

eole (2334)

Fiscal Year (Unconsolidated) (Million Yen)		Sales	Operating Profit	Recurring Profit	Net Profit	EPS (Yen)	DPS (Yen)	BPS (Yen)
FY03/2018		1,550	169	155	91	47.24	0.00	469.64
FY03/2019		1,955	78	76	58	25.55	0.00	495.44
FY03/2020CoE		2,420	166	166	112	48.77	0.00	-
FY03/2019	YoY	26.1%	(53.8%)	(50.9%)	(35.3%)	-	-	-
FY03/2020CoE	YoY	23.7%	112.9%	118.7%	90.9%	-	-	-
Half Year (Unconsolidated) (Million Yen)		Sales	Operating Profit	Recurring Profit	Net Profit	EPS (Yen)	DPS (Yen)	BPS (Yen)
Q1 to Q2 FY03/2019		814	(11)	(12)	(13)	-	-	-
Q3 to Q4 FY03/2019		1,141	89	88	72	-	-	-
Q1 to Q2 FY03/2020		945	27	27	21	-	-	-
Q3 to Q4 FY03/2020CoE		1,474	139	139	90	-	-	-
Q1 to Q2 FY03/2020		16.0%	-	-	-	-	-	-
Q3 to Q4 FY03/2020CoE		29.3%	54.8%	57.3%	25.3%	-	-	-

Source: Company Data, WRJ Calculation

1.0 Executive Summary (8 January 2020)

Expansion of Job Listing

eole, promoting the focus on programmatic job advertising, is seeing a major improvement of operating profit margin. Due mainly to higher sales associated with job listing on the mainstay “pinpoint and other programmatic ads” side, operating profit margin came in at 3.0% (up 4.4% points YoY) in Q1 to Q2 FY03/2020. The Company’s programmatic job advertising has a potential to achieve sustainable and high sales growth over the long term, favorably driving sales as a whole for the Company in FY03/2021 and thereafter. The Company is going for maintaining sales growth rate of more than 20% over the long term as a whole, while trying to achieve operating profit margin of 15% as soon as possible. FY03/2020 Company forecasts are going for operating profit margin of 6.9% (up 2.9% points). Meanwhile, sales of “pinpoint and other programmatic ads”, basically in charge of running programmatic ads of job listing, are sometime volatile in a short-term view. In FY03/2020, sales increased by 72.4% over the same period of the previous year in Q1 and by 2.6% in Q2, having resulted in increases by 37.3% in Q1 to Q2. In Q1, the Company saw sales frontloaded with respect to those of job listing, which was followed by sluggish sales associated with promotion in Q2, according to the Company.

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2.0 Company Profile

Programmatic Job Advertising

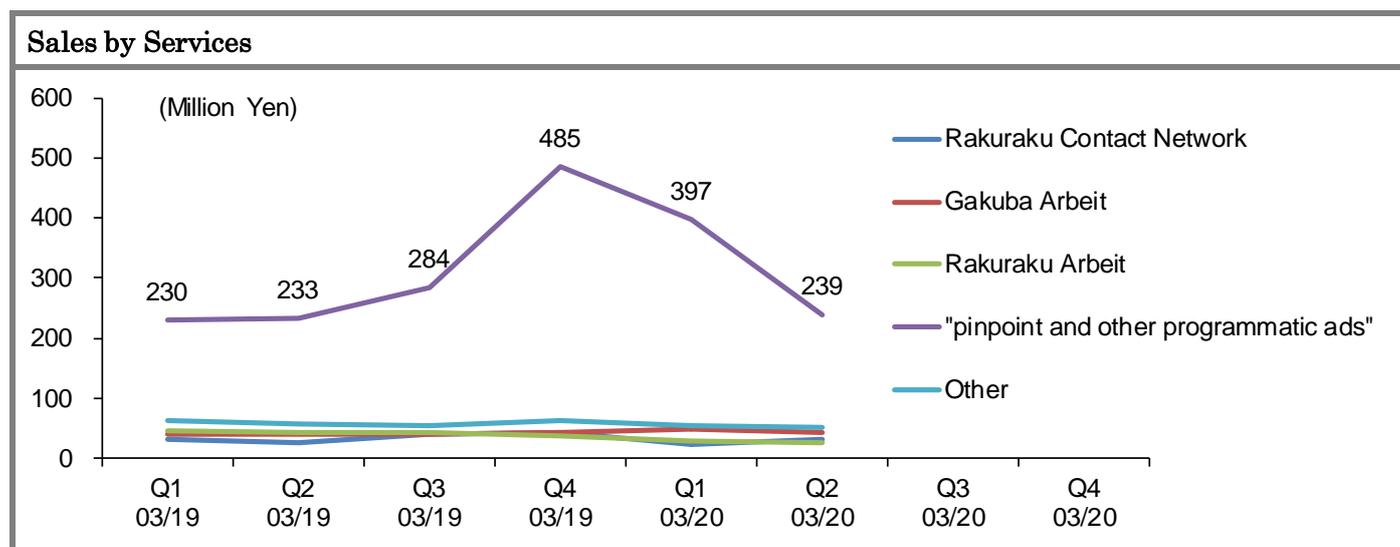
Company Name	eole Inc. Website IR Information (Japanese) Share Price (Japanese) 
Established	25 April 2001
Listing	15 December 2017: Tokyo Stock Exchange Mothers (ticker: 2334)
Capital	¥737m (as of the end of September 2019)
No. of Shares	2,312,500 shares, including 66 treasury shares (as of the end of September 2019)
Main Features	<ul style="list-style-type: none"> ● Focus on programmatic job advertising based on proprietary attribute data ● Promoting sales further by beefing up new system JOBOLE ● Rakuraku Contact Network to provide contact network services as one of the largest in Japan, being the backbone business
Business Segment	I . Internet Media Related Business
Top Management	President: Makoto Ogawa
Shareholders	Naohito Yoshida (founder and chairperson) 27.6%, Goro Inc. (owned by Yoshida) 9.1%, Toppan Printing 6.2% (as of the end of September 2019)
Headquarters	Minato-ku, Tokyo, JAPAN
No. of Employees	Unconsolidated: 82 (as of the end of September 2019)

Source: Company Data

3.0 Recent Trading and Prospects

Q1 to Q2 FY03/2020 Results

In Q1 to Q2 FY03/2020, sales came in at ¥945m (up 16.0% YoY), operating profit ¥27m (versus minus ¥11m during the same period of the previous year), recurring profit ¥27m (minus ¥12m) and net profit ¥21m (minus ¥13m). Meanwhile, gross profit came in at ¥387m (up 9.8%), SG&A expenses ¥359m (down 1.3%), implying gross profit margin of 41.0% (down 2.3% points) and sales to SG&A expenses ratio of 38.0% (down 6.7% points). As a result, operating profit margin came in at 3.0% (up 4.4% points). Compared with initial Company forecasts (released on 15 May 2019), sales were worse by ¥72m (7.1%), operating profit better by ¥14m (101.4%), recurring profit better by ¥14m (104.0%) and net profit better by ¥11m (112.4%). Meanwhile, initial full-year Company forecasts have remained unchanged to date.



Source: Company Data, WRJ Calculation

The Company is focusing on expanding services of “pinpoint and other programmatic ads”, which is mainly in charge of programmatic ads for job listing. In FY03/2019, the Company saw sales of ¥485m in Q4, when sales are concentrated due to seasonal factors. Sales here comprise those of “pinpoint” and of “other programmatic ads”, respectively, representing programmatic ads using “pinpoint DMP” based on member information (anonymously processed personal attribute data) obtained through the operations of Rakuraku Contact Network and programmatic advertising not using it. In Q1 to Q2 FY03/2020, sales here came in at ¥637m (up 37.3%) and accounted for 67.5% (up 10.5% points) out of sales as a whole for the Company, while having seen net increases by ¥173m against net increases by ¥130m as a whole for the Company. Thus, sales here accounted for 132.8% of net increases out of sales as a whole for the Company, having given substantial impacts to business performance as a whole for the Company. On top of this, the Company has completed developments to increase the number of collaborative media in its new system JOBOLE for job listing, while working to further expand and promote sales associated with job listing with this.

