

Alpha-Win Company Research Report

PCA CORPORATION (9629 TSE Prime)

Issued: 2/6/2024

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

● Financial Results Flash Report

◆ A major player specialized in enterprise system software, leading the market as the No. 1 player in cloud-based software

- PCA CORPORATION (hereinafter referred to as the “Company”) and its group sell originally-developed, packaged business software (for accounting, sales management, purchasing and inventory management, payroll, human resources, work management, attendance management, and more) mainly to small/medium-sized companies as on-premises or cloud-based software. It also provides related maintenance services. Its mission is to contribute to society as a “Management Support Company” that supports companies in streamlining management and operation.
- It leads the market as the No. 1 player in cloud-based business software (PCA Cloud). Thanks to its transition to a subscription-based business model, its business stability and profitability have improved significantly. It has been providing products and services that are aimed at improving its corporate users’ business operations, developing its business mainly around cloud and solution services.

- Record-high sales, operating profit, and recurring profit were achieved in FY2020 (note that the Company’s fiscal years are March-ending; i.e., FY2020 ended in March 2020) thanks to a surge in demand in response to the consumption tax revision and the end of Windows 7 support. In FY2022, although there was a change in the revenue-recognition standard, strong performance was maintained due to a high, event-driven demand for the products. In addition, a gain on sales of securities was recorded under extraordinary income, resulting in record-high net profit. In a reactionary decline from this previous high demand, sales and profits declined in FY2023.

◆ Results for the Third Quarter of This Fiscal Year: Continued growth of the cloud services. Significant growths in sales and profit YoY, with the price revision contributing to overall results. Results have been in line with the upwardly revised full-year plan.

Summary of Financial Results for the First Nine Months: Maintaining strong performance

- The Company’s results for the first nine months of FY2024 (Q3 YTD or April through December 2023; hereinafter, Q1 is April to June, Q2 is July to September, Q3 is October to December, and Q4 is January to March) were as follows: sales of 10,962 million yen (+15.0% YoY), operating profit of 1,699 million yen (+26.8% YoY), recurring profit of 1,734 million yen (+26.3% YoY), and net profit (net profit for the quarter attributable to owners of parent) of 1,162 million yen (+41.0% YoY). Sales and profits increased significantly compared to the same period of the previous fiscal year (Figure 1).

【Figure 1】 Results for the First Nine Months (April through December)

| Results for the First Nine Months | | FY2023: First Nine Months | FY2024: First Nine Months | Change in Amount | % Change | % of Total Sales |
|-----------------------------------|-------------------------|---------------------------|---------------------------|------------------|----------|-------------------|
| Unit: Million yen | | Apr. to Dec. 2022 | Apr. to Dec. 2023 | Million yen | % | Apr. to Dec. 2023 |
| Consolidated Sales | | 9,533 | 10,962 | 1,429 | 15.0 | 100% |
| Sales Category | Products | 865 | 957 | 92 | 10.7 | 8.7% |
| | Merchandise | 432 | 414 | -18 | -4.0 | 3.8% |
| | Maintenance Service* | 2,488 | 2,626 | 138 | 5.6 | 24.0% |
| | Cloud Services* | 4,372 | 5,376 | 1,004 | 23.0 | 49.0% |
| | Other Operating Revenue | 1,375 | 1,586 | 211 | 15.4 | 14.5% |
| Gross Profit | | 5,976 | 6,940 | 964 | 16.1 | |
| | Gross Margin (%) | 62.7 | 63.3 | 0.6 | | |
| SG&A Expenses | | 4,635 | 5,240 | 605 | 13.1 | |
| | SG&A Expense Ratio (%) | 48.6 | 47.8 | -0.8 | | |
| Operating Profit | | 1,340 | 1,699 | 359 | 26.8 | |
| | Operating Margin (%) | 14.1 | 15.5 | 1.4 | | |
| Recurring Profit | | 1,372 | 1,734 | 362 | 26.3 | |
| | Recurring Margin (%) | 14.4 | 15.8 | 1.4 | | |
| Net Profit | | 824 | 1,162 | 338 | 41.0 | |
| | Net Profit Margin (%) | 8.6 | 10.6 | 2.0 | | |

(Ref) Prepared by Alpha-Win Research Dept. based on the financial results summary. (Note) Asterisk (*) indicates the subscription businesses.

