



SHIKIGAKU

**FY2/25 Six month ended
Result Presentation**

October 11, 2024

TSE Growth: 7049 JP

Upward revision

(¥m)	FY2/25 Company Forecast (initial)	FY2/25 Company Forecast (revision)	Increase	Detail
Sales	5,245	5,300	+55	1)Gain on sale of operating investment security in 3Q 2)Made 1H adjustment and no adjustment in 2H
CoGS + SG&A	5,077	4,993	▲84	<u>Cost increases</u> 1)Enhancing hiring for consultants 2)System improvement 3)Cost of operating investment security sold in 3Q <u>Cost decreases</u> 1)HR cost due to a head-count 2)Reduction of marketing cost 3)Unprofitable business disposal
Operating profit	168	307	+139	
Recurring profit	166	323	+157	
Net profit	37	393	+356	¥200m gain on sale of investment security

Upward revision

1)Sales

1-1: Sold operating investment security 3Q

1-2: Adjusted result of Organizational management in 1H, no revision was made in 2H.

2)Operating and Recurring profit

Successfully cut HR cost due to improvement of productivity. Also business disposal (discontinuing M&A biz) in 1Q made additional cost cut.

Increase:

2-1: Hiring cost for consultant

2-2: Improving efficiency of cloud-systems for encouraging client retention

2-3: Cost of operating investment security

Decrease:

2-4: Reduction of (direct) marketing cost, and assessing impacts to order intake in some marketing strategies.

3) Net profit

3-1: Gain of ¥200m in investment security in 2Q. Full year forecasted net profit is ¥393m, increased ¥356m to a previous forecast.

Result summary

Segment	Summary	Comment
Consolidated	Sales : ¥2,628m (YoY +14.4%) OP : ¥179m (¥-194m last year)	Sales reached record high in 1H alone OP made a another black ink, four consecutive quarters
Organizational Consulting	Sales : ¥2,360m (YoY +14.5%) OP : ¥232m (¥-121m last year) Sales per head of consultant : ¥5.08m/month(¥3.07m last year) Number of consultant as of 2Q : 60 (91 last 2Q) Order backlog : ¥759m (YoY -7.5%)	Sales of Organizational Consulting reached record high in 1H alone Number of clients of Shikigaku regular service was 683 in 2Q, increased 97 YoY Sales per head of consultant also reached record high in 1H alone
Sports Entertainment	Sales : ¥267m (YoY +30.7%) OP : ¥42m (¥-57m last year)	Made OP black ink in 1H alone
VC fund Hands-on fund	New investment : 1	New investment to YNP Investee, BloomZ made IPO to NASDAQ in July 2024 (ticker: BLMZ)

FY2/25 2Q result presentation

Income Summary



Sales reached **record high** in 1H alone

OP made another black ink due to cost deduction, mainly advertisement & marketing cost

(¥m)	FY2/24	FY2/25	YoY	FY2/24	FY2/25	YoY	FY2/25	Progress	FY2/25	Progress
	2Q (Jun-Aug)	2Q (Jun-Aug)		1H (Mar-Aug)	1H (Mar-Aug)		Company Forecast (initial)		Company Forecast (revision)	
Sales	1,100	1,298	18.0%	2,296	2,628	14.4%	5,245	50.1%	5,300	49.6%
CoGS+SG&A	1,148	1,208	5.2%	2,491	2,447	▲1.7%	5,077	48.2%	4,993	49.0%
(within HR and hiring cost)	537	510	▲5.0%	1,081	1,014	▲6.1%	2,153	47.1%	-	-
(within advertisement and marketing cost*)	176	143	▲18.7%	481	293	▲39.0%	650	45.1%	-	-
Operating profit	▲47	89	-	▲194	179	-	168	106.5%	307	58.3%
Recurring profit	▲46	86	-	▲194	196	-	166	118.1%	323	60.7%
Net profit	▲55	185	-	▲137	291	-	37	786.5%	393	74.0%
EPS(¥)	▲6.34	21.52	-	▲15.64	33.72	-	4.21	801.0%	46.12	73.1%

*Marketing cost includes outsourcing and commission cost related to advertising

Segment

Sales of Organizational Consulting reached **record high** in 1H alone

Also sales of Sport Entertainment reached **record high** in 1H alone, improved OP YoY