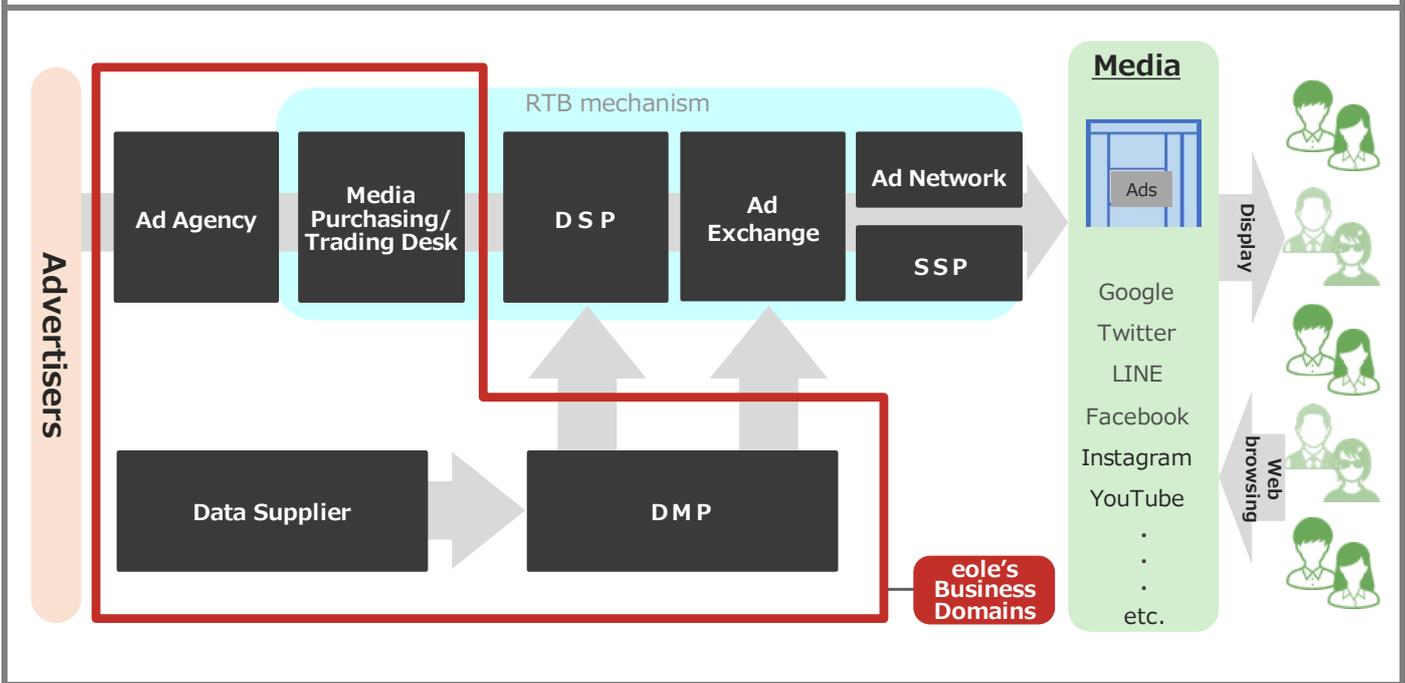
In Q1, sales of “pinpoint and other programmatic ads” came in at ¥397m (up 72.4%), having achieved substantial sales growth over the same period of the previous year. The Company suggests that demand picked up sharply in job listing due to expanded activities to recruit throughout the year. However, in Q2, sales of “pinpoint and other programmatic ads” came in at ¥239m (up 2.6%). On top of a reaction to some frontloaded sales associated with job listing in Q1, sales associated with promotion came down. Still, the latter was due mainly to the impacts from changes in organizational structure with a large customer in this domain, according to the Company.

In Q2, the Company suggests that sales associated with job listing saw increases by 11.8% over the same period of the previous year and accounted for 85% of sales as well as that those of promotion the remaining 15%. Meanwhile, in the midst of changes in the job advertising market, sales on the Rakuraku Arbeit side came down more than expected earlier, having led to shortfall of sales with the Company together with above-mentioned slowdown of sales associated with promotion as far as we could see.

With respect to earnings, it should be noted that sales to SG&A expenses ratio came down more than compensating for lowered gross profit margin, having resulted in improved operating profit margin. As far as the operations with which the Company has been deeply involved since the past, i.e., Rakuraku Contact Network, Gakuba Arbeit and Rakuraku Arbeit are concerned, earning model is of running own media to collect compensations with own capability of appealing, while it is indispensable to use external media power on the “pinpoint and other programmatic ads” side, which is the overwhelming driver for business performance as a whole for the Company at present. Thus, the Company is suffering from add-on cost of sales stemming from here, inevitably leading to gross profit margin relatively lower than before. More importantly, however, the Company benefits from lowered burden of SG&A expenses to more than compensate for this at the same time. In order to consistently generate advertising revenues through the media the Company operates, it is necessary to conduct ongoing sales activities using human resources and it is also necessary to accumulate SG&A expenses in order to further expand sales. “pinpoint and other programmatic ads”, on the other hand, allows for limited SG&A expenses contributions because of the continuity of the advertising deals with which the Company is involved in the first place.

As mentioned above, gross profit margin came down over the same period of the previous year, but appears to have been rather better than assumptions of initial Company forecasts, which is considered to have had significant impacts on operating profit better than expected in spite of shortfall in sales. According to the Company, sales associated with job listing on the “pinpoint and other programmatic ads” side carry gross profit margin higher than those of promotion, implying that sales mix for “pinpoint and other programmatic ads” got improved.

eole's Business Domains in Internet Advertising (conceptual diagram)



Source: Company Data

“pinpoint and other programmatic ads, which brings the Company to grow over the long term, is a business that belongs to Internet advertising field based on ad technology. From the viewpoint of advertisers, who are own customers, the Company is positioned as Internet advertising agency, while holding distinctive features that it specializes in programmatic ads to utilize trading desk for purchasing advertising space of media and that it also utilizes “pinpoint DMP” which is based on member information (anonymously processed personal attribute data) obtained through the operations of Rakuraku Contact Network.

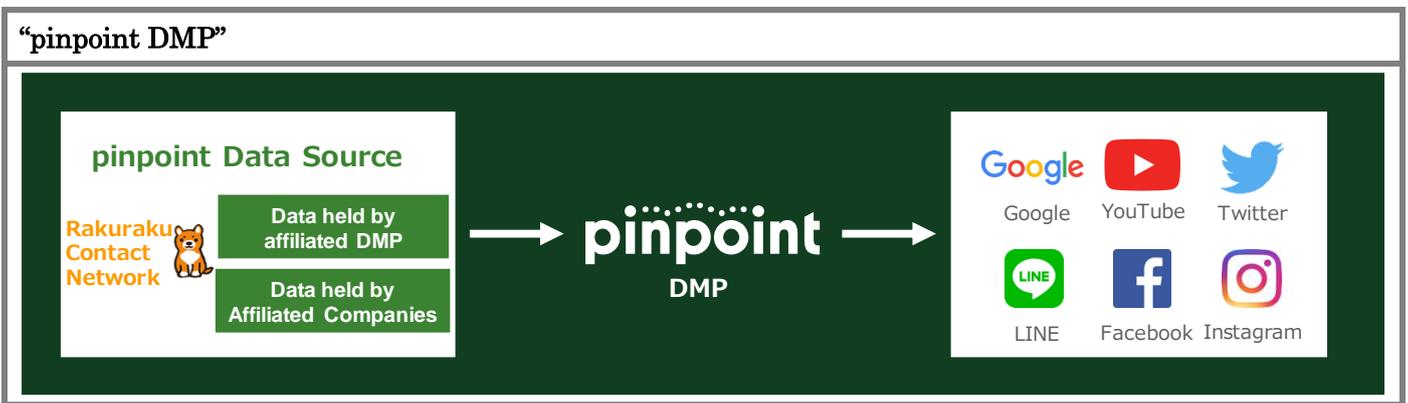
Trading desk originates from the mechanism in the financial industry. Specifically, traders in brokerage houses, who act as intermediaries in the buying and selling of stocks by investors, are engaged in matching orders from investors who want to buy at prices as low as possible and to sell as high as possible in regards to the same stocks. With respect to Internet advertising, advertisers are in the pursuit of placing ads at cost as low as possible and of effectiveness as high as possible at the same time, whereas media operators to provide own advertising spaces want to sell them as expensively as possible. The matching here is realized by the auction system based on ad technology, which is conceptually called RTB (Real Time Bidding). On top of this, as a comparison with fixed-fee-based posting ad intervened by manpower, ad distribution method to use RTB (Real Time Bidding) is called "programmatic".

In Japan, the market for programmatic ads has started to take off since around 2011. Meanwhile, it was April 2014 that the Company started up services based on “pinpoint” of “pinpoint and other programmatic ads”. In other words, the Company was a latecomer in this market and thus it was possible to develop its business here by taking a bird's-eye view of the existing state of the market. In the auction mechanism RTB (Real Time Bidding), the Company perceived signs of commoditization of services in areas close to the media since those days, having intentionally avoided being involved with them. Instead, the Company placed the utmost emphasis on allocating own resources to start up DMP (“pinpoint DMP”) to take advantage of member information (anonymously processed personal attribute data) obtained through the operations of Rakuraku Contact Network in the first place, which was effectively the assets as data supplier. Meanwhile, DMP (Data Management Platform) is a platform for managing various data, comprising site access logs, purchasing data, ad placement data, etc. for the sake of optimizing corporate marketing activities.