Short Report

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This Alpha-Win Company Research Report (hereinafter “this Report”) has been prepared by Alpha-Win-Capital Inc. (hereinafter “Alpha-Win”) on the request of the company presented in this Report for the purpose of providing a description of the company. This Report is not to be construed as a recommendation or solicitation of investment. Contents of this Report are based on information current as of the issue date and are subject to change without notice. We do not warrant or represent that the information in this Report is accurate, reliable, complete, appropriate, or fit for any purpose and do not accept any responsibility or liability. Alpha-Win shall not be liable for any consequences including direct or indirect loss, lost profit, or damage resulting from the use of or reliance on this Report. Investors who read this Report must make their own decisions on all investment matters and take full responsibility regarding their investment. Intellectual property of this Report belongs to Alpha-Win and no part of this Report may be copied, photocopied, cited, or translated without our consent.

- In the same period of the previous fiscal year (the first nine months of FY2023), sales and profits had declined significantly due to a drop in the profit margins. This was caused by an increase in upfront investments, in addition to a reactionary decline from the previous surge in demand brought by product renewal. However, this fiscal year's results were much to the contrary.
- Not only has the impact of the reactionary decline following the demand surge been alleviated, but the Company also benefited from two major law revisions (the new invoicing system and the revised Electronic Books Preservation Act). It also revised its prices in July (prices were raised by roughly 20% for almost all products and services) and the number of corporate users of its cloud services has continued to grow. As a result, it achieved double-digit sales growth and substantial profit growths.
- The Company's progress in the first nine months in terms of achieving its upwardly revised full-year plan (see page 3 for details of this upward revision) was 73.8% for sales, 92.9% for operating profit, and 94.1% for net profit. It made strong progress, almost achieving its full-year plan for the profits.

Sales by Category in the First Nine Months: Growth driven by the cloud services

➤ Breakdown of the Change in Sales by Category

- Sales in the first nine months for each sales category were as follows: the cloud services grew by +1,004 million yen YoY (+23.0% YoY), the products grew by +92 million yen YoY (+10.7% YoY), other operating revenue grew by +211 million yen YoY (+15.4% YoY), and the maintenance service grew by +138 million yen YoY (+5.6% YoY), totaling a company-wide sales growth of +1,429 million yen (+15.0% YoY) (Figure 1 on page 1).
- Cloud services accounted for the majority of the sales growth, contributing to 70% of the total. Merchandise was the only category to see a sales decline of -18 million yen (-4.0% YoY), but its impact was negligible.

➤ Cloud Services (annual)

- The annual number of corporate users of the PCA Cloud series (net number as of the end of each fiscal year) has been increasing steadily from 12,070 at the end of March 2019 to 14,327 at the end of March 2020 (+2,257 YoY), 16,444 at the end of March 2021 (+2,117 YoY), 19,152 at the end of March 2022 (+2,708 YoY), 21,022 at the end of March 2023 (+1,870 YoY), and 22,729 at the end of December 2023 (+2,323 compared to 20,406 at the end of December 2022; +1,707 compared to the end of March 2023, based on which the increase for the full year would simply be estimated as +2,276).
- The Company's cloud services, which are now in their 16th year since the launch of service, have steadily penetrated the market with greater service awareness and the further shift to the cloud.

➤ Cloud Services (quarterly)

- A chronological comparison of the cloud services' quarterly number of corporate users and sales (figures as of the end of each quarter) (Figure 2) shows that their amount and rate of increase had declined for a while on a YoY and QoQ basis, but they have been increasing at double-digit YoY rates from Q1 to Q3 of the current fiscal year.
- Similarly, the average monthly unit price of the cloud services increased both on a YoY and QoQ basis during the same period (the figures are for reference only since the number of corporate users of the cloud services is nonconsolidated and for PCA only, while the sales of the cloud services are consolidated sales including sales of PCA Subscription and Hub). They especially grew at high rates in Q3, most likely due to the price hike.

