

Alpha-Win Company Research Report

PCA CORPORATION (9629 TSE First Section)

Issued: 1/31/2022

Alpha-Win Capital Inc. Research Department
<http://www.awincap.com/>

● Flash Report on Financial Results

◆ A major specialized player in enterprise system software, taking a lead in the cloud business as its No. 1 in the industry

- PCA CORPORATION (hereinafter referred to as the "Company") sells originally-developed, packaged business software (for accounting, sales management, purchasing and inventory management, payroll, human resources, work management, etc.) mainly to small/medium-sized companies as on-premises or as cloud-based software. It also provides related maintenance services. Its mission is to contribute to society as a "Management Support Company" that supports other companies conduct smooth management and operation. It is taking a lead in cloud-based business software (PCA Cloud) as No. 1 in the industry. Going forward, it plans further shift to the subscription businesses.
- In recent years, results have been solid thanks to the transition to the subscription-based business model and the event-driven high demand. In the fiscal year before the previous (FY 2020; note that the Company's fiscal year is March ending, e.g., FY 2022 ends in March 2022), sales and profit had increased for the fifth consecutive fiscal year and record-high profit was achieved. In the previous fiscal year, sales and profit had declined following the previous event-driven spike of demand caused by the consumption tax revision and the end of support for Windows 7. However, this fiscal year (FY 2022), although there was negative impact due to the transition to the new revenue-recognition standard, this was absorbed by the replacement demand for the products and the growth of the cloud, and increases in sales, profit, and dividend are expected.
- Currently, it is listed on the First Section of the Tokyo Stock Exchange. In the new market segments of the TSE starting in April 2022, the Company is expected to move to the Prime Market.

◆ Results for the first nine months of this fiscal year: solid growth of the products and the cloud, sales growth, and significant profit growth. Hit record-high profit and has mostly achieved its full-year profit goal.

Results for the First Nine Months of FY 2022 (April-Dec 2021)

- In the first nine months of FY 2022 (hereinafter, first nine months or Q3 YTD = April through December), there was sales growth as well as significant growths in profit: sales were Y10,144 million (+7.8% year-on-year or YoY; note that numbers in this Report have generally been rounded to the first decimal place), operating profit was Y2,563 million (+68.2% YoY), recurring profit was Y2,599 million (+67.2% YoY), and net profit was Y2,268 million (+115.0% YoY) (Figure 1 on page 2). Record-high profits for the first nine months (operating, recurring, and net) had been achieved.
- Due to the application of the new revenue-recognition standard starting this fiscal year, compared to the conventional standard (previous standard), sales had been decreased by Y1,323 million and operating profit had been decreased by Y157 million. When this impact is excluded, sales would actually have been Y11,467 million (+21.8% YoY) and operating profit would have been Y2,720 million (+78.5% YoY).
- Compared to the full-year company plan (based on the new standard), progress in the first nine months was 75.1% for sales, 99.1% for operating profit, and 98.2% for net profit. Progress with profit had been particularly extremely strong, having mostly achieved the full-year plan (right most column of Figure 1 on page 2). Progress with sales and operating profit had also greatly exceeded the past 16 fiscal years' average progress (during the first nine months) of 69.7% and 69.0%, respectively.
- In the first nine months, due to replacement demand for the PCA X series whose support ended in December 2021 (shift to the DX series), sales of products (conventional package software: on-premises) doubled YoY. Sales of the cloud service were also solid and grew by +35.6% YoY (middle column of Figure 1 on page 2). These had been the drivers of overall growth, compensating for the sales decline of maintenance service, merchandise, and other operating revenue. Due to the change in the accounting standard, sales of the "other operating revenue" category decreased by Y1,413 million YoY (-63.9%), but this decline would have been kept at Y263 million (-11.9%) under

the previous standard. The percentage of sales of the subscription business (cloud + maintenance) was 64.3% under the new standard (58.3% under the old standard), accounting for the majority of the total sales and indicating improved business continuity, profitability, and management stability.