There are many vendors or competitors running DMPs in the advertising market, while it is considered that “pinpoint DMP” is advantageous in that its data is of first party. Peers in this market basically use so-called third party data presumed from web browsing histories represented by cookie, while rarely relying on highly reliable attribute data similar to “pinpoint DMP”. The center of data with "pinpoint DMP" is of first-class attribute data based on member information obtained through Rakuraku Contact Network or the Company's own media. Meanwhile, many CRM-related DMPs use first-class attribute data obtained in the same way for own marketing activities, according to the Company.

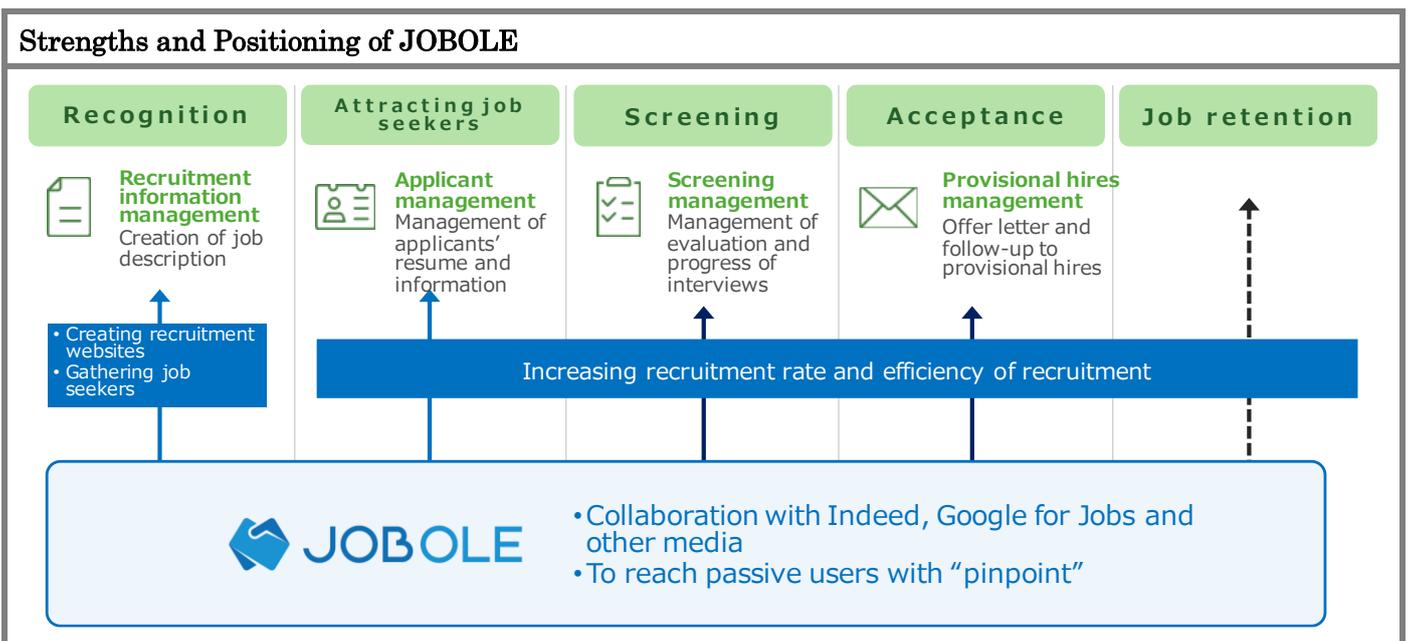
“pinpoint DMP” utilizes first-class attribute data of 6.85m members (as of the end of Q2 FY03/2020) belonging to 386,000 organizations with Rakuraku Contact Network, while also utilizing behavioral data based on cookie, etc. at the same time. In addition, it is possible to distribute ads to more than 20m people, collectively, using attribute data on users of partner companies. For example, Toppan Printing Co., Ltd. and MedPeer, Inc. are mentioned as partner companies. The former operates “Shufoo!”, i.e., flyer-app which is said to be used by one in three Japanese housewives, while the latter operates a community site dedicated to doctors, called “MedPeer”, which serves more than 120,000 doctors or 40% of the 300,000 doctors in Japan. The Company suggests that it has many partner companies on top of those two, while consistently trying to develop new ones, those likely to contribute to sales associated with job listing in particular.

In the Internet advertising market, including those via smartphones, targeted ads are flourishing, which utilize ad technology well and target individuals belonging to specific attributes, while “pinpoint DMP” is developing this market mainly for job listing. The data stored here are anonymously processed so that individuals are not to be identified and are subject to irreversible cryptography in accordance with regulations under the Personal Information Protection Law, which is taken for granted, given the content of the Company's declaration as Anonymously Processed Information Handling business operator (October 2017).



Source: Company Data

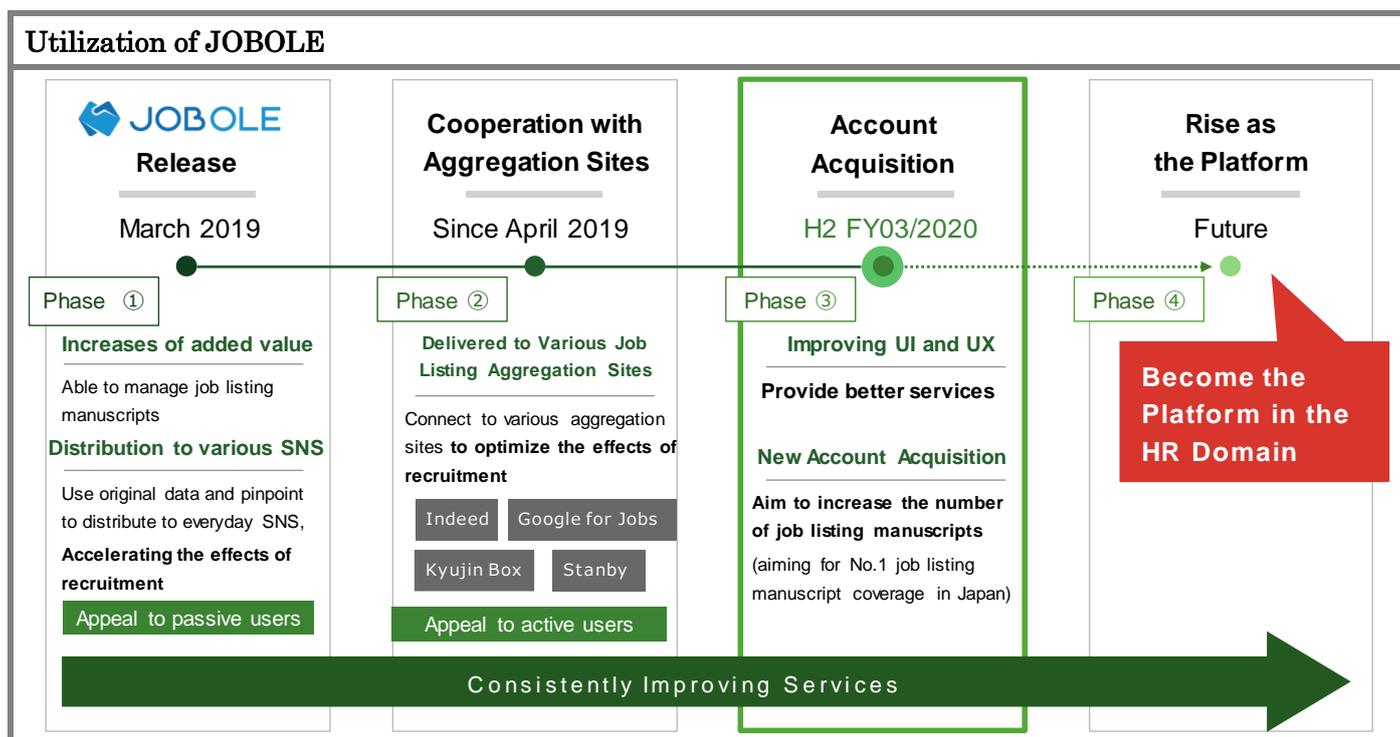
Destinations of distribution for ads by “pinpoint” based on “pinpoint DMP” include effectively all the most appealing Internet media. Meanwhile, one of the distinguished features with this is found in its capability to distribute ads to LINE, Instagram, etc. after segmentations of destinations to a certain extent, such as “males in the fourth year of the University of Tokyo” by means of linking with IDs to identify devices. When an individual installs an app, an ID to identify his or her device is recognized, e.g., Advertising-ID in Android and IDFA in iOS. Through linking with IDs that identify devices, the Company is able to distribute ads of job listing, etc. to individuals belonging to specific attributes with a high degree of targeting accuracy.



Source: Company Data

In March 2019, the Company released new system JOBOLE with the aim of further expanding sales associated with job listing. JOBOLE is a product that combines ad technology with so-called HRTech (Human Resources Technology). Similar to the high-profile FinTech in the financial field, this is a new domain of services created by the popularization of smartphones.