【Figure 2】 Quarterly Change in the (Non-Consolidated) Number of Corporate Users of the PCA Cloud and (Consolidated) Sales of the Cloud Services

| Quarter | Number of Corporate Users of the Cloud Services: A | Quarterly Change in the Number of Corporate Users (companies) | | | | Cloud Services' Sales: B | Quarterly Change in Sales (million yen) | | | | Monthly Unit Price of the Cloud Services (thousand yen / company / month) | YoY Diff. for the Left |
|-----------------------|---|---|------------------------|----------------|------------------------|---------------------------------------|---|------------------------|----------------|------------------------|---|------------------------|
| | Cumulative Number of Users at the End of the Month (units: companies) | % Change (YoY) | Change in Number (YoY) | % Change (QoQ) | Change in Number (QoQ) | For Each Quarter (units: million yen) | % Change (YoY) | Change in Amount (YoY) | % Change (QoQ) | Change in Amount (QoQ) | B (quarterly sales) / Average of A During the Period / 3 months | % |
| Ended Mar 2021 (Q4) | 16,444 | 14.8 | 2,117 | — | — | 1,076 | 14.0 | 132 | 4.3 | 44 | — | — |
| Ended June 2021 (Q1) | Not disclosed | — | — | — | — | 1,255 | 31.1 | 298 | 16.6 | 179 | — | — |
| Ended Sept. 2021 (Q2) | 17,785 | 16.5 | 2,523 | — | — | 1,340 | 35.1 | 348 | 6.8 | 85 | — | — |
| Ended Dec. 2021 (Q3) | 18,578 | — | — | 4.5 | 793 | 1,449 | 40.4 | 417 | 8.1 | 109 | 26.6 | — |
| Ended Mar. 2022 (Q4) | 19,152 | 16.5 | 2,708 | 3.1 | 574 | 1,524 | 41.6 | 448 | 5.2 | 75 | 26.9 | — |
| Ended June 2022 (Q1) | 19,441 | — | — | 1.5 | 289 | 1,361 | 8.4 | 106 | -10.7 | -163 | 23.5 | — |
| Ended Sept. 2022 (Q2) | 19,853 | 11.6 | 2,068 | 2.1 | 412 | 1,499 | 11.9 | 159 | 10.1 | 138 | 25.4 | — |
| Ended Dec. 2022 (Q3) | 20,406 | 9.8 | 1,828 | 2.8 | 553 | 1,512 | 4.3 | 63 | 0.9 | 13 | 25.0 | -5.8% |
| Ended Mar. 2023 (Q4) | 21,022 | 9.8 | 1,870 | 3.0 | 616 | 1,584 | 3.9 | 60 | 4.8 | 72 | 25.5 | -5.3% |
| Ended June 2023 (Q1) | 21,594 | 11.1 | 2,153 | 2.7 | 572 | 1,616 | 18.7 | 255 | 2.0 | 32 | 25.3 | 7.5% |
| Ended Sept. 2023 (Q2) | 22,238 | 12.0 | 2,385 | 3.0 | 644 | 1,827 | 21.9 | 328 | 13.1 | 211 | 27.8 | 9.3% |
| Ended Dec. 2023 (Q3) | 22,729 | 11.4 | 2,323 | 2.2 | 491 | 1,933 | 27.8 | 421 | 5.8 | 106 | 28.7 | 14.5% |

(Ref) Prepared by Alpha-Win Research Dept. based on the financial results summaries and briefing materials

(Note) The cloud services' monthly unit price is the average value per company for each three-month period converted to a monthly basis.

Profit for the First Nine Months: Price hike and the cloud services contributed to the results

- In terms of profit, the increase in the sales of the cloud and maintenance services, which have high marginal profit ratios, has most likely contributed significantly to the increase in profit. The price hike in July also positively impacted the entire company and contributed to this profit growth (reflected in the results starting in Q2). The proportion of the subscription businesses (proportion of the summed sales of cloud + maintenance in the companywide sales) rose from 72.0% in the same period of the previous fiscal year to 73.0%. The subscription businesses, which account for the majority of companywide sales, are both profitable and stable and have long-term viability. They have been the Company's growth drivers for many years.
- Due to the increase in sales and improvement of the product mix, the gross margin rose by +0.6 percentage point from 62.7% in the first nine months of the previous fiscal year to 63.3% in the first nine months of the current fiscal year.
- SG&A expenses increased by +605 million yen (+13.1% YoY) due to higher personnel expenses, development/subcontracting costs (Hub series product development), and other expenses, but this was smaller than the overall sales growth rate of +15.0%. As a result, the SG&A expense ratio improved by 0.8 percentage point from 48.6% to 47.8% (from the first nine months of last fiscal year to the first nine months of this fiscal year) and the operating margin increased from 14.1% to 15.5% (in the same order; +1.4 percentage points). The Company has assumed its full-year operating margin to be 12.3%, but the results in the first nine months have exceeded this by 3.2%.
- Since there have been no major non-operating or extraordinary income/losses this fiscal year, the net profit also increased significantly.