- In terms of profit, sales growth and improvement of profit margins had led to a significant profit growth. The gross margin had increased by 7.3 percentage points from 59.6% in the first nine months of the previous fiscal year to 66.9% in the current fiscal year due to the change in the accounting standard and the improvement of the product mix (based on the old standard, the gross margin increased by 1.1 percentage points to 60.7%). Similarly, the SG&A expenses ratio fell by 1.7 percentage points from 43.4% to 41.7%, and as a result, the operating margin rose by 9.1 percentage points from 16.2% to 25.3% (based on the old standard, the SG&A expenses ratio improved by 6.4 percentage points to 37.0% and the operating margin improved by 7.5 percentage points to 23.7%).
- Investment securities were sold both in the first half and the second half, with gain on sales of Y673 million and Y438 million each, totaling Y1,111 million recorded as extraordinary income. As a result, net profit doubled YoY.

【Figure 1】 Results for the First Nine Months and Full-Year Plan

Results	First Nine Months of FY 2021	First Nine Months of FY 2022						FY 2021 Full Year	FY 2022 Full-Year Forecast (CE)	Progress (against company plan)	
		Apr-Dec 2020	Apr-Dec 2021	Diff. from Previous FY's First Nine Months		Apr-Dec 2021	YoY Difference				
		Previous Revenue-Recognition Standard	New Revenue-Recognition Standard	Simple Comparison (new std. for this FY and old std. for last FY)	Diff. in %	Previous Revenue-Recognition Standard	Comparison under Previous Revenue-Recognition Std.				Diff. in %
Unit: million yen, %											
Consolidated Sales	9,414	10,144	730	7.8	11,487	2,073	22.0	13,309	13,515	75.1	
Sales Category											
Products	1,176	2,463	1,287	109.2	2,478	1,302	110.6	1,985	3,506	76.3	
Merchandise	1,650	2,387	737	44.6	2,949	1,299	78.1	2,069	3,993	90.8	
Maintenance Service	2,559	2,479	-80	-3.1	2,636	-114	-4.5	2,523	2,265	75.9	
Cloud Service	2,982	4,044	1,062	35.6	4,044	1,062	35.6	4,058	5,456	124.1	
Other Operating Revenue	2,212	799	-1,413	-63.9	1,949	-263	-11.9	3,228	891	89.7	
Gross Profit	5,611	6,790	1,179	21.0	6,943	1,352	24.1	8,001	8,091	74.3	
Gross Margin (%)	59.6	66.9	7.3	12.1	60.6	1.0	1.7	60.1	60.9	1.1	
SG&A Expenses	4,087	4,227	140	3.4	4,242	155	3.8	5,687	6,314	66.9	
SG&A Expenses Ratio (%)	43.4	41.7	-1.7	-3.9	36.9	-6.5	-17.6	42.7	46.7	-5.0	
Operating Profit	1,524	2,563	1,039	68.2	2,700	1,176	77.2	2,915	2,586	99.1	
Operating Margin (%)	16.2	25.3	9.1	56.2	23.5	7.3	28.2	21.4	19.1	-6.1	
Recurring Profit	1,554	2,599	1,045	67.2	2,614	1,060	68.2	2,441	2,604	99.8	
Recurring Margin (%)	16.5	25.6	9.1	55.0	23.8	7.2	27.6	21.6	19.3	-6.4	
Net Profit	1,858	3,268	1,410	75.9	2,943	1,085	36.7	3,221	2,310	98.2	
Net Margin (%)	19.7	32.4	12.7	64.5	25.6	5.9	11.6	24.2	17.1	-7.1	

(Ref) Prepared by Alpha-Win Research Dept. based on the financial results summary

Results for Q3 FY 2022 (Oct-Dec 2021)

- During the three months of this fiscal year's Q3 (Oct-Dec 2021), too, sales and profit growth had been maintained: sales were Y3,535 million (+2.9% YoY: simple comparison with the old standard – the same applied to below), operating profit was Y810 million (+38.2% YoY), and net profit was Y819 million (+75.8% YoY) (Figure 2). The operating margin had declined from Q1 to Q3 in the order of 29.3% ⇒ 23.7% ⇒ 22.9%, but the amount of operating profit had remained high at Y975 million ⇒ Y778 million ⇒ Y810 million.
- Comparing Q3 of this fiscal year with the previous fiscal year's Q3 by sales category, sales of merchandise, maintenance, and other still showed negative growth, but sales of products and the cloud service have been solid and grew by +65.9% and +40.2%, respectively.