Booked impairment loss of ¥50m in VC Fund segment

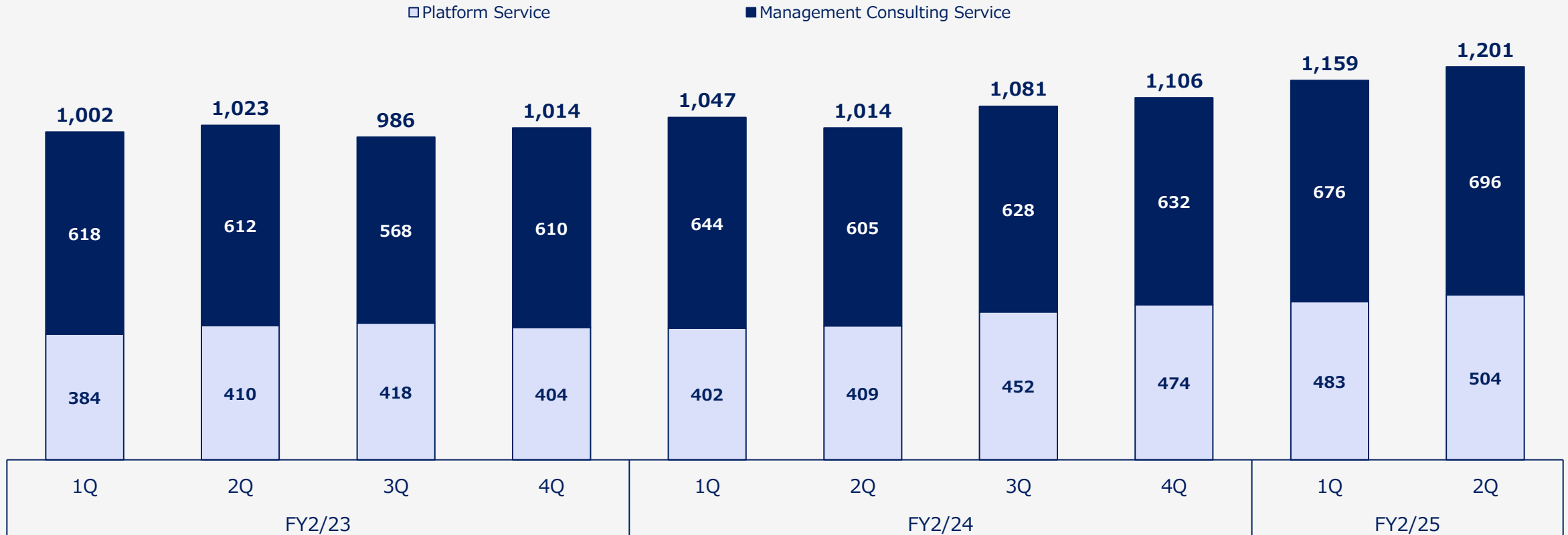
(¥m)	FY2/24	FY2/25	YoY	FY2/24	FY2/25	YoY
	2Q (Jun-Aug)	2Q (Jun-Aug)		1H (Mar-Aug)	1H (Mar-Aug)	
Sales	1,100	1,298	18.0%	2,296	2,628	14.4%
Organizational Consulting	1,014	1,201	18.4%	2,061	2,360	14.5%
Sports Entertainment	86	97	12.7%	204	267	30.7%
VC Fund	-	-	-	30	-	-
VC Funds with hands-on support	-	-	-	-	-	-
Operating profit	▲47	89	-	▲194	179	-
Organizational Consulting	▲2	176	-	▲121	232	-
Sports Entertainment	▲35	▲22	-	▲57	42	-
VC Fund	▲6	▲68	-	▲23	▲87	-
VC Funds with hands-on support	▲2	▲2	-	▲3	▲4	-

Organizational Consulting – sales breakdown

Sales of Organizational Consulting were **¥1,201m**, marked **record high** in four consecutive quarters
 Platform and Management consulting service were record high with **¥504m** and **¥696** respectively

Organizational Consulting – sales breakdown

(¥m)



Utilize “Market environment” and “Our asset of experience” to achieve **solid growth** in FY2/25

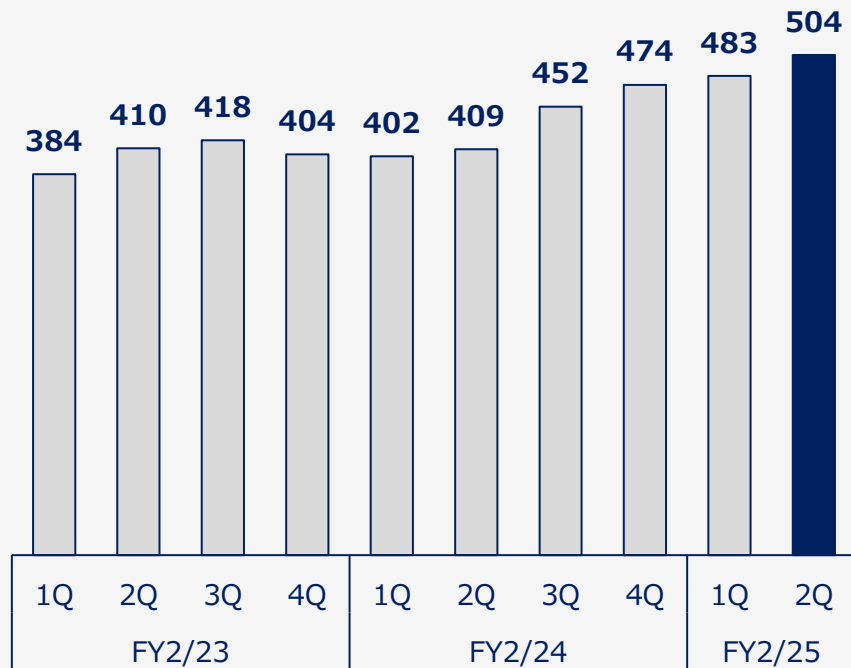


Growth Scenario 1 : Growth of Platform service (most focused)