Under the scheme that the job advertising industry has traditionally offered, when a job advertising is posted on the job listing media, the manager's screen is provided only for the period covered by the posting, enabling users to manage job listing manuscripts and to communicate with applicants. Meanwhile, under the JOBOLE scheme, each advertiser operates their own dedicated system on an ongoing basis, enabling to manage job listing manuscripts and to communicate with applicants on an ongoing basis at the same time. In other words, it will provide more efficiencies than conventional recruitment support system, i.e., Applicant Tracking System (ATS). Recruitment support system is of enabling efficient promotion of recruitment by unifying recruitment-related operations. It needs a lot of work and takes a lot of time to complete all the processes of recruitment, comprising recognition (recruitment information management), attracting job seekers (applicant management), screening (screening management), acceptance (provisional hires management) and job retention, while the system is supposed to reduce all those work burdens.



Source: Company Data

Meanwhile, according to the Company, the adoption of JOBOLE will facilitate the creation of recruitment pages and of a target population. Furthermore, the job listing manuscript created here will be reproduced on all of Japan's leading job listing aggregation sites such as Indeed, Google for Jobs, Kyujin Box, Stanby and Yahoo! Shigoto Kensaku. Applications to them are completed on the aggregation site, while application information is overridden on the JOBOLE system. Based on this information, advertisers seeking to recruit people can start communicating with applicants. In the JOBOLE earning model, only a limited fee (a fixed amount on a monthly basis) is generated in line with the volume of job listing manuscripts. However, when JOBOLE is up and running after adoption, the Company is to promote adoptions of programmatic ads with capability of targeting with high accuracy, including passive user and/or of paid ads for aggregation sites on urgent recruitment. After phase I of release and phase II of cooperation with aggregation sites, JOBOLE is currently in phase III of account acquisition, according to the Company. Then, the Company will eventually head for phase IV of rise as the platform in the HR (Human Resources) domain.

According to Dentsu Inc.'s "Ad Expenses in Japan", the size of the Internet advertising market in CY2018 expanded to some ¥1.7 trillion, of which some 80% has already shifted to programmatic ads comprising listing ads and targeted ads, according to the Company. It appears that fixed-fee-based posting ad is almost gone in a sense. Meanwhile, the Company estimates the market equates to some ¥1.1 trillion in FY2017, when that of ads on job listing (¥853,000m) and that of recruitment agency (¥257,000m) are put together, in light of data from "FY2018 Human Resources Business Market Outlook Report" by Yano Research Institute Ltd. (20 November 2018) and "Market Size of Job Information Services in FY2017" by ASSOCIATION OF JOB INFORMATION OF JAPAN (17 January 2019). Meanwhile, the Company also suggests that Internet advertising currently accounts for 66.1% of the market for ads on job listing and the bulk is still that of fixed-fee-based posting-type, implying a good opportunity for programmatic ads to replace this.

Elsewhere, the Company suggests that the structural changes in the U.S. advertising market are constantly progressing ahead of Japan. Alternatively, changes in the United States may occur in Japan with a time lag. Assuming that the same applies to the job listing, programmatic job advertising in Japan has considerable growth potential. In the United States, the Company spots that programmatic ads have reached 25% of the market for ads on job listing (autumn of 2018). Based on this and above-mentioned data for ads on job listing and recruitment agency in Japan, the Company is going for prospective market size of ¥200,000m at least for programmatic job advertising.

Programmatic job advertising in the United States is still in the process of spreading and the image of the Company is that there is a possibility for the market in Japan to reach ¥500,000m in the future. After the next few years, the Company has a prospect that half of this market comprises listing ads by Indeed, Stanby, etc., while the remaining half by JOBOLE as the platform for the Company to try to realize in the near future.

Income Statement (Cumulative, Quarterly)

Income Statement	Par.Act	Par.Act	Par.Act	Par.Act	Par.Act	Par.Act	Par.Act	Par.Act	Par.Act	YoY
(Million Yen)	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4	Q1	Q1 to Q2	Q1 to Q3	Q1 to Q4		Net Chg.
(Million Yen)	03/2019	03/2019	03/2019	03/2019	03/2020	03/2020	03/2020	03/2020		Net Chg.
Sales	414	814	1,281	1,955	551	945	-	-	-	+130
Cost of Sales	233	461	730	1,129	339	557	-	-	-	+95
Gross Profit	181	352	551	826	212	387	-	-	-	+34
SG&A Expenses	182	364	541	748	178	359	-	-	-	(4)
Operating Profit	(1)	(11)	9	78	33	27	-	-	-	+39
Non Operating Balance	(0)	(0)	(2)	(2)	(0)	(0)	-	-	-	+0
Recurring Profit	(2)	(12)	7	76	33	27	-	-	-	+39
Extraordinary Balance	0	0	0	(2)	0	0	-	-	-	0
Profit before Income Taxes	(2)	(12)	7	73	33	27	-	-	-	+39
Total Income Taxes	0	1	2	15	6	5	-	-	-	+4
Net Profit	(3)	(13)	4	58	27	21	-	-	-	+35
Sales YoY	-	+19.3%	+20.6%	+26.1%	+33.2%	+16.0%	-	-	-	-
Operating Profit YoY	-	-	(91.4%)	(53.8%)	-	-	-	-	-	-
Recurring Profit YoY	-	-	(92.2%)	(50.9%)	-	-	-	-	-	-
Net Profit YoY	-	-	(94.1%)	(35.3%)	-	-	-	-	-	-
Gross Profit Margin	43.7%	43.3%	43.0%	42.3%	38.4%	41.0%	-	-	-	(2.3%)
Sales to SG&A Expenses Ratio	44.2%	44.7%	42.3%	38.2%	32.4%	38.0%	-	-	-	(6.7%)
Operating Profit Margin	(0.5%)	(1.4%)	0.8%	4.0%	6.0%	3.0%	-	-	-	+4.4%
Recurring Profit Margin	(0.6%)	(1.5%)	0.6%	3.9%	6.0%	2.9%	-	-	-	+4.4%
Net Profit Margin	(0.7%)	(1.6%)	0.4%	3.0%	4.9%	2.3%	-	-	-	+4.0%
Total Income Taxes / Profit before Income Taxes	-	-	38.5%	20.3%	18.2%	20.6%	-	-	-	-
Income Statement	Par.Act	Par.Act	Par.Act	Par.Act	Par.Act	Par.Act	Par.Act	Par.Act	Par.Act	YoY
(Million Yen)	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4		Net Chg.
(Million Yen)	03/2019	03/2019	03/2019	03/2019	03/2020	03/2020	03/2020	03/2020		Net Chg.
Sales	414	400	466	674	551	393	-	-	-	(7)
Cost of Sales	233	228	268	399	339	217	-	-	-	(10)
Gross Profit	181	171	198	275	212	175	-	-	-	+3
SG&A Expenses	182	181	177	206	178	180	-	-	-	(0)
Operating Profit	(1)	(9)	20	68	33	(5)	-	-	-	+4
Non Operating Balance	(0)	(0)	(1)	(0)	(0)	(0)	-	-	-	+0
Recurring Profit	(2)	(9)	19	68	33	(5)	-	-	-	+4
Extraordinary Balance	0	0	0	(2)	0	0	-	-	-	0
Profit before Income Taxes	(2)	(9)	19	66	33	(5)	-	-	-	+4
Total Income Taxes	0	0	1	12	6	(0)	-	-	-	(0)
Net Profit	(3)	(10)	18	54	27	(5)	-	-	-	+5
Sales YoY	-	-	+23.1%	+38.1%	+33.2%	(1.8%)	-	-	-	-
Operating Profit YoY	-	-	(34.7%)	+18.3%	-	-	-	-	-	-
Recurring Profit YoY	-	-	+1.7%	+18.7%	-	-	-	-	-	-
Net Profit YoY	-	-	+16.6%	+379.8%	-	-	-	-	-	-
Gross Profit Margin	43.7%	42.9%	42.5%	40.8%	38.4%	44.6%	-	-	-	+1.7%
Sales to SG&A Expenses Ratio	44.2%	45.3%	38.0%	30.6%	32.4%	46.0%	-	-	-	+0.7%
Operating Profit Margin	(0.5%)	(2.4%)	4.5%	10.2%	6.0%	(1.4%)	-	-	-	+1.0%
Recurring Profit Margin	(0.6%)	(2.5%)	4.2%	10.2%	6.0%	(1.4%)	-	-	-	+1.0%
Net Profit Margin	(0.7%)	(2.6%)	3.9%	8.0%	4.9%	(1.3%)	-	-	-	+1.3%
Total Income Taxes / Profit before Income Taxes	-	-	9.0%	18.2%	18.2%	-	-	-	-	-

Source: Company Data, WRJ Calculation

Sales by Services (Cumulative, Quarterly)

