OutlookConsulting Co., Ltd.

FY2024 1st Quarter Financial Results

August, 2024

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Company Overview

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	144.4 million yen (as of June 30, 2024)
Total Number of issued Shares	3,578,160 (as of June 30, 2024)
Number of employees	77 (as of June 30, 2024)

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Sactona in Multiple Use over Industries

- **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**



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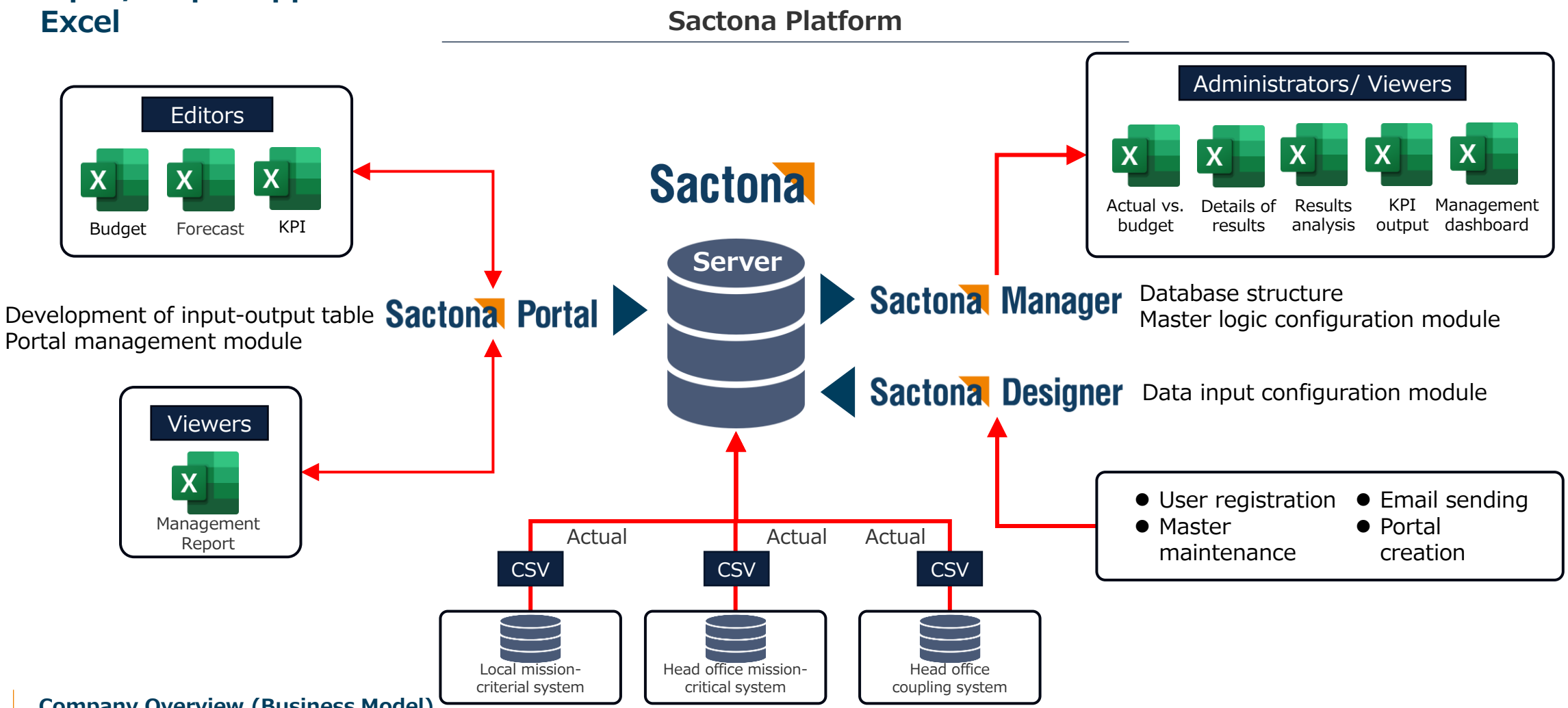
Sactona Interface

- **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**



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Sactona Solution

〈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)

Sactona

Simplicity
- ✓ **Automated file version management**
- ✓ No more email attached files (all in Web browser)

Metadata
- ✓ **Server based arithmetic processing**
- ✓ Actual data warehousing

Integrated
- ✓ **Automated integration of data from ERP and other sources**
- ✓ All necessary data in a Sactona DB

Error prevention
- ✓ **Error check function**
- ✓ Avoid personalized spreadsheet

Analysis
- ✓ **Multi-dimensional analysis**
- ✓ **Visualization**
- ✓ **Qualitative information management**

Flexibility
- ✓ **Easy maintenance to corporate re-organization**
- ✓ Centralize input template maintenance
- ✓ Linking of forms and masters

< 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.