Platform Service (stock revenue) reached **record high** with **¥504m**, had an impact of price-hike
 Enhancing client retention by improving platform service

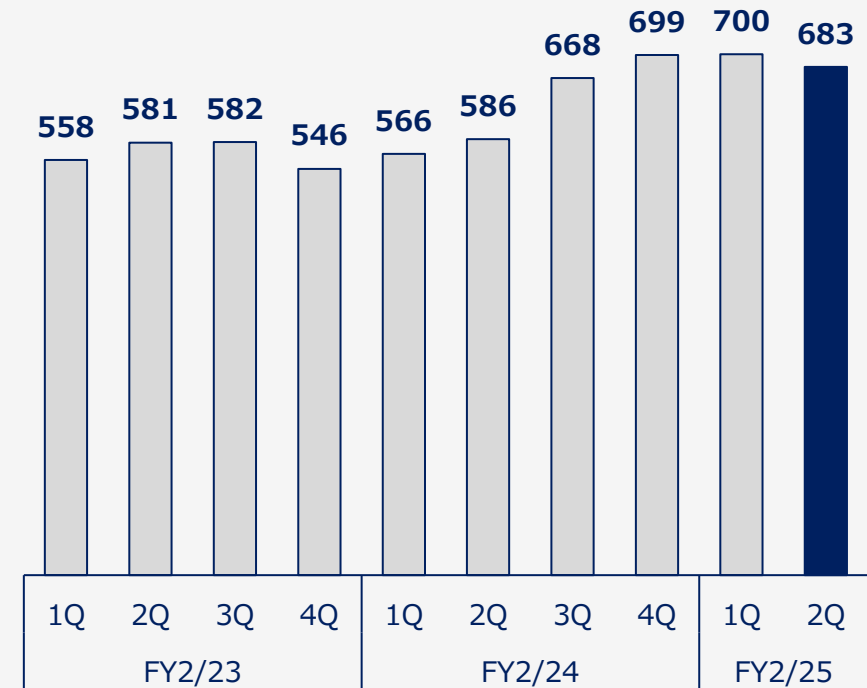
Sales or platform service

(¥m)



Retained costumers (Shikigaku Basic Services)

(Company)

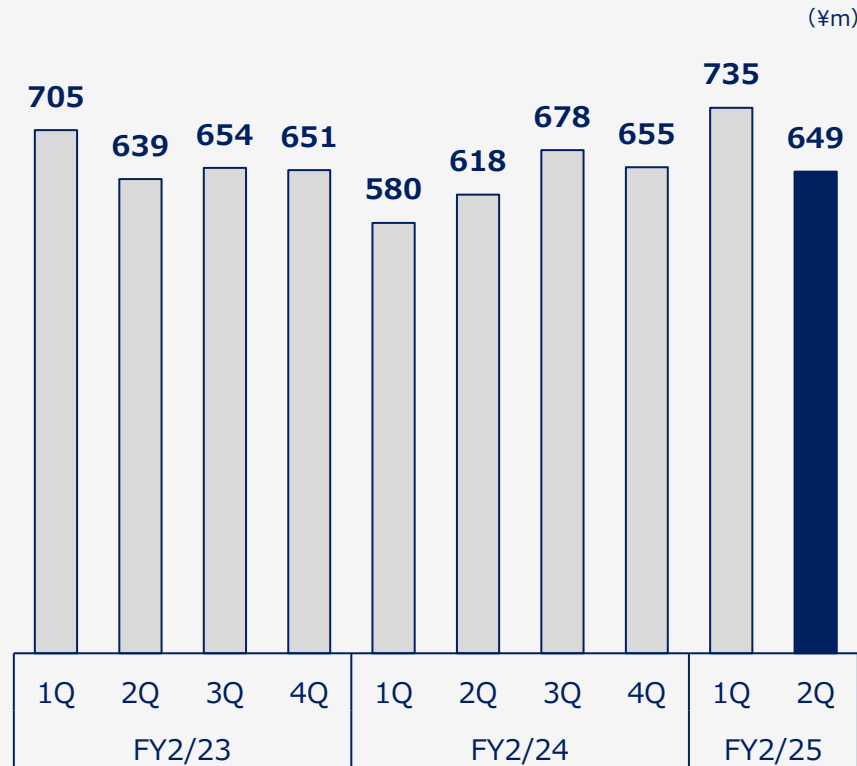


Growth Scenario 1 : Organic growth of order intake (most focused)