Sales by Services (Million Yen)	Par.Act	Par.Act	Par.Act	Par.Act	Par.Act	Par.Act	Par.Act	Par.Act	Par.Act	YoY Net Chg.
	Q1 03/2019	Q1 to Q2 03/2019	Q1 to Q3 03/2019	Q1 to Q4 03/2019	Q1 03/2020	Q1 to Q2 03/2020	Q1 to Q3 03/2020	Q1 to Q4 03/2020		
Rakuraku Contact Network	32	58	99	143	23	55	-	-	-	(2)
Gakuba Arbeit	41	82	123	168	48	91	-	-	-	+8
Rakuraku Arbeit	45	88	131	170	28	56	-	-	-	(32)
"pinpoint and other programmatic ads"	230	464	748	1,234	397	637	-	-	-	+173
Other	64	121	177	239	53	105	-	-	-	(16)
Sales	414	814	1,281	1,955	551	945	-	-	-	+130
Rakuraku Contact Network	-	-	-	(40.4%)	(28.9%)	(5.1%)	-	-	-	-
Gakuba Arbeit	-	-	-	(13.8%)	+17.4%	+10.9%	-	-	-	-
Rakuraku Arbeit	-	-	-	+19.9%	(36.6%)	(36.5%)	-	-	-	-
"pinpoint and other programmatic ads"	-	-	-	+71.2%	+72.4%	+37.3%	-	-	-	-
Other	-	-	-	(4.1%)	(16.6%)	(13.5%)	-	-	-	-
Sales YoY	-	+19.3%	+20.6%	+26.1%	+33.2%	+16.0%	-	-	-	-
Rakuraku Contact Network	7.9%	7.1%	7.8%	7.3%	4.2%	5.8%	-	-	-	(1.3%)
Gakuba Arbeit	10.0%	10.1%	9.6%	8.6%	8.8%	9.6%	-	-	-	(0.4%)
Rakuraku Arbeit	11.0%	10.9%	10.3%	8.7%	5.2%	5.9%	-	-	-	(4.9%)
"pinpoint and other programmatic ads"	55.7%	57.0%	58.5%	63.1%	72.1%	67.5%	-	-	-	+10.5%
Other	15.5%	14.9%	13.8%	12.3%	9.7%	11.1%	-	-	-	(3.8%)
Sales Composition Ratio	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	-	-	-	0.0%

Sales by Services (Million Yen)	Par.Act	Par.Act	YoY Net Chg.							
	Q1 03/2019	Q2 03/2019	Q3 03/2019	Q4 03/2019	Q1 03/2020	Q2 03/2020	Q3 03/2020	Q4 03/2020		
Rakuraku Contact Network	32	25	41	44	23	32	-	-	-	+6
Gakuba Arbeit	41	40	41	44	48	42	-	-	-	+1
Rakuraku Arbeit	45	42	43	38	28	27	-	-	-	(15)
"pinpoint and other programmatic ads"	230	233	284	485	397	239	-	-	-	+6
Other	64	57	55	62	53	51	-	-	-	(5)
Sales	414	400	466	674	551	393	-	-	-	(7)
Rakuraku Contact Network	-	-	-	-	(28.9%)	+25.2%	-	-	-	-
Gakuba Arbeit	-	-	-	-	+17.4%	+4.3%	-	-	-	-
Rakuraku Arbeit	-	-	-	-	(36.6%)	(36.4%)	-	-	-	-
"pinpoint and other programmatic ads"	-	-	-	-	+72.4%	+2.6%	-	-	-	-
Other	-	-	-	-	(16.6%)	(10.2%)	-	-	-	-
Sales YoY	-	-	+23.1%	+38.1%	+33.2%	(1.8%)	-	-	-	-
Rakuraku Contact Network	7.9%	6.4%	8.9%	6.5%	4.2%	8.2%	-	-	-	+1.8%
Gakuba Arbeit	10.0%	10.2%	8.9%	6.6%	8.8%	10.8%	-	-	-	+0.6%
Rakuraku Arbeit	11.0%	10.7%	9.3%	5.7%	5.2%	6.9%	-	-	-	(3.8%)
"pinpoint and other programmatic ads"	55.7%	58.4%	61.0%	71.9%	72.1%	61.0%	-	-	-	+2.6%
Other	15.5%	14.3%	12.0%	9.3%	9.7%	13.1%	-	-	-	(1.2%)
Sales Composition Ratio	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	-	-	-	0.0%

Source: Company Data, WRJ Calculation

Balance Sheet (Quarterly)

Balance Sheet (Million Yen)	Par.Act	Par.Act	YoY Net Chg.							
	Q1 03/2019	Q2 03/2019	Q3 03/2019	Q4 03/2019	Q1 03/2020	Q2 03/2020	Q3 03/2020	Q4 03/2020		
Cash and Deposit	741	761	731	761	832	794	-	-		+33
Accounts Receivables	203	169	175	312	151	142	-	-		(27)
Other	12	10	18	10	15	12	-	-		+1
Current Assets	957	942	925	1,083	999	950	-	-		+8
Tangible Assets	7	6	8	7	7	6	-	-		(0)
Intangible Assets	282	283	292	292	303	307	-	-		+24
Investments and Other Assets	90	90	90	89	89	89	-	-		(0)
Fixed Assets	380	380	391	389	400	403	-	-		+22
Deferred Assets	2	1	0	0	0	0	-	-		(1)
Total Assets	1,339	1,324	1,317	1,473	1,400	1,353	-	-		+29
Accounts Payables, etc.	70	76	90	182	95	77	-	-		+0
Corporate Bond	50	50	30	20	15	5	-	-		(45)
Short Term Debt	1	-	-	-	-	-	-	-		-
Other	101	100	105	125	116	97	-	-		(2)
Current Liabilities	223	226	226	328	227	179	-	-		(47)
Corporate Bond	35	25	-	-	-	-	-	-		(25)
Long Term Debt	-	-	-	-	-	-	-	-		-
Other	0	0	-	-	-	-	-	-		(0)
Fixed Liabilities	35	25	-	-	-	-	-	-		(25)
Total Liabilities	258	251	226	328	227	179	-	-		(72)
Shareholders' Equity	1,078	1,070	1,088	1,142	1,170	1,171	-	-		+101
Other	2	2	2	2	2	2	-	-		(0)
Net Assets	1,081	1,072	1,090	1,145	1,173	1,174	-	-		+101
Total Liabilities and Net Assets	1,339	1,324	1,317	1,473	1,400	1,353	-	-		+29
Equity Capital	1,078	1,070	1,088	1,142	1,170	1,171	-	-		+100
Interest Bearing Debt	86	75	30	20	15	5	-	-		(70)
Net Debt	(654)	(686)	(701)	(741)	(817)	(789)	-	-		(103)
Equity Ratio	80.5%	80.8%	82.6%	77.5%	83.6%	86.5%	-	-		-
Net Debt Equity Ratio	(60.7%)	(64.2%)	(64.5%)	(64.9%)	(69.9%)	(67.5%)	-	-		-
ROE (12 months)	-	1.4%	1.5%	5.3%	7.9%	8.4%	-	-		-
ROA (12 months)	-	5.3%	4.9%	5.2%	8.2%	8.7%	-	-		-
Quick Ratio	423%	411%	401%	327%	433%	523%	-	-		-
Current Ratio	429%	416%	409%	330%	440%	530%	-	-		-

Source: Company Data, WRJ Calculation

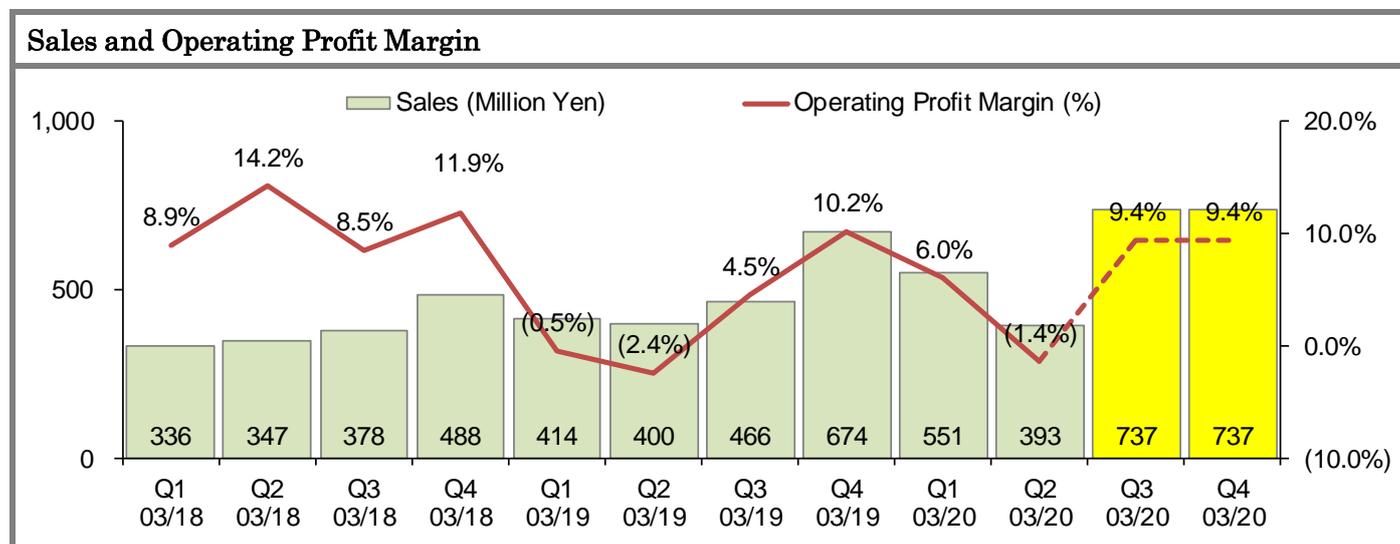
Cash Flow Statement (Cumulative)