【Figure 2】 Quarterly Transition in Financial Performance (Results and Plan)

Results	Q1 FY 2021		Q2 FY 2021		Q3 FY 2021		Q4 FY 2021		Q1 FY 2022		Q2 FY 2022		Q3 FY 2022		Q4 FY 2022	
	Apr-June 2020		July-Sept 2020		Oct-Dec 2020		Jan-Mar 2021		Apr-June 2021		July-Sept 2021		Oct-Dec 2021		Jan-Mar 2022 CE	
	Previous Revenue-Recognition Standard								New Revenue-Recognition Standard							
Consolidated Sales	2,789	3,192	3,433	3,895	3,328	3,284	3,535	3,371	3,328	3,284	3,535	3,371	3,328	3,284	3,535	3,371
Sales Category																
Products	307	420	449	809	935	783	745	1,043	852	852	1,043	1,043	852	852	1,043	1,043
Merchandise	27	98	219	91	85	83	190	-36	85	83	190	-36	85	83	190	-36
Maintenance Service	899	877	875	902	820	826	833	786	820	826	833	786	820	826	833	786
Cloud Service	957	991	1,034	1,076	1,255	1,340	1,449	1,412	1,255	1,340	1,449	1,412	1,255	1,340	1,449	1,412
Other Operating Revenue	546	805	860	1,016	231	250	318	92	231	250	318	92	231	250	318	92
Gross Profit	1,756	1,909	1,946	2,390	2,284	2,222	2,284	2,111	1,756	1,909	1,946	2,390	2,284	2,222	2,284	2,111
Gross Margin (%)	63.0	59.8	56.7	61.3	68.7	67.7	64.6	62.6	63.0	63.0	63.0	62.6	63.0	63.0	63.0	62.6
SG&A Expenses	1,290	1,437	1,460	1,600	1,305	1,444	1,474	2,082	1,290	1,437	1,460	1,600	1,305	1,444	1,474	2,082
SG&A Expenses Ratio (%)	46.3	45.0	42.5	41.1	39.3	44.0	41.7	61.9	46.3	45.0	42.5	41.1	39.3	44.0	41.7	61.9
Operating Profit	465	473	586	790	975	778	810	23	465	473	586	790	975	778	810	23
Operating Margin (%)	16.7	14.8	17.1	20.3	29.3	23.7	22.9	0.7	16.7	14.8	17.1	20.3	29.3	23.7	22.9	0.7
Recurring Profit	471	488	595	787	987	795	817	5	471	488	595	787	987	795	817	5
Recurring Margin (%)	16.9	15.3	17.3	20.2	29.7	24.2	23.1	0.1	16.9	15.3	17.3	20.2	29.7	24.2	23.1	0.1
Net Profit	372	317	366	613	614	614	619	43	372	317	366	613	614	614	619	43
Net Margin (%)	13.3	9.9	10.6	15.7	18.4	18.7	17.5	1.3	13.3	9.9	10.6	15.7	18.4	18.7	17.5	1.3

(Ref) Prepared by Alpha-Win Research Dept. based on the financial results summary. Q4 FY 2022 CE (company forecast) was calculated by “full-year company plan” minus “results for the first nine months.”

- Sales of the cloud have been especially strong, having grown from Y1,255 million ⇒ Y1,340 million ⇒ Y1,449 million in the same order as above, and the YoY rate of change also increased from +Y298 million (+31.1%) ⇒ +Y349 million (+35.2%) ⇒ +Y415 million (+40.2%). Both the amount and the rate of change of sales have been growing at an accelerated rate. Cloud's sales have continued to increase YoY as well as QoQ regardless of event-driven demand or seasonality (Figure 3 on page 3).
- The number of corporate users of the cloud service (number of current users; Figure 4 on page 3) has been increasing

