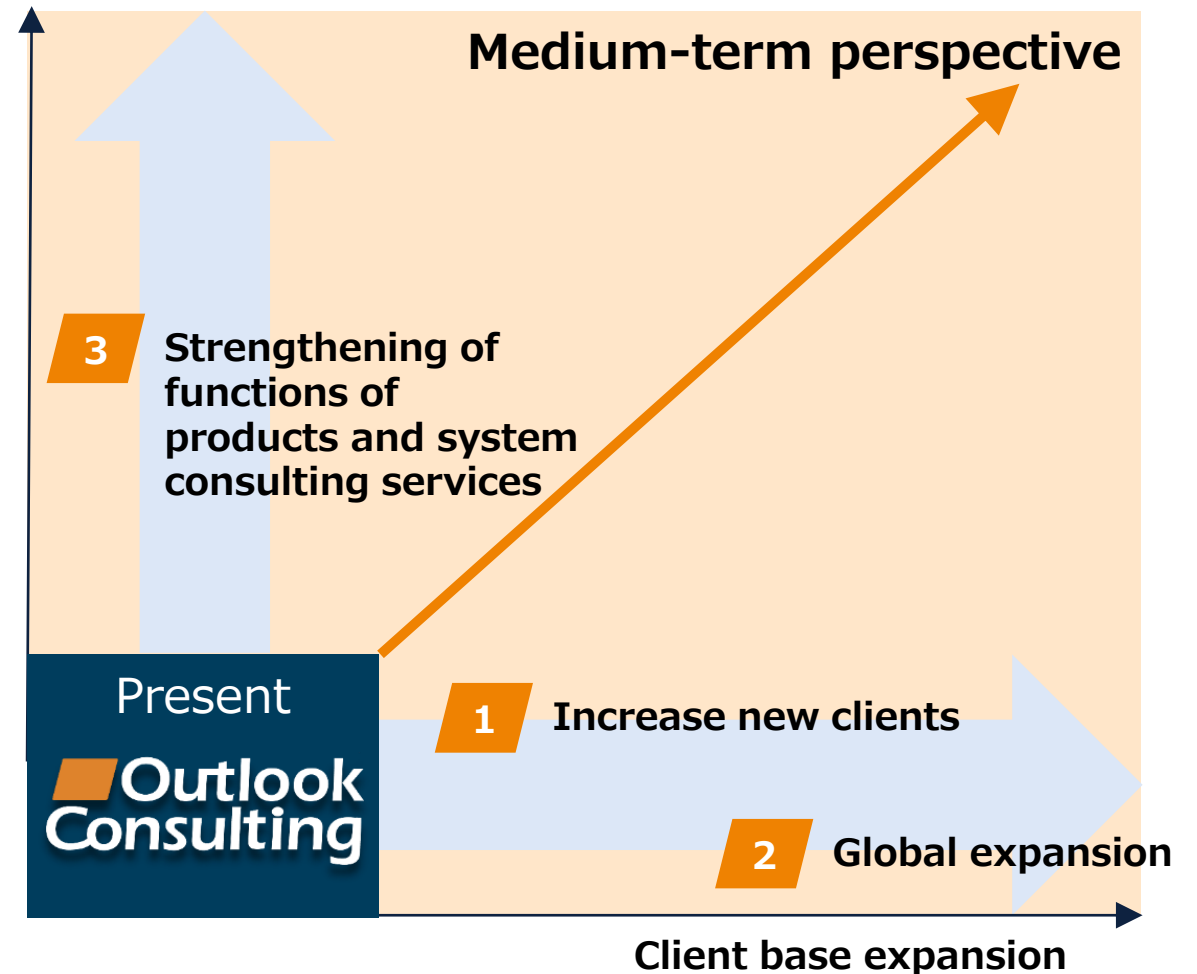
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- 1** Increase new clients
- 2** Global expansion
- 3** Strengthening of functions of products and capability of system consulting services

Enhancement of products and services

*About 5 years



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Fiscal year		FY2018	FY2019	FY2020	FY2021	FY2022	FY2023 3Q
period		2019/3	2020/3	2021/3	2022/3	2023/3	2023/12
Sales	(thousand yen yen)	831,909	993,692	954,403	984,563	1,440,025	1,239,283
Ordinary income	(thousand yen yen)	239,569	263,095	250,802	304,969	464,357	406,729
Net income	(thousand yen yen)	204,959	189,873	195,623	199,926	319,813	329,492
Capital stock	(thousand yen yen)	100,000	100,000	100,000	100,000	100,000	141,400
Number of shares outstanding	(Shares)	2,000	2,000	2,000	17,600,000	17,600,000	3,570,000
Net assets	(thousand yen yen)	1,055,334	1,245,207	1,718,746	160,661	480,474	892,766
Total assets	(thousand yen yen)	1,235,279	2,405,639	2,720,568	1,191,096	920,146	1,335,832
Equity ratio	(%)	85.4	51.8	63.2	13.5	52.2	66.8%
ROE	(%)	21.5	16.5	13.2	21.3	99.8	48.0%
Net cash provided by operating activities	(thousand yen yen)	–	–	–	153,447	432,234	–
Net cash provided by investing activities	(thousand yen yen)	–	–	–	△33,955	△14,807	–
Net cash provided by financing activities	(thousand yen yen)	–	–	–	203,000	△795,000	–
Cash & Cash Equivalent	(thousand yen yen)	–	–	–	698,022	320,449	917,238
Number of Employees	(persons)	45	52	60	56	65	70

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- This material has been prepared by our company based on the information available at the time of the presentation. Actual results may differ materially from those presented in this material due to various factors.
- Some of the figures for past fiscal years shown in this document may include figures that have not been audited by an auditing firm because the Company was unlisted.
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