Balance Sheet: Sound condition

- As of the end of this fiscal year's Q3 (end of December 2023), there has been no significant change in the balance sheet compared to the end of the previous fiscal year (end of March 2023). Its financial position is firm, with cash & deposits maintained above the annual sales at approx. 19.3 billion yen, an equity ratio of 57.1%, and a current ratio of 213.9%.
- Contract liabilities (consideration received for services not yet provided under subscription contracts, such as those of the cloud services, and maintenance contracts) have been steadily accumulating, increasing by +1,187 million yen (+14.3%) since the end of March to 9,479 million yen, due to an increase in the number of cloud subscriptions and maintenance contracts.

◆ Financial Forecasts for This Fiscal Year and Beyond**The Company's Financial Forecasts for This Fiscal Year: Announced upward revisions**

- In December 2023, the Company made significant upward revisions to the full-year forecasts that it had announced at the beginning of the fiscal year, as described below.
- In the order of the original forecast to the revised forecast, the Company revised its full-year forecasts upward as follows: sales from 14,700 million yen (+13.2% YoY) to 14,850 million yen (+14.4% YoY), operating profit from 1,445 million yen (+26.6% YoY) to 1,829 million yen (+41.9% YoY), and net profit from 925 million yen (+4.8% YoY) to 1,235 million yen (+40.0% YoY). The amount of upward revision was 150 million yen (+1.0%) for sales, 384 million yen (+26.6%) for operating profit, and 310 million yen (+33.5%) for net profit (Figure 3 on page 4).
- The Company has not made additional revisions to its sales and profits since then, although it did change its dividend forecast (see page 7).
- These upward revisions were made due to the steady increase in the cloud services' sales, which have been exceeding the initial plan. Other reasons were that actual expenses have been smaller than initially planned due to the suppression of expenses including subcontracting costs and that the expenses planned for Q4 have been revised.

Financial Forecasts for the Fourth Quarter of This Fiscal Year: Somewhat conservative forecasts

- Subtracting the results for the first nine months from the Company's revised full-year forecasts shows that, in this fiscal year's Q4 (January to March 2024), the Company expects that sales will increase by +440 million yen (+12.8% YoY) to 3,888 million yen, operating profit will increase by +182 million yen from a loss of 52 million yen in Q4 of the previous fiscal year to a profit of 130 million yen, and net profit will increase by +14 million yen (+23.7% YoY) to 73 million yen.
- The Company expects Q4's sales to be the same amount as this fiscal year's Q3 (October to December), but

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operating profit is expected to fall sharply (-81.5%) from Q3's 701 million yen and the operating margin is also expected to drop sharply from 18.0% to 3.3% (Figure 4 on page 4).

- The main reasons for this small amount of YoY increase in operating profit in Q4 are most likely that there will be greater product development and subcontracting costs for the PCA Hub series in preparation for the next phase of growth, higher personnel expenses such as bonuses, and a strategic increase in promotional spending.
- The assumptions for the previous fiscal year's Q4 (January to March 2023) had seemed conservative like the current fiscal year, but the Company posted an operating loss of 52 million yen due to increased upfront investments. Therefore, Q4 FY2023 remains similarly unpredictable, but the Company's profit forecasts appear to be somewhat conservative, given that cost control should be possible.