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Business Description

- **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**

Base Business

<Product License>

- ✓ Subscription base Sactona license fee upon the number of users*1 of files produced by Sactona
- ✓ Sactona product installation fee

<Infrastructure Services*2>

- ✓ Cloud base Sactona infrastructure usage fees
- ✓ Optional fees for IP access control, Single sign-on function, etc

Consulting Business

<Implementation Support>

- ✓ Development of initial application upon Sactona

<Extension Support>

- ✓ Extensional application development for additional function and scope of users

Two Business Wheels

*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

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Examples of Client Companies

















































































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FY2024-1Q Financial Highlights

Sales

416 million yen

YoY +10.4%

Operating income

124 million yen

Operating margin 29.9%

※ YoY -5.3%

Ordinary income

124 million yen

Ordinary income margin 29.9%

※ YoY -5.3 %

※ FY2023 1Q includes one-time 11 million yen of a reversal of the employee bonus provision of previous year. Without such extra ordinary item, earnings in FY2024 1Q increased by 4%.

Sales from Base Business

167 million yen

YoY +14.0%
(Sales composition 40.4%)

Sales from Consulting Business

248 million yen

YoY +8.1%
(Sales composition 59.6%)

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Income Statement

- Both Sales and Net income exceeded the same period of the previous year.
- Operating income and ordinary income in FY2024 1Q increased by YoY 4% without extra ordinary item in FY2023 1Q.

(JPY Million)

	FY2023 1Q	FY2024 1Q	Change	% Change
Sales	376	416	39	10.4%
Gross profit	253	274	20	8.2%
Operating income	131	124	-6	-5.3%
Ordinary income	131	124	-6	-5.3%
Net income	85	86	0	0.7%

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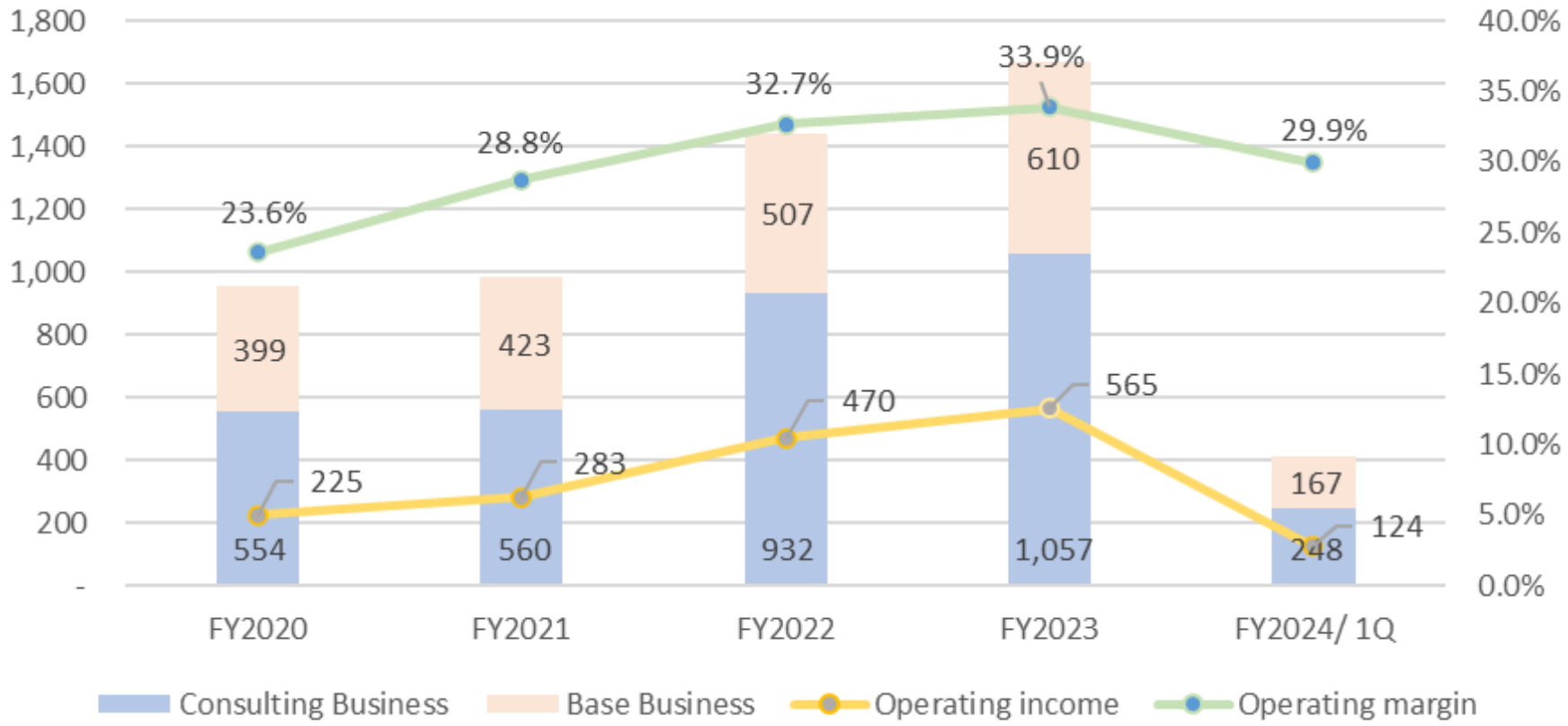
Revenue/Profit History