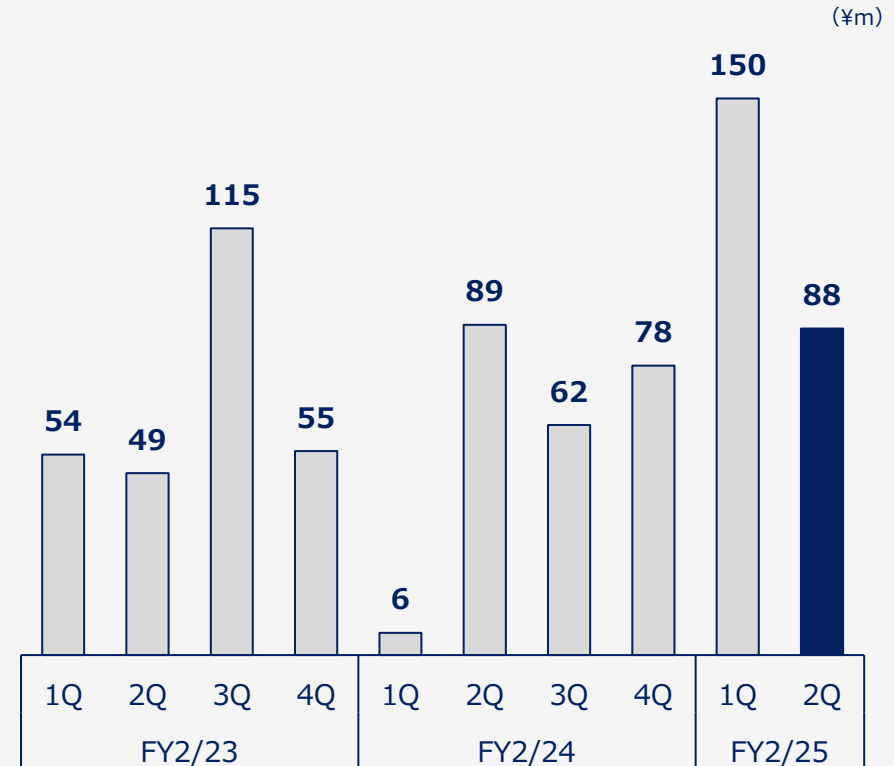
Order intake of Management Consulting service was **¥649m**, in line with our expectation

Surge of repeat order, large-cap company order intake was **¥88m**, below 1Q but enough amount

Order intake of Management Consulting service



Large-cap company order intake





Exit phase

Collection of investment



Shikigaku fund #1

8 total investments, 3 IPOs, 1 exit

Fund is closed and no fund raising

Phase of exit

Developing phase

Growth of investees



Shikigaku fund #2

17 total investments, 1 IPO in NASDAQ

Fund is closed and no fund raising

Phase of exit or/and utilizing Shikigaku theory

Seeding phase

Seeking investment



Shin-shin Fund

5 total investments

No fund raising with having an investment capacity

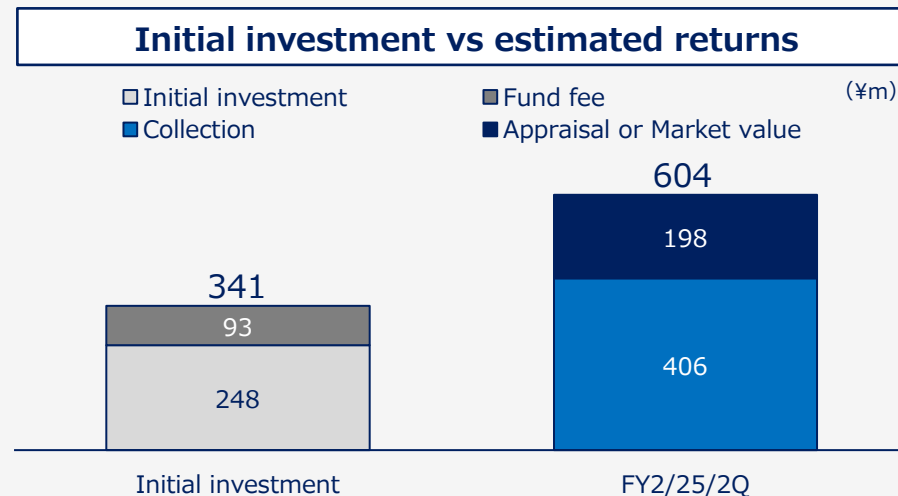
3 IPOs and 1 exit (sold) in 8 total investments

Booked **¥200m** gain of sell of investment securities (announced in 30 Aug 2024)

Exit phase
Collection of investment



Shikigaku fund #1 (Launch in Oct 2019)	Initial investment (¥m)	Collection (¥m)	Collection ratio (collection ÷ Initial investment)	Appraisal or Market value (¥m)	Collection+Apprais al or Market value (¥m)
Geocode (TSE:STD 7357)	29	101	348%	—	101
Aidma HD (TSE:GRT 7373)	35	250	714%	13	263
itamiarts (TSE:GRT 168A)	52	—	—	39	39
5 unlisted companies	129	55	—	※153	108
Unexcused investment (fund management fee)	93	—	—	93	93
合計	341	406	119%	198	604