【Figure 3】 Financial Forecasts for This Fiscal Year (the Company and Alpha-Win's forecasts)

| Consolidated (units: million yen) | | FY2023: A | FY2024 Previous Company Forecast: B | | | FY2024 Current Company Forecast: C | | | FY2024 The Company's Current Forecast - Previous Forecast: D=C-B | | FY2024 Alpha-Win's Old Forecast (Previous): E | | | FY2024 Alpha-Win's New Forecast (Current): F | | | Alpha-Win's Forecast - Alpha-Win's Old Forecast | Alpha-Win's New Forecast - Alpha-Win's Old Forecast | Comparison bet. Alpha-Win's New Forecast and Current Company Plan | Comparison bet. Alpha-Win's New Forecast and Previous Company Plan |
|---|-------------------------|--------------------------------------|--|------------------------------|---------------|---------------------------------------|------------------------------|---------------|--|-----------|--|------------------------------|---------------|---|------------------------------|---------------|--|--|--|---|
| | | New Revenue- Recognition Standard | New Revenue- Recognition Standard | YoY: Diff. in amount: D/E | YoY: % change | New Revenue- Recognition Standard | YoY: Diff. in amount: D/E | YoY: % change | Amount of revision | % Revised | New Revenue- Recognition Standard | YoY: Diff. in amount: D/E | YoY: % change | New Revenue- Recognition Standard | YoY: Diff. in amount: D/F | YoY: % change | Old Forecast | New Forecast | 100% C | 100% F |
| Sales | | 12,981 | 14,700 | 1,719 | 13.2% | 14,850 | 1,869 | 14.4% | 150 | 1.0% | 14,900 | 1,919 | 14.8% | 14,950 | 1,969 | 15.2% | 50 | 0.3% | 100 | 0.7% |
| | Products | 1,149 | 1,403 | 254 | 22.1% | | | | | | 1,500 | 351 | 30.5% | 1,300 | 151 | 11.1% | -200 | -13.3% | | |
| | Merchandise | 377 | 447 | 70 | 18.3% | | | | | | 420 | 47 | 11.2% | 550 | 27 | 4.9% | 30 | 5.3% | | |
| | Maintenance Service | 3,327 | 3,359 | 32 | 1.0% | | | | | | 3,360 | 33 | 1.0% | 3,500 | 173 | 5.2% | 140 | 4.2% | | |
| | Cloud Services | 5,956 | 7,282 | 1,326 | 22.3% | | | | | | 7,300 | 1,344 | 22.6% | 7,350 | 1,394 | 23.4% | 50 | 0.7% | | |
| | Other Operating Revenue | 1,969 | 2,107 | 138 | 7.0% | | | | | | 2,220 | 251 | 12.7% | 2,250 | 281 | 14.3% | 30 | 1.4% | | |
| Gross Profit | | 8,851 | 8,797 | -54 | -0.6% | | | | | | 9,300 | 1,249 | 15.5% | 9,300 | 1,249 | 15.5% | 0 | 0.0% | | |
| | Gross Margin | 62.0% | 59.9% | -2.1% | | | | | | | 62.4% | 0.4% | 0.6% | 62.2% | 0.2% | 0.3% | 0 | 0.0% | | |
| SG&A Expenses | | 6,763 | 7,351 | 588 | 8.7% | | | | | | 7,300 | 537 | 7.9% | 7,300 | 537 | 7.9% | 0 | 0.0% | | |
| | SG&A Expense Ratio | 52.1% | 50.0% | -2.1% | | | | | | | 49.0% | -3.1% | -2.1% | 48.8% | -3.2% | -2.1% | 0 | 0.0% | | |
| Operating Profit | | 1,288 | 1,445 | 157 | 12.2% | 1,829 | 541 | 41.9% | 384 | 26.6% | 2,000 | 712 | 55.3% | 2,000 | 712 | 55.3% | 0 | 0.0% | 171 | 9.3% |
| | O.P. Margin | 9.9% | 9.8% | -0.1% | | 12.3% | | | | | 13.4% | 3.5% | 13.4% | 13.4% | 3.5% | 1.1% | 0 | 0.0% | 171 | 9.3% |
| Recurring Profit | | 1,326 | 1,478 | 152 | 11.4% | 1,867 | 541 | 40.7% | 389 | 26.3% | 2,030 | 704 | 53.1% | 2,030 | 704 | 53.1% | 0 | 0.0% | 163 | 8.7% |
| | R.P. Margin | 10.2% | 10.1% | -0.2% | | 12.6% | | | | | 13.6% | 3.4% | 13.6% | 13.6% | 3.4% | 1.0% | 0 | 0.0% | 163 | 8.7% |
| Net Profit Attributable to Owners of the Parent | | 883 | 925 | 42 | 4.8% | 1,235 | 352 | 40.0% | 310 | 33.5% | 1,220 | 337 | 38.2% | 1,300 | 417 | 47.2% | 80 | 