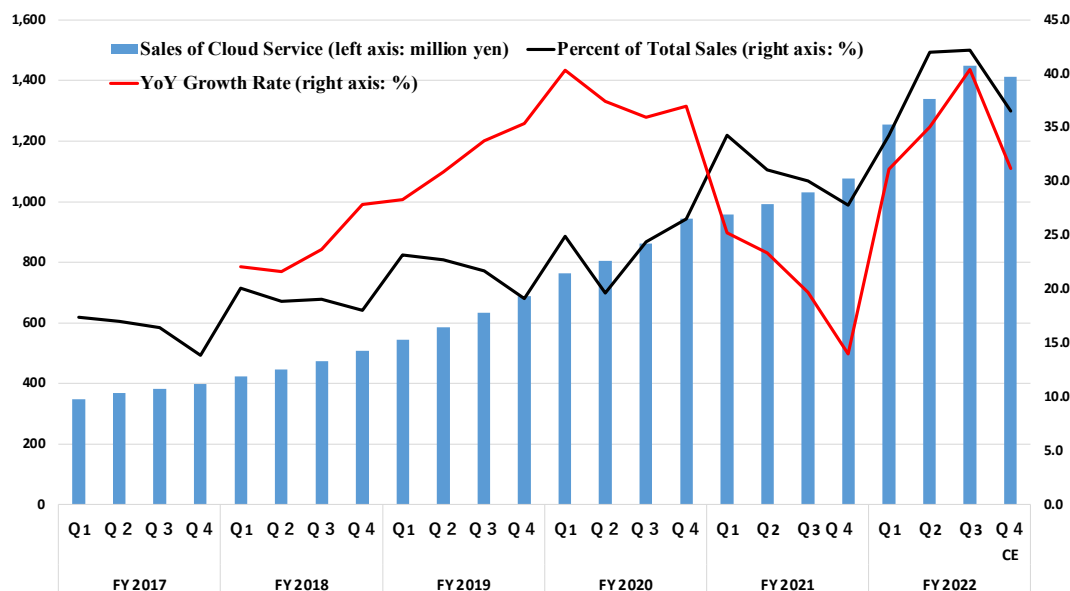
Short Report

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steadily from 12,070 in March 2019 to 14,327 in March 2020 (+2,257 from the previous year or +18.7%), 16,444 in March 2021 (+2,117 or +14.8%), and 18,578 in December 2021 (+2,134 or +12.9%) (would be 19,289 corporate users for the full fiscal year, or +2,845 and +17.3% compared to the end of the previous fiscal year, based on a simple calculation from the net increase in the number of users during April-December 2021). The cloud-based subscription business has high continuity and marginal profit ratio as well as growth potential. Its sales are the largest among all sales categories and it is the growth driver for the Company as a whole.

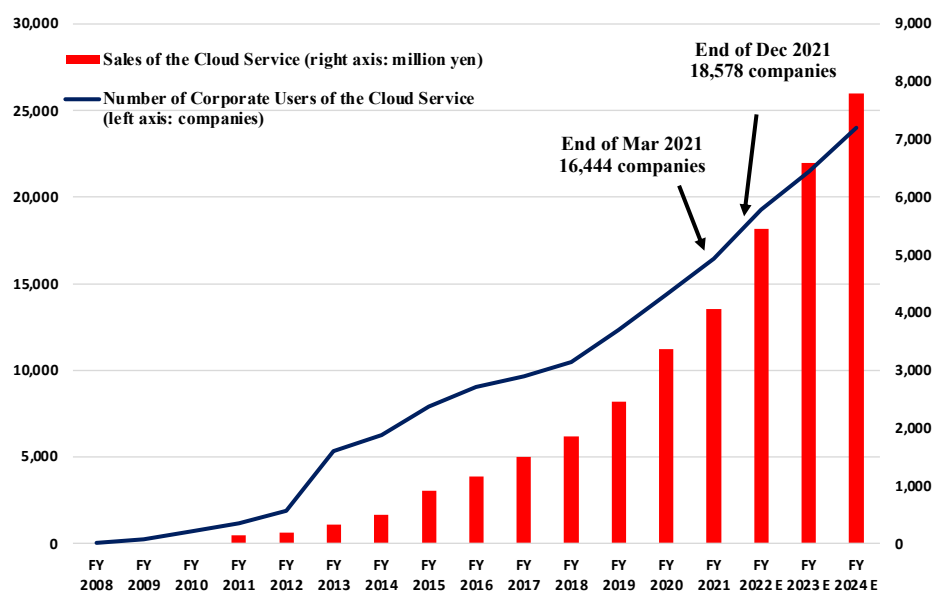
【Figure 3】 Quarterly Change in Sales of the Cloud Business



(Ref) Prepared by Alpha-Win Research Dept. based on the financial results summary.