Cash Flow Statement (Million Yen)	Par.Act	Par.Act	Par.Act	Par.Act	Par.Act	Par.Act	Par.Act	Par.Act	Par.Act	YoY Net Chg.
	Q1 03/2019	Q1 to Q2 03/2019	Q1 to Q3 03/2019	Q1 to Q4 03/2019	Q1 03/2020	Q1 to Q2 03/2020	Q1 to Q3 03/2020	Q1 to Q4 03/2020		
Operating Cash Flow	-	50	-	164	-	105	-	-		+54
Investing Cash Flow	-	257	-	198	-	(63)	-	-		(320)
Operating Cash Flow and Investing Cash Flow	-	308	-	363	-	41	-	-		(266)
Financing Cash Flow	-	(31)	-	(87)	-	(8)	-	-		+23

Source: Company Data, WRJ Calculation

FY03/2020 Company Forecasts

FY03/2020 initial Company forecasts have remained unchanged, going for prospective sales of ¥2,420m (up 23.7% YoY), operating profit of ¥166m (up 112.9%), recurring profit of ¥166m (up 118.7%) and net profit of ¥112m (up 90.9%), while operating profit margin of 6.9% (up 2.9% points). Dividend will remain nil in FY03/2020.



Source: Company Data, WRJ Calculation (Q3 and Q4 FY03/2020: H2 Company forecasts pro rata)

As of the end of Q2 FY03/2020, total assets stood at ¥1,353m, equity capital ¥1,171m and net cash ¥789m, while equity ratio 86.5% (up 5.7% points) and net debt equity ratio minus 67.5% (down 3.3% points), implying a solid state of financial background or a room to invest in the future. Nevertheless, owing to loss from early days, retained earnings stood at minus ¥268m as of the end of FY03/2019. Even when the Company is to see net profit of ¥112m in FY03/2020 as expected in above-mentioned Company forecasts, dividend will remain nil in FY03/2021, but it could be the case that environment to pay dividend may realize for FY03/2022.

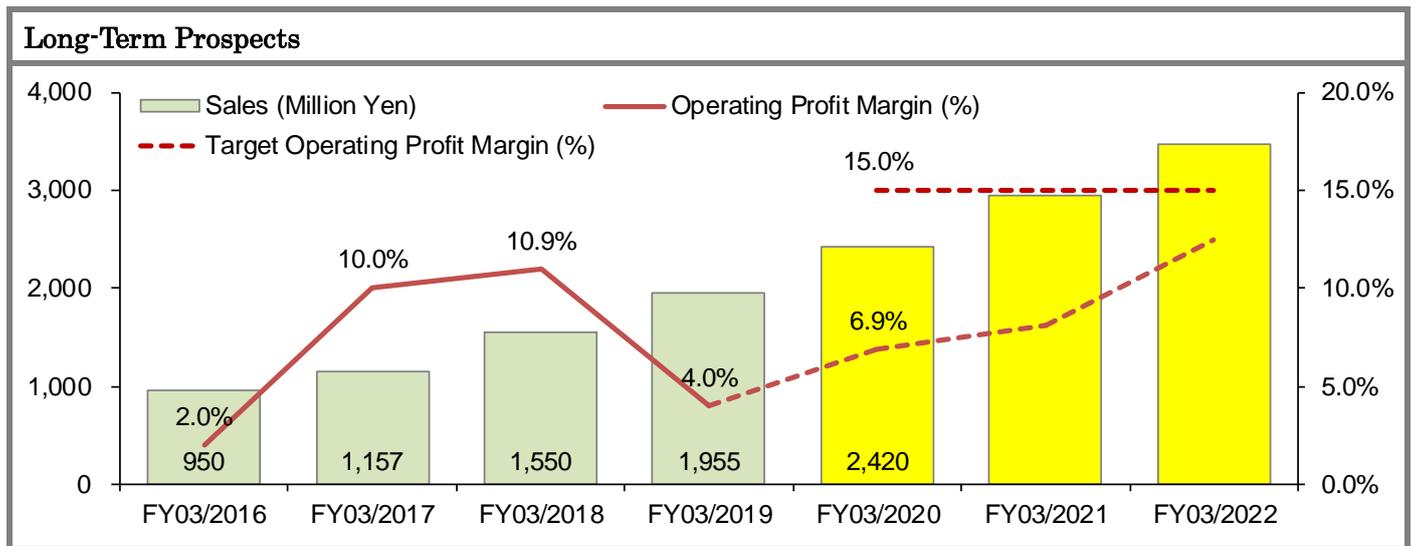
FY03/2020 Company Forecasts and Results

Unconsolidated Fiscal Year (Million Yen)	Date	Event	Sales	Operating Profit	Recurring Profit	Net Profit
FY03/2020CoE	15-May-19	Q4 Results	2,420	166	166	112
FY03/2020CoE	14-Aug-19	Q1 Results	2,420	166	166	112
FY03/2020CoE	14-Nov-19	Q2 Results	2,420	166	166	112
		Amount of Gap	0	0	0	0
		Rate of Gap	0.0%	0.0%	0.0%	0.0%
FY03/2020CoE	15-May-19	Q4 Results	2,420	166	166	112
FY03/2020CoE	14-Nov-19	Q2 Results	2,420	166	166	112
		Amount of Gap	0	0	0	0
		Rate of Gap	0.0%	0.0%	0.0%	0.0%
Unconsolidated Half Year (Million Yen)	Date	Event	Sales	Operating Profit	Recurring Profit	Net Profit
Q1 to Q2 FY03/2020CoE	15-May-19	Q4 Results	1,017	13	13	10
Q1 to Q2 FY03/2020CoE	14-Aug-19	Q1 Results	1,017	13	13	10
Q1 to Q2 FY03/2020Act	14-Nov-19	Q2 Results	945	27	27	21
		Amount of Gap	(72)	14	14	11
		Rate of Gap	(7.1%)	101.4%	104.0%	112.4%
Q1 to Q2 FY03/2020CoE	15-May-19	Q4 Results	1,017	13	13	10
Q1 to Q2 FY03/2020Act	14-Nov-19	Q2 Results	945	27	27	21
		Amount of Gap	(72)	14	14	11
		Rate of Gap	(7.1%)	101.4%	104.0%	112.4%
Unconsolidated Half Year (Million Yen)	Date	Event	Sales	Operating Profit	Recurring Profit	Net Profit
Q3 to Q4 FY03/2020CoE	15-May-19	Q4 Results	1,403	153	153	102
Q3 to Q4 FY03/2020CoE	14-Aug-19	Q1 Results	1,403	153	153	102
Q3 to Q4 FY03/2020CoE	14-Nov-19	Q2 Results	1,475	139	139	91
		Amount of Gap	72	(14)	(14)	(11)
		Rate of Gap	5.1%	(9.2%)	(9.2%)	(10.8%)
Q3 to Q4 FY03/2020CoE	15-May-19	Q4 Results	1,403	153	153	102
Q3 to Q4 FY03/2020CoE	14-Nov-19	Q2 Results	1,475	139	139	91
		Amount of Gap	72	(14)	(14)	(11)
		Rate of Gap	5.1%	(9.2%)	(9.2%)	(10.8%)

Source: Company Data, WRJ Calculation

Long-Term Prospects

In a long-term view, the Company is going for maintaining sales growth rate of more than 20%, while trying to achieve operating profit margin of 15% as soon as possible. Over the last three years (FY03/2017 to FY03/2019), sales have grown at CAGR of 27.2% and operating profit margin is 4.0% in FY03/2019. Meanwhile, FY03/2020 Company forecasts are going for prospective sales of ¥2,420m (up 23.7% YoY), operating profit of ¥166m (up 112.9%) and operating profit margin of 6.9% (up 2.9% points), while sales of ¥945m (up 16.0% YoY), operating profit of ¥27m (versus minus ¥11m during the same period of the previous year) and operating profit margin of 3.0% (up 4.4%) in Q1 to Q2 results. That is to say, recent trading suggests that sales are rather disappointing when compared with assumptions of long-term target, but the Company is actually seeing steady improvement with operating profit margin.