*1 : Fund book value (post impairment or valuation loss)+unearned profit from appraisal value

Growth Scenario 2: Corporate revitalization and monetization of VC Investment

Fund has been full investment no more investment capacity

Due to investee's **up-round fund raising**, appraisal or market value has increased

BloomZ made an IPO to NASDAQ in July 2024

Developing phase

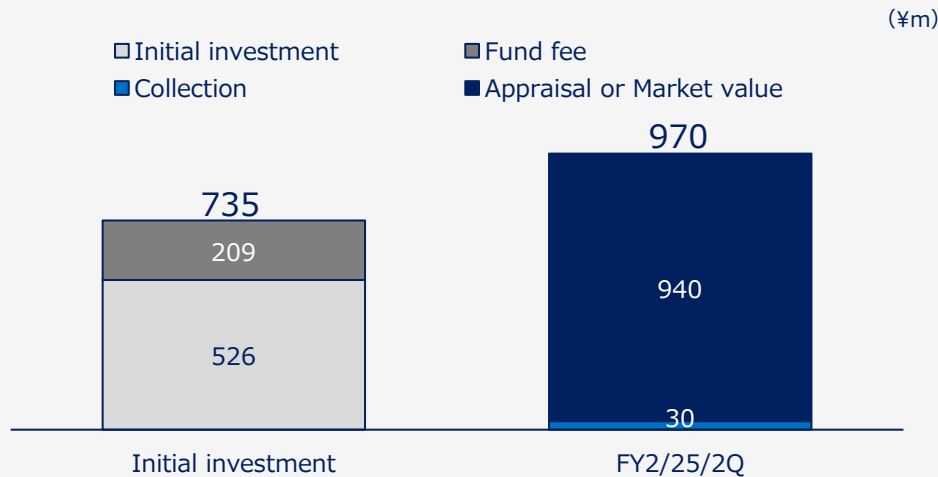
Growth of investees



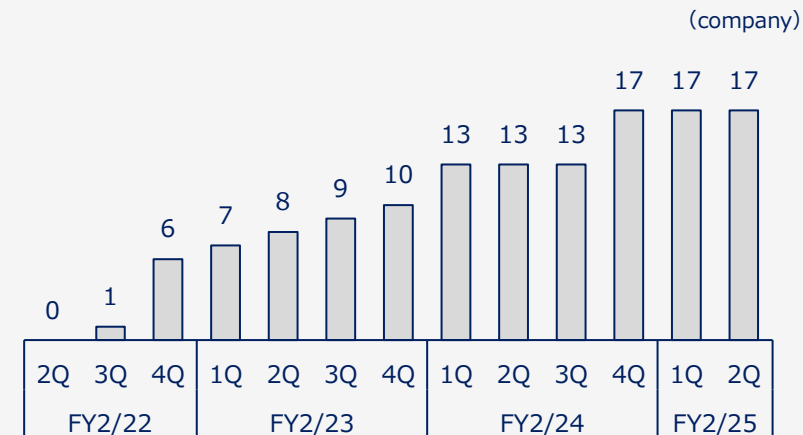
Shikigaku fund #2 (Launch in June 2021)	Initial Investment (¥m)	Collection (¥m)	Collection ratio (collection ÷ Initial investment)	Appraisal or Market value (¥m)	Collection+Appraisal or Market value (¥m)
17 unlisted companies (Sold 1 company)	526	30	6%	※1731	761
Unexcused investment (fund management fee)	209	—	—	209	209
合計	735	30	6%	940	970

*1 : Fund book value (post impairment or valuation loss)+unearned profit from appraisal value

Initial investment vs estimated returns



Number of investees



Growth Scenario 2: corporate revitalization and new investment of VC

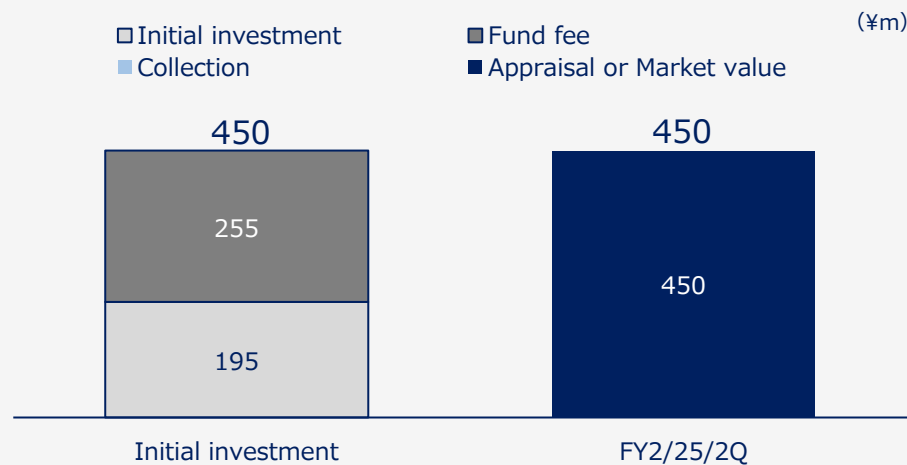
JV with TKP (TSE growth: 3479 JP) , fund capital ceiling is ¥750m, ¥399m for Shikigaku
 Increase investees' value by utilizing TKP and Shikigaku business alliance