- Revenue and Operating income growth is making steady progress every year.
- Approximately 30% Operating income margin has been achieved.

(JPY Million)



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Balance Sheet

(JPY Million)

	FY2023	FY2024 1Q	Increase/ Decrease amount
Current assets	1,291	1,758	467
Cash and deposits	1,004	1,486	482
Non-current assets	90	67	-24
Total Assets	1,382	1,825	444
Current liabilities	366	717	351
Non-current liabilities	-	-	-
Net assets	1,016	1,108	93
Total liabilities and net assets	1,382	1,825	444
Equity ratio	73.5%	60.7%	-12.8%

- Cash and Deposit and Contract liabilities in FY2024 1Q are increased since the annual Base Business fee are invoiced in April.
- Due to the above-mentioned increase in total assets, Equity ratio decreased from 73.5% to 60.7% compared to FY2023 end, but is expected to increase towards the end of the fiscal year.

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Business KPIs

- Increasing number of consultants.

(Persons)

	FY2023	FY2024 1Q	Increase/ Decrease amount
Consultants	46	50	4
Employees	72	77	5

Financial KPIs

- The increase in headcount, infrastructure service costs from weak yen, share listing related costs, and business tax have impact on COGS and OPEX, but operating income margin remains as high as 30%.

	FY2023	FY2024 1Q	Increase/ Decrease amount
Operating income margin	33.9%	29.9%	-4.0%
Equity ratio	73.5%	60.7%	-12.8%

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FY2024 Full-Year Earnings Forecasts

- The forecast for the full year remains unchanged.

(JPY Million)

	FY2024 1Q	FY2024 Current Forecast	Progress percent
Sales	416	2,001	20.8%
Ordinary income	124	584	21.3%
Net income	86	409	21.1%