(Note) Q4 FY 2022 (CE) is based on the Company's estimate/forecast.

【Figure 4】 Change in the Annual Sales and Number of Corporate Users of the Cloud Service (Results and Forecasts)



(Note) Sales from FY 2008 to FY 2010 have not been disclosed. Estimates are partially included in the number of corporate users of the cloud service. Forecasts were prepared by Alpha-Win Research Dept.

- As of the end of Q3 of this fiscal year, there has been no significant change to the balance sheet compared to the end of the previous fiscal year. Due to the increase in profits from the businesses and the sale of securities, in the order of the end of the previous fiscal year ⇒ this fiscal year's Q3, cash and deposits increased from Y11,749 million ⇒ Y14,820 million and net assets increased from Y15,995 million ⇒ Y17,077 million. The ratio of cash and deposits to the planned sales for this fiscal year or to the total assets in Q3 is 109.7% (equivalent to 13.2 months of average monthly sales, exceeding the expected annual sales) or 53.9%, respectively, indicating that it has abundant liquidity at hand. In addition, the equity ratio is 61.0% and the current ratio is 213.8%, showing its solid financial position.

◆ Q4 plan and financial forecast for this fiscal year onward: conservative company forecast

The Company's Plan for Q4 and the Full Year

- With the announcement of interim financial results (October 25, 2021), the Company had also announced significant upward revisions to its full-year forecast (FY 2022) compared to its initial forecast to reflect the solid financial performance in the first half: sales were raised from Y12,447 million ⇒ Y13,515 million, operating profit was raised from Y1,866 million ⇒ Y2,586 million, and net profit was raised from Y1,192 million ⇒ Y2,310 million. Although sales and profit drops had been expected at the beginning of the fiscal year due to the increase in investment costs for future growth and the impact of the application of the new revenue-recognition standard, sales and profits are now expected to both increase.
- The Company's forecasts for the current full fiscal year are the second highest levels in its history for sales and operating profit following the results of FY 2020, and net profit is expected to hit a record high due to the posting of gain on sale of securities.
- Although results for the first nine months had presumably exceeded the Company's internal forecasts, since the impact of COVID-19 is uncertain and the Company is planning to increase upfront investment in preparation for growth in the next fiscal year onward, the Company has not changed its full-year forecasts. When results for the first nine months are subtracted from the Company's full-year plan, the expected sales in Q4 (January to March 2022) come out to be Y3,371 million (-13.4% YoY). Also, the SG&A expenses are expected to increase sharply by about Y500 million (+30.5% YoY) in Q4 due to upfront investment costs, such as increasing sales promotion expenses and personnel expenses by a little more than Y300 million during the fiscal year in preparation for future growth. As a result, the operating margin is expected to drop sharply from 22.9% in Q3 to 0.7% in Q4 and significant decreases in profit are expected, with operating profit expected to decrease to Y23 million (-97.1% YoY) and net profit expected to decrease to Y42 million (-93.1% YoY).
- Q4's sales forecast by sales category (= "full-year company forecast" – "first nine months' results") is as follows.
 - * Since the upgrade from the old product, the X series, to the DX series is expected to continue, sales of products in this fiscal year's Q4 are expected to be Y1,043 million, compared to Y809 million in the previous fiscal year's Q4 and Y745 million in this fiscal year's Q3. However, the rate of increase in sales of products (YoY) is expected to slow down from +204.6% ⇒ +86.3% ⇒ +65.9% ⇒ +29.0% in the order of this fiscal year's Q1 ⇒ Q4.
 - * Cloud's sales are expected to decrease from Y1,449 million (+40.2% YoY) in this fiscal year's Q3 to Y1,412 million in Q4 (-Y37 million or -2.6% compared to Q3 and +31.3% YoY).
 - * Sales of maintenance, in the order of Q1 ⇒ Q4 of this fiscal year, are expected to be Y820 million ⇒ Y826 million ⇒ Y833 million ⇒ Y786 million. Other operating revenue is also expected to drop sharply from Q3 sales of Y318 million to Y92 million in Q4.