Seeding phase
 Seeking investment

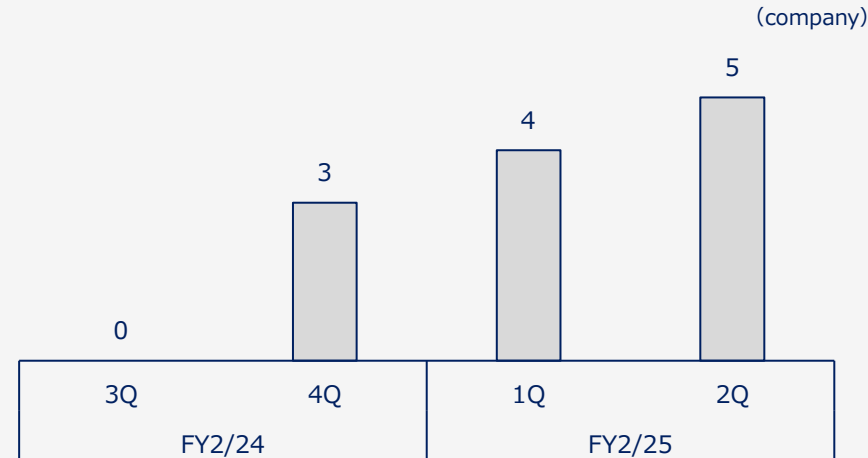


Shin-shin fund (Launch in July 2023)	Initial Investment (¥m)	Collection (¥m)	Collection ratio (collection ÷ Initial investment)	Appraisal or Market value (¥m)	Collection+Appraisal or Market value (¥m)
4 unlisted companies	195	—	—	195	195
Unexcused investment	255	—	—	255	255
Total (*capital call portion)	450	—	—	450	450

Initial investment vs estimated returns



Number of investees



Growth Scenario 2 : VC hands-on

Commenced one investment with hands-on support in March 2022

Investee turned to **black ink**, 3 consecutive years, also sales growth of 140%

3 due diligences with an exclusive negotiation are under way for new investment in FY2/25

Shinsei Shikigaku Fund (Launch in June 2021)	Initial Investment (¥m)	Collection (¥m)	Collection ratio (collection ÷ Initial investment)	Appraisal or Market value (¥m)
1 unlisted company	315	—	—	315
Unexcused investment	281	—	—	281
Total (*capital call portion)	596	—	—	596

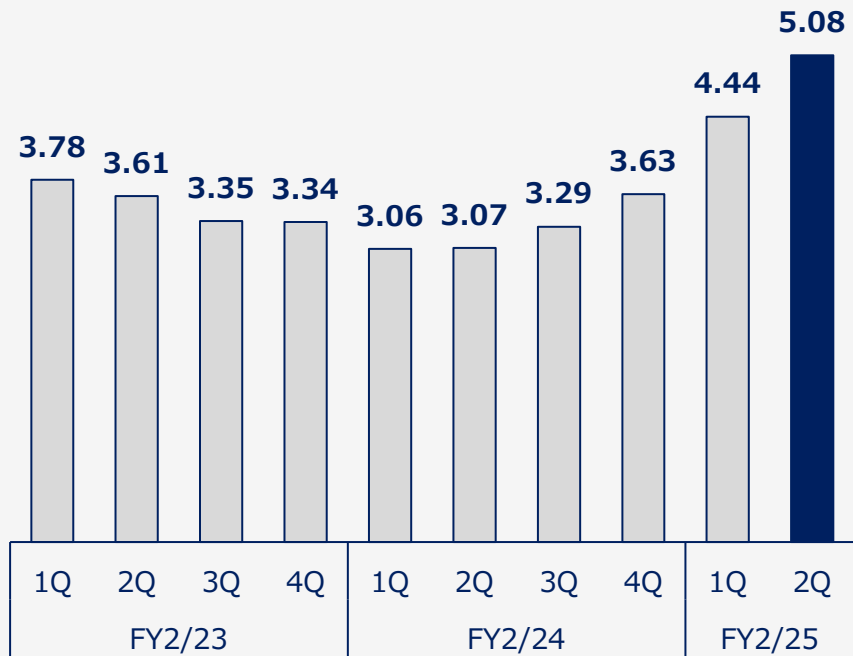
Appendix : KPI (consultant related)