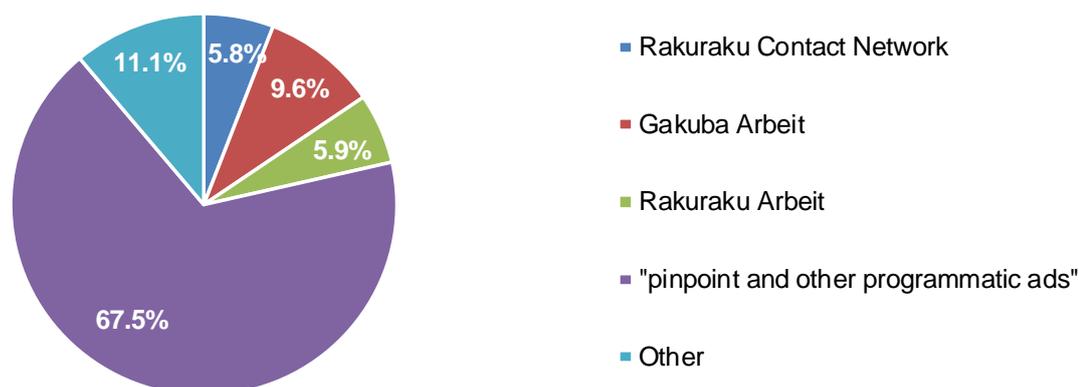
Source: Company Data, WRJ Calculation

4.0 Business Model

“pinpoint DMP”

The Company's business is centered on “pinpoint and other programmatic ads”. Prior to the launch of “pinpoint DMP” in April 2014, meanwhile, the Company's business was centered on operations to run own media, comprising Rakuraku Contact Network, Gakuba Arbeit and Rakuraku Arbeit.

Sales Breakdown (by Services): Q1 to Q2 FY03/2020



Source: Company Data, WRJ Calculation

Since the beginning of FY03/2019, the Company has focused on strategy to concentrate resources on “pinpoint and other programmatic ads”, while having started up running JOBOLE in March 2019 to further drive sales associated with job listing on the “pinpoint and other programmatic ads” side. JOBOLE is HR Tech (Human Resources Technology) system, incorporating knowhow of ad technology. In Q1 to Q2 FY03/2020, Rakuraku Contact Network saw sales of ¥55m (down 5.1% YoY), Gakuba Arbeit ¥91m (up 10.9%), Rakuraku Arbeit ¥56m (down 36.5%) and Other ¥105m (down 13.5%). In Other, the Company operates agency sales business that sells ads through other companies' media.

Rakuraku Contact Network is one of Japan's largest communication network services operated by the Company. As of the end of Q2 FY03/2020, 6.85m members belonging to 386,000 organizations were using Rakuraku Contact Network and this has a power to appeal as media more than a certain level. The Company's earning model here is based on advertising revenue to be generated from ads placed on this media and on offering paid services. Meanwhile, the main attributes of organizations are sports circles (25.3% of total), schools and education (21.9%) and hobby circles (19.5%). More specifically, this is often used as communication tool for university students in circle activities, seminars, school club activities and laboratories, while being widely used as communication tool for organizations related to parents' associations. Examples include the parents' contact network of boy soccer team and the PTA's contact network.

Therefore, from the viewpoint of the users who receive information, there is a high level of importance and necessity for the content of communication in Rakuraku Contact Network, such as "what are the things to bring for tomorrow's school excursion" and "checking the absence of an organization to which 100 people belong", which is one of the distinctive features with this. More importantly, when users are to use Rakuraku Contact Network, they have to register user information such as their name, gender, belonging category and e-mail address, which are stored in database after anonymously processed.

All those attribute data anonymously processed have been utilized to develop operations of Gakuba Arbeit and Rakuraku Arbeit as well as those of "pinpoint and other programmatic ads" most recently. This is what the Company calls "data linkage". With respect to "pinpoint DMP" which is the basis for "pinpoint and other programmatic ads", the Company also deals with attribute data from external partner companies on top of those of Rakuraku Contact Network as mentioned earlier.

Gakuba Arbeit refers to the operation to run website where the Company creates own contents on part-time job listing exclusively for university students. The Company's earning model is to collect advertising fees for posting ads on the website from advertisers. Meanwhile, as "data linkage" with Rakuraku Contact Network, the Company is involved with push-type promotions such as e-mail magazine distribution using the attribute data so that advertisers should be able to recruit high-quality young people. The aforementioned 6.85m members include many university students and graduate students. In the Internet part-time job listing ad business, the Company has the largest number of attribute data of this domain, which appears to be a factor differentiating it from its competitors.

Rakuraku Arbeit refers to the operation to run so-called aggregation site that turns part-time job listing information posted on media run by other companies into portals. The Company's earning model is based on receiving compensations by sending applicants to customers, i.e., operators of part-time job advertising media, implying that this is a performance-based business model. Meanwhile, the Company is keen on "data linkage" with Rakuraku Contact Network as in the case of Gakuba Arbeit, using attribute data of housewives and freeters (Japanese expression for people who lack full-time employment or are unemployed). In Q1 to Q2 FY03/2020, sales came down sharply. For example, the job advertising market continues to change due to the diversification of promotional methods brought about by the advent of Indeed, etc. As a result, the services offered by a major part-time job listing information website have been terminated and this has had a considerable impact, according to the Company.

5.0 Financial Statements

Income Statement

Income Statement	Par.Act FY	Par.Act FY	Par.Act FY	Par.Act FY	Par.Act FY	Par.CoE FY	YoY
(Million Yen)	03/2015	03/2016	03/2017	03/2018	03/2019	03/2020	Net Chg.
Sales	-	950	1,157	1,550	1,955	2,420	+464
Cost of Sales	-	465	541	777	1,129	-	-
Gross Profit	-	485	616	773	826	-	-
SG&A Expenses	-	465	500	603	748	-	-
Operating Profit	-	19	116	169	78	166	+88
Non Operating Balance	-	(4)	(3)	(14)	(2)	0	+1
Recurring Profit	-	14	112	155	76	166	+90
Extraordinary Balance	-	(207)	0	(0)	(2)	-	-
Profit before Income Taxes	-	(193)	112	154	73	-	-
Total Income Taxes	-	(33)	(15)	63	15	-	-
Net Profit	-	(159)	127	91	58	112	+53
Sales YoY	-	-	+21.9%	+33.9%	+26.1%	+23.7%	-
Operating Profit YoY	-	-	+509.7%	+46.0%	(53.8%)	+112.9%	-
Recurring Profit YoY	-	-	+674.8%	+38.0%	(50.9%)	+118.7%	-
Net Profit YoY	-	-	-	(28.7%)	(35.3%)	+90.9%	-
Gross Profit Margin	-	51.0%	53.3%	49.9%	42.3%	-	-
Sales to SG&A Expenses Ratio	-	49.0%	43.2%	38.9%	38.2%	-	-
Operating Profit Margin	-	2.0%	10.0%	10.9%	4.0%	6.9%	+2.9%
Recurring Profit Margin	-	1.5%	9.7%	10.0%	3.9%	6.9%	+3.0%
Net Profit Margin	-	(16.8%)	11.0%	5.9%	3.0%	4.6%	+1.6%
Total Income Taxes/Profit before Income Taxes	-	-	(13.4%)	41.3%	20.3%	-	-

Source: Company Data, WRJ Calculation

Sales by Services

Sales by Services	Par.Act FY	Par.Act FY	Par.Act FY	Par.Act FY	Par.Act FY	Par.CoE FY	YoY
(Million Yen)	03/2015	03/2016	03/2017	03/2018	03/2019	03/2020	Net Chg.
Rakuraku Contact Network	-	-	-	241	143	-	-
Gakuba Arbeit	-	-	-	195	168	-	-
Rakuraku Arbeit	-	-	-	142	170	-	-
"pinpoint and other programmatic ads"	-	-	-	720	1,234	-	-
Other	-	-	-	250	239	-	-
Sales	-	950	1,157	1,550	1,955	2,420	+464
Rakuraku Contact Network	-	-	-	-	(40.4%)	-	-
Gakuba Arbeit	-	-	-	-	(13.8%)	-	-
Rakuraku Arbeit	-	-	-	-	+19.9%	-	-
"pinpoint and other programmatic ads"	-	-	-	-	+71.2%	-	-
Other	-	-	-	-	(4.1%)	-	-
Sales YoY	-	-	+21.9%	+33.9%	+26.1%	+23.7%	-
Rakuraku Contact Network	-	-	-	15.5%	7.3%	-	-
Gakuba Arbeit	-	-	-	12.6%	8.6%	-	-
Rakuraku Arbeit	-	-	-	9.2%	8.7%	-	-
"pinpoint and other programmatic ads"	-	-	-	46.5%	63.1%	-	-
Other	-	-	-	16.2%	12.3%	-	-
Sales Composition Ratio	-	100.0%	100.0%	100.0%	100.0%	100.0%	0.0%