Alpha-Win Research Department's Forecast for This Full Fiscal Year

- Cumulative profit through Q3 has mostly reached the Company's full-year forecast for the current fiscal year. Since there will be no large change in the fundamentals in Q4, it is highly likely that the final result will exceed the forecast.
- Although the Company expects sales growth to slow down in Q4 for the cloud, maintenance, and other operating revenue, since there seems to be no particular factor that would cause this, the Company's full-year forecast seems somewhat conservative considering the results up through Q3.
- The amount of upward revision to the profits will depend on the products' sales situation and the Company's cost control including its upfront investment. In Q4, although the intentional increase in upfront investment is expected to cause profit to be reduced, the actual operating profit in Q4 excluding this impact would be estimated to be around Y700 million, which is about the same as Q3.

- The Alpha-Win Research Department forecasts that results will be above the Company's plan, at sales of Y13,760 million (+Y245 million compared to the Company's plan), operating profit of Y2,700 million (+Y114 million), and net profit of Y2,380 million (+Y70 million). As mentioned above, results for the first nine months had presumably exceeded the Company's expectations, and the Company's sales and cost assumptions seem conservative. Therefore, we kept the forecasts for both sales and profits the same as before (Figure A on page 6).
- The Company has doubled its dividend to 24 yen from the previously planned 12 yen (both reflect the 3-for-1 stock split), so we also raised our forecast to same amount as the Company's plan. This 12-yen dividend hike consists of an increase in ordinary dividend by 1 yen and 11 yen in commemorative dividend associated with the rebranding of PCA Cloud and PCA Subscription (changed product/service name and logo). As a result of the dividend hike, the expected dividend payout ratio for the current fiscal year will be 20.8% (based on the Company's forecasted EPS) and the dividend yield will be 1.6% (based on the closing price of Y1,545 on January 28, 2022).

Medium-Term Financial Forecast

- The consolidated numerical targets (after revision) for this fiscal year, which is the final year of the current medium-term management plan, had mostly been achieved in the previous fiscal year. Although the Company had announced that it plans to increase upfront investment (by about +Y300 million compared to the beginning of the fiscal year), the goals are expected to be achieved again this fiscal year. The new medium-term management plan will start from the next fiscal year, whose strategy, measures, and numerical targets would be key points to watch.
- The Alpha-Win Research Department has revised the dividend forecast for the next fiscal year and beyond, adding the increase in ordinary dividend during the current fiscal year (+1 yen) to our previous forecast. At this point, though, we have not changed our medium-term financial forecast (sales and profits) that we had previously prepared.
- In the next fiscal year, since there will most likely be no more event-driven high demand for the products and gain on sales of securities, net profit is expected to decline. However, from the next fiscal year onward, since the period of decline following the previous event-driven spike of demand for the products will have ended and the cloud and the attendance management system will continue to be growth drivers, we expect that the Company will return to a growth trend for its sales and profits, assuming that the impact of COVID-19 will have settled down by then.
- We expect the average annual growth rate of EPS (on a normalized basis) to be 8-10% over the medium term. With solid financial performance, further return of profit to shareholders such as dividend hikes and flexible buyback of shares is anticipated.
- Meanwhile, challenges remain with effectively using its abundant cash for future growth, finding and developing businesses that will be the next main source of earnings, and getting the current new businesses (PCA Subscription, hyper, HR business, PCA Hub, healthcare business, etc.) on track to monetize them.

◆ Stock Price

Performance

- The Company's stock is seen as a domestic-demand-oriented, small-cap growth stock in subscription-based businesses. Since August 2018, it has been significantly outperforming the TOPIX. Over the past 12 months, although small-cap stocks have been bearish and the Company's stock has been slightly underperforming the TOPIX, it has been significantly outperforming its competitors Obic Business Consultants (OBC: TSE First Section 4733) and Miroku Jyoho Service (MJS: TSE First Section 9928) due to its solid financial results.
- Q3 results had positive news such as the high progress with profit and dividend hike, but stock price went down after the announcement of the results due to profit-taking sales and other factors.

Valuation

- The Company's valuation was compared to the average of the First Section of the TSE (14.3 for forecasted P/E, 1.2 for actual P/B, and 2.2% for the simple average of dividend yield) and its competitors OBC and MJS (based on the closing price on 1/28/2022; Figure 5 on page 6).
- Compared to the TSE First Section, the Company's P/E is relatively low based on the forecast for this fiscal year (however, based on the company's forecast for this fiscal year's profit excluding extraordinary income/losses, this fiscal year's P/E is estimated to be about 17.5). Compared with its two competitors, the Company's valuation is mostly in the middle.

Outlook

- Over the medium term, stable growth is expected due to continued growth of the cloud, and stock price is also

expected to remain firm.

- Key points to watch are the changes in the number of users and sales growth rate of the cloud service, contribution of the new businesses to profit, future measures to return profit to shareholders, and future M&As.

【Figure 5】 Comparison of Valuation with Competitors

Company Name	PCA (consolidated)	Obic Business Consultants (OBC: nonconsolidated)	Miroku Jyoho Service (MJS: consolidated)
Code	9629	4733	9928
Stock Price (at 1/28 closing)	1,545	4,150	1,167
Market Cap (million yen)	35,690	312,927	40,619
P/E (price-to-earnings ratio)	13.4	25.9	9.3
P/B (price-to-book ratio)	1.8	2.4	1.6
Dividend Yield (%)	1.6	1.7	3.3
EV/EBITDA	7.6	12.5	7.6
P/S (price-to-sales ratio)	2.6	9.2	1.1

(Ref) Prepared by Alpha-Win Research Dept. based on each company's financial results summary. Reflects results through Q3 FY 2022 for PCA and OBC. Reflects results through Q2 FY 2022 for MJS since its Q3 results have not been announced yet.

(Note) "Accounting Standard for Revenue Recognition (ASBJ Statement No. 29)," etc., have been applied to each company starting in the forecast for FY 2022.

•Market cap = shares outstanding x market stock price [1/28 closing price]

•EV/EBITDA = (market cap + interest-bearing debt – cash & deposits) / (O.P. + depreciation + intangible fixed assets amortization, etc.)
Operating profit (O.P.) is based on each company's forecast for this fiscal year.

"Interest-bearing debt – cash & deposits" is based on the actual results for Q2 or Q3.

"Depreciation + intangible fixed assets amortization, etc." is based on the actual results for FY 2021

•EPS values used in P/E calculations are based on each company's forecast for FY 2022. BPS values used in P/B calculations are based on Q2 or Q3 results of FY 2022. Dividend is based on each company's forecast.

•P/S = market cap / sales [each company's forecast for FY 2022]

【 9629 PCA Sector: Information & Communication 】 Figure A												
FY		Sales	YoY	O.P.	YoY	R.P.	YoY	N.P.	YoY	EPS	BPS	Dividend
		(million yen)	(%)	(million yen)	(%)	(million yen)	(%)	(million yen)	(%)	(Y)	(Y)	(Y)
2018	Old Std.	9,785	4.5	807	86.8	834	79.9	441	174.1	21.46	548.13	10.33
2019	Old Std.	11,439	16.9	1,248	54.7	1,277	53.0	906	105.5	44.42	596.59	10.33
2020	Old Std.	14,266	24.7	2,781	122.8	2,808	119.9	1,816	100.4	90.97	675.81	18.00
2021	Old Std.	13,308	-6.7	2,314	-16.8	2,340	-16.7	1,668	-8.1	83.50	791.64	11.33
2022	CE New Std.	13,515	1.6	2,586	11.8	2,604	11.3	2,310	38.5	115.52		24.00
2022	E New Std.	13,760	3.4	2,700	16.7	2,720	16.2	2,380	42.7	119.01	899.31	24.00
2023	E New Std.	13,700	-0.4	2,300	-14.8	2,320	-14.7	1,580	-33.6	79.00	954.31	13.00
2024	E New Std.	15,000	9.5	2,600	13.0	2,620	12.9	1,780	12.7	89.00	1,030.32	14.00
2021	Q1 Old Std.	2,789	-9.2	465	-20.7	471	-21.2	272	-25.1	13.66	676.52	0.00
2022	Q1 New Std.	3,328	19.3	975	109.4	987	109.4	614	125.4	30.75	810.96	0.00
2021	Q2 Old Std.	3,191	-22.1	473	-60.1	488	-59.0	317	-61.1	15.85	702.75	0.00
2022	Q2 New Std.	3,281	2.8	778	64.5	795	62.9	835	163.4	41.80	823.79	0.00
2021	Q3 Old Std.	3,434	-2.9	586	-24.6	595	-23.4	466	-0.6	23.30	734.20	0.00
2022	Q3 New Std.	3,535	2.9	810	38.2	817	37.3	819	75.8	40.93	838.25	0.00
2021	Q4 Old Std.	3,894	9.4	790	239.1	786	224.8	613	261.2	30.64	791.64	11.33
2022	Q4 CE New Std.	3,371	-13.4	23	-97.1	5	-99.4	42	-93.1	2.40	—	24.00
2021	Q3 YTD Old Std.	9,414	-12.1	1,524	-40.2	1,554	-39.4	1,055	-35.9	52.86	734.10	0.00
2022	Q3 YTD New Std.	10,144	7.8	2,563	68.2	2,599	67.2	2,268	115.0	113.41	838.25	0.00

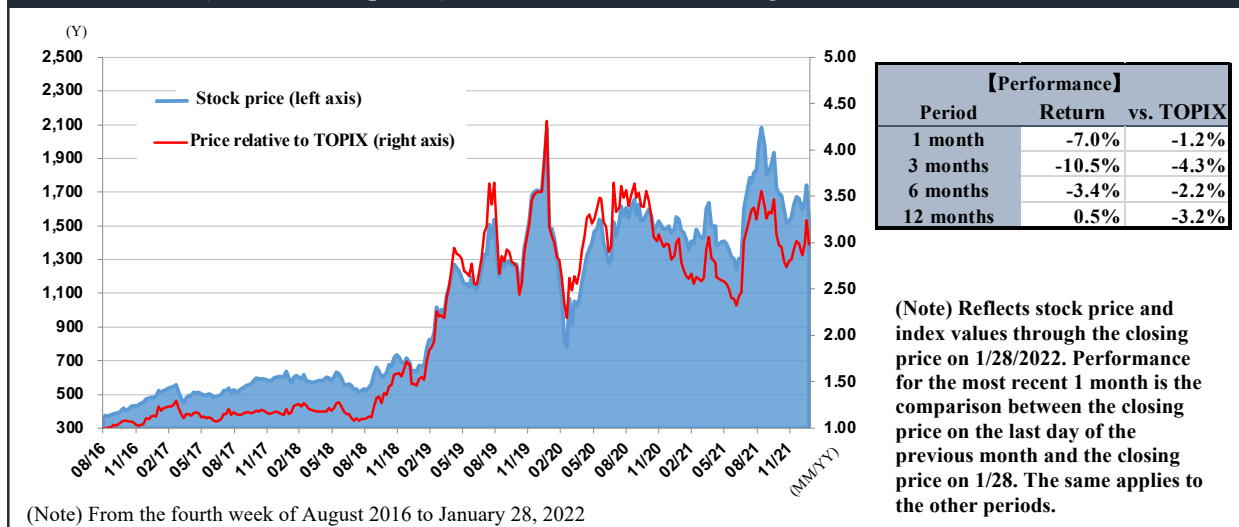
(Note) CE: the Company's forecast/estimate. E: Alpha-Win's forecast/estimate. Q1: results for Apr-June. Q2: results for July-Sept. Q3: results for Oct-Dec. Q4: results for Jan-Mar. Q3 YTD: results for Apr-Dec. Forecasts for EPS, BPS, and dividend reflect the 3-for-1 stock split conducted on Oct 1, 2021 (past years have been revised retroactively). "Accounting Standard for Revenue Recognition (ASBJ Statement No. 29)," etc., have been applied starting in FY 2022. "Old Std." stands for the previous revenue-recognition standard, and "New Std." stands for the new revenue-recognition standard.

【 Stock Price and Valuation Indicators: 9629 PCA 】 Figure B						
Item	1/28/2022	Item	P/E	P/B	Dividend Yield	Dividend Payout Ratio
Stock Price (Y)	1,545	Last FY (actual)	18.5	2.0	0.7%	13.6%
Shares Outstanding (thou.)	23,100	This FY (est.)	13.0	1.7	1.6%	20.2%
Market Capitalization (million yen)	35,690	Next FY (est.)	19.6	1.6	0.8%	16.5%
Dilutive Shares (thou.)	0	Equity Ratio at End of This FY's Q3	61.0%		Last FY's ROE	11.4%

(Note) Estimates were made by Alpha-Win Research Dept.

【Stock Chart (end-of-week prices) : 9629 PCA】

Figure C



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