Record high in sales per head of consultant per month

Hired 5 consultant candidates

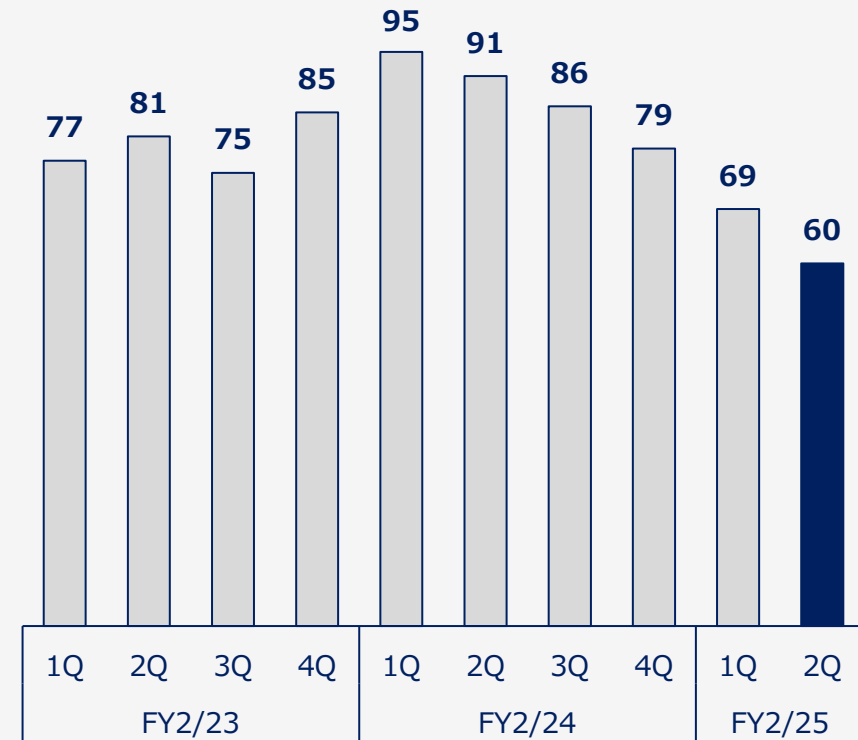
Sales per head of consultant per month

(¥m)



Number of consultants

(pp)

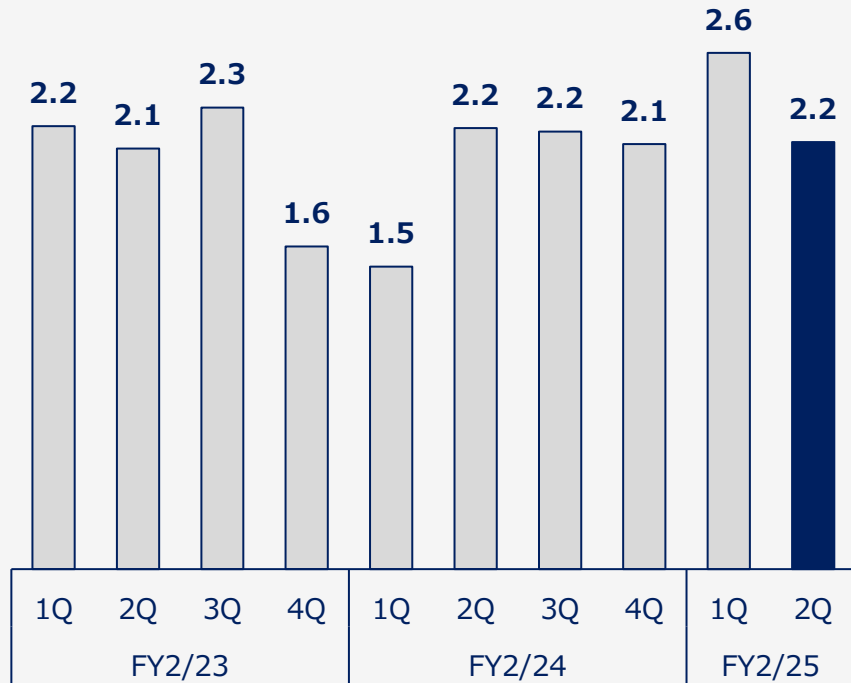


Appendix : KPI (Management consulting service)

Accumulated contracts broke over 4,000 in 9th year of foundation, solid growth in 2Q
 New contract was 129 companies in 2Q, impact of price-hike has seen

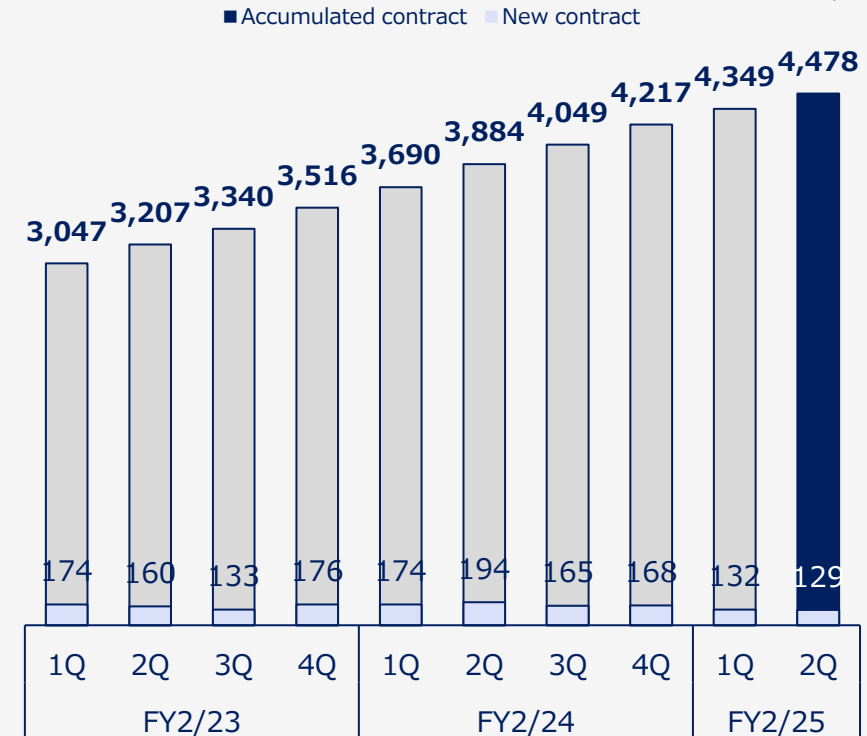
Order intake per client of management consulting

(¥m)



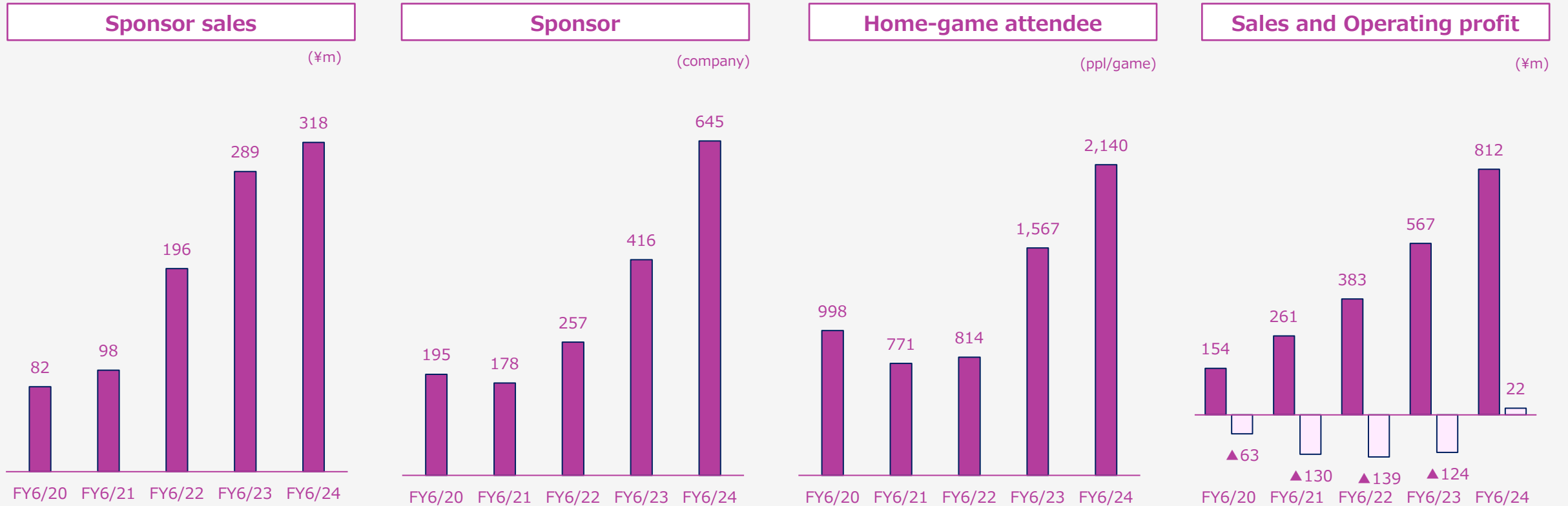
Accumulated contracts (management consulting services)

(company)



Sports Entertainment segment

Record high in all, sponsor sales sponsor, home game attendees, and sales and OP in FY6/24





2024-25シーズン 福島ファイヤーボンズ ブースタークラブ

BONDS FAMILY

会員募集中!!



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Appendix : IR release in 2Q

Date	Contents	Growth Scenario
18 June, 2024	New investment to YNP	Scenario2 New investment
25 July, 2024	BloomZ made an IPO to NASDAQ	Scenario2 Exit
1 August, 2024	Carrier biz, broke 100 companies (contracts)	Scenario1 Organic growth of order intake of Management Consulting
26 August, 2024	Bind sales-partner contract with Cloud Circus	Scenario1 Organic growth of order intake of Management Consulting
30 August, 2024	Gain on sale of investment securities	Scenario2 Exit

Cautionary Note Regarding Forward-Looking Statements

Forward-looking statements included in this material are based on judgments and assumptions based on information available at the time this material was created, and we do not guarantee its accuracy. In addition, this document includes financial figures that have not been audited by an independent certified public accountant or audit firm.

Please note that actual performance may differ significantly from the forecast due to various uncertainties included in these judgments and assumptions, changes in risk factors, changes in the economic environment, etc.

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