Source: Company Data, WRJ Calculation

Balance Sheet

Balance Sheet (Million Yen)	Par.Act	Par.Act	Par.Act	Par.Act	Par.Act	Par.CoE	
	FY 03/2015	FY 03/2016	FY 03/2017	FY 03/2018	FY 03/2019	FY 03/2020	YoY Net Chg.
Cash and Deposit	-	165	116	790	761	-	-
Accounts Receivables	-	142	175	246	312	-	-
Other	-	25	32	12	10	-	-
Current Assets	-	333	324	1,049	1,083	-	-
Tangible Assets	-	14	10	8	7	-	-
Intangible Assets	-	194	266	282	292	-	-
Investments and Other Assets	-	79	101	90	89	-	-
Fixed Assets	-	288	377	381	389	-	-
Deferred Assets	-	5	3	2	0	-	-
Total Assets	-	626	706	1,433	1,473	-	-
Accounts Payables, etc.	-	45	54	109	182	-	-
Corporate Bond	-	50	50	50	20	-	-
Short Term Debt	-	27	21	4	-	-	-
Other	-	120	150	135	125	-	-
Current Liabilities	-	242	276	298	328	-	-
Corporate Bond	-	150	100	50	-	-	-
Long Term Debt	-	25	4	-	-	-	-
Other	-	17	6	0	-	-	-
Fixed Liabilities	-	192	110	50	-	-	-
Total Liabilities	-	435	387	349	328	-	-
Shareholders' Equity	-	175	302	1,081	1,142	-	-
Other	-	15	15	2	2	-	-
Net Assets	-	191	318	1,084	1,145	-	-
Total Liabilities and Net Assets	-	626	706	1,433	1,473	-	-
Equity Capital	-	175	302	1,081	1,142	-	-
Interest Bearing Debt	-	252	175	104	20	-	-
Net Debt	-	86	59	(686)	(741)	-	-
Equity Ratio	-	28.0%	42.9%	75.5%	77.5%	-	-
Net Debt Equity Ratio	-	49.6%	19.7%	(63.5%)	(64.9%)	-	-
ROE (12 months)	-	-	53.3%	13.1%	5.3%	-	-
ROA (12 months)	-	-	16.9%	14.5%	5.2%	-	-
Quick Ratio	-	127%	105%	348%	327%	-	-
Current Ratio	-	137%	117%	352%	330%	-	-

Source: Company Data, WRJ Calculation

Cash Flow Statement

Cash Flow Statement (Million Yen)	Par.Act	Par.Act	Par.Act	Par.Act	Par.Act	Par.CoE	
	FY 03/2015	FY 03/2016	FY 03/2017	FY 03/2018	FY 03/2019	FY 03/2020	YoY Net Chg.
Operating Cash Flow	-	74	169	202	164	-	-
Investing Cash Flow	-	(223)	(132)	(512)	198	-	-
Operating Cash Flow and Investing Cash Flow	-	(148)	37	(310)	363	-	-
Financing Cash Flow	-	120	(87)	579	(87)	-	-

Source: Company Data, WRJ Calculation

Per Share Data

Per Share Data (Before Adjustments for Split) (Yen)	Par.Act FY 03/2015	Par.Act FY 03/2016	Par.Act FY 03/2017	Par.Act FY 03/2018	Par.Act FY 03/2019	Par.CoE FY 03/2020	YoY Net Chg.
No. of Shares FY End (thousand shares)	14	1,598	1,598	2,303	2,306	-	-
Net Profit/EPs (thousand shares)	-	1,425	1,520	1,927	2,305	-	-
Treasury Shares FY End (thousand shares)	0	0	0	0	0	-	-
Earnings Per Share	665.60	(112.28)	83.94	47.24	25.55	48.77	-
Earnings Per Share (Fully Diluted)	-	-	-	42.96	24.11	-	-
Book Value Per Share	16,921.00	115.42	199.36	469.64	495.44	-	-
Dividend Per Share	-	0.00	0.00	0.00	0.00	0.00	-
Per Share Data (After Adjustments for Split) (Yen)	Par.Act FY 03/2015	Par.Act FY 03/2016	Par.Act FY 03/2017	Par.Act FY 03/2018	Par.Act FY 03/2019	Par.CoE FY 03/2020	YoY Net Chg.
Share Split Factor	100	1	1	1	1	-	-
Earnings Per Share	6.66	(112.28)	83.94	47.24	25.55	48.77	-
Book Value Per Share	169.21	115.42	199.36	469.64	495.44	-	-
Dividend Per Share	-	0.00	0.00	0.00	0.00	0.00	-
Payout Ratio	-	0.0%	0.0%	0.0%	0.0%	0.0%	-

Source: Company Data, WRJ Calculation

6.0 Other Information

Creating Brand New Conveniences and Pleasures

The Company was founded in April 2001 by Naohito Yoshida or current chairperson, having started up operations to run official site of “Ole! Nippon” or mobile-phone soccer news media mainly for i-mode in October of the same year for the sake of creating brand new conveniences and pleasures as found in mission with the Company. Originally, “ole” is a Spanish word to refer to “callout for cheering up bullfight and/or the flamenco”, having been adopted as that of cheering up soccer as well to date. The Company is identified as eole because it cheers up soccer with electronic media or e-media.

Meanwhile, Yoshida firmly believes Rakuraku Contact Network to have started up its operations in April 2002 is the backbone services with the Company. This is the basis of developments so far with the Company, effectively given birth to by action to cope with needs from users and all raised by users. Thus, “all for the sake of users” have been the terms engraved with his mind to decide directions of the Company. In early days, the Company was heavily involved with soccer and a boy soccer team manger gave a few words to the Company, which triggered the birth of Rakuraku Contact Network. He said, “Would it be possible for you to come up with an idea to eliminate a case like student standing in the rain at practice ground due to delayed delivery of information that the place of practice has changed owing to the rain?”

The Company, placing the utmost emphasis on the conveniences of users, introduced user support services on the phone at the startup of Rakuraku Contact Network. It could be taken for granted now to do so, but almost all the peers provided those via e-mail only in those days. Still, the Company was keen on those on the phone, given characteristics as contact network with the services. In those days, the Company had only 10 personnel and all of them, including Yoshida, were sometimes glued to the phone to cope with user support services. More importantly, complaints, questions on usages, encouragement and everything else obtained by the Company with this have evolved into (invisible) assets to generate earnings for the Company to date.

Having had served as president since the establishment, Yoshida was appointed as chairperson with no representative right on 26 June 2019. He says he would like to focus on development and growth of new operations to become mainstay business in a long-term view. Meanwhile, Makoto Ogawa, having had served as representative vice president with the Company, was appointed as president to succeed Yoshida. Ogawa says he pays respect to Yoshida’s management philosophy, while accelerating enhancement and growth of “pinpoint and other programmatic ads” for the sake of persistently improve corporate value with the Company.

Company History

Date	Events
April 2001	Established eole Inc. in Roppongi, Minato-ku (capital: ¥10m)
June 2001	Head Office moved to Nishihara, Shibuya-ku, started operations
April 2003	Head Office moved to 2-chome Okusawa, Setagaya-ku
April 2005	Launched Rakuraku Contact Network
October 2007	Number of Rakuraku Contact Network subscribers exceeded a million persons
April 2010	Launched Gakuba Arbeit (ex-Daigakusei Arbeit.com)
August 2010	Number of Rakuraku Contact Network subscribers exceeded 4m persons
April 2013	Number of Rakuraku Contact Network subscribers exceeded 6m persons with 350,000 organization
July 2013	Launched Rakuraku Arbeit
October 2013	Head Office moved to 3-chome Takanawa, Minato-ku
March 2014	Launched smartphone app for Rakuraku Contact Network
April 2014	Started services of private DMP or “pinpoint DMP”
November 2014	Started delivery to Google’s DBM (DoubleClick Bid Manager), utilizing “pinpoint DMP”
June 2016	Rakuraku Contact Network app downloads exceeded a million in the number
July 2017	Concluded capital and business tie-up with Toppan Printing Co., Ltd.
December 2017	Listed on Tokyo Stock Exchange Mothers
March 2019	Launched JOBOLE

Disclaimer

Information here is a summary of “IR Information” of the Company, compiled by Walden Research Japan, from a neutral and professional standing point, in the form of a report. “IR Information” of the Company comprises a) contents of our interview with the Company, b) contents of presentations for institutional investors, c) contents of timely disclosed information and d) contents of the homepage, etc.

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