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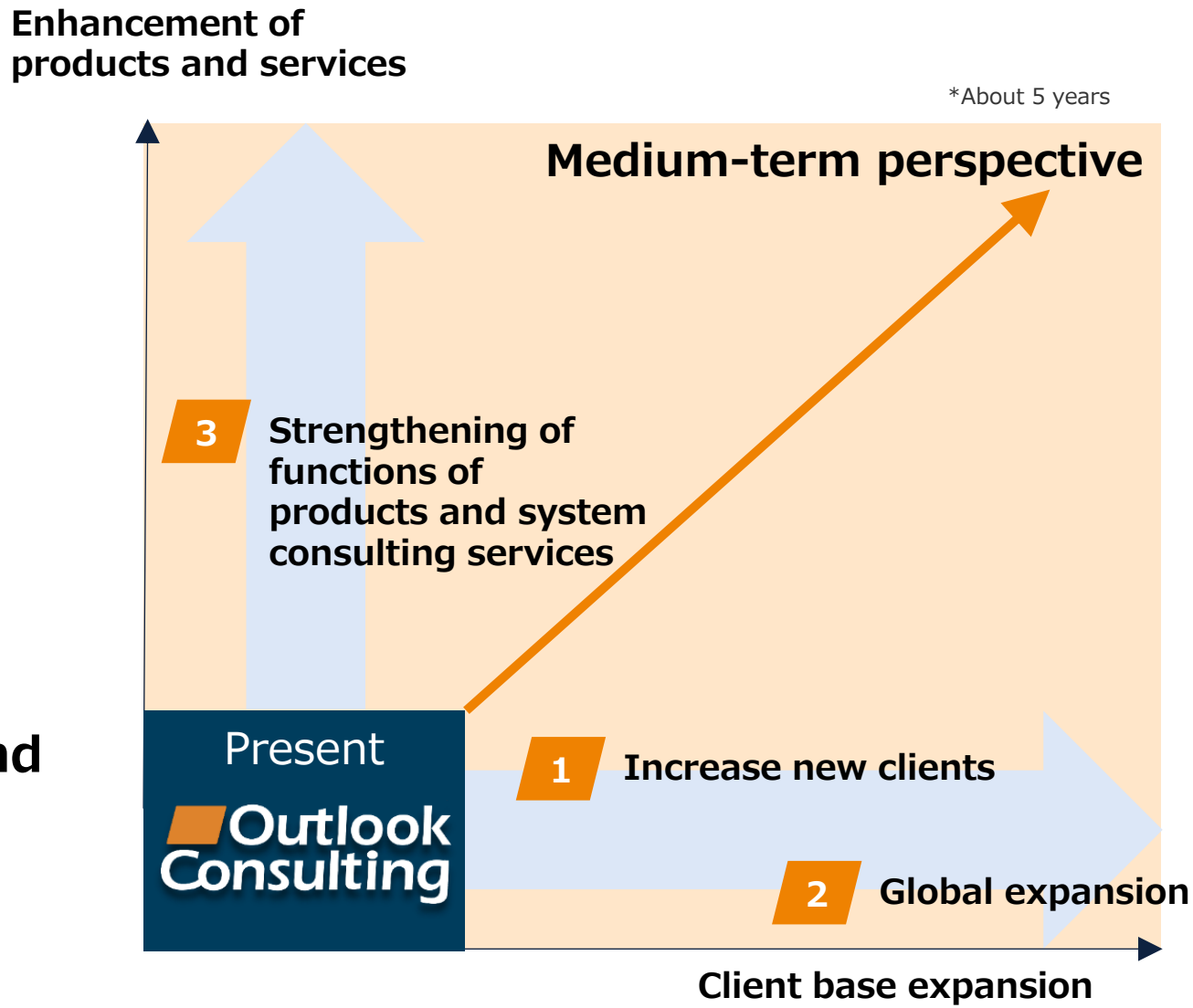
Medium-term Perspective (Growth Strategy)

1 **Increase new clients**

2 **Global expansion**

3 **Strengthening of functions of products and capability of system consulting services**



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Financial Highlights

Fiscal year		FY2019	FY2020	FY2021	FY2022	FY2023	FY2024 1Q
period		2020/3	2021/3	2022/3	2023/3	2024/3	2024/6
Sales	(thousand yen yen)	993,692	954,403	984,563	1,440,025	1,667,850	416,145
Ordinary income	(thousand yen yen)	263,095	250,802	304,969	464,357	542,985	124,607
Net income	(thousand yen yen)	189,873	195,623	199,926	319,813	452,863	86,446
Capital stock	(thousand yen yen)	100,000	100,000	100,000	100,000	141,400	144,460
Number of shares outstanding	(Shares)	2,000	2,000	17,600,000	17,600,000	3,570,000	3,578,160
Net assets	(thousand yen yen)	1,245,207	1,718,746	160,661	480,474	1,016,137	1,108,704
Total assets	(thousand yen yen)	2,405,639	2,720,568	1,191,096	920,146	1,382,198	1,825,764
Equity ratio	(%)	51.8	63.2	13.5	52.2	73.5	60.7
ROE	(%)	16.5	13.2	21.3	99.8	60.5	8.1
Net cash provided by operating activities	(thousand yen yen)	–	–	153,447	432,234	409,865	–
Net cash provided by investing activities	(thousand yen yen)	–	–	-33,955	-14,807	214,405	–
Net cash provided by financing activities	(thousand yen yen)	–	–	203,000	-795,000	59,614	–
Cash & Cash Equivalent	(thousand yen yen)	–	–	698,022	320,449	1,004,334	1,486,253
Number of Employees	(persons)	52	60	56	65	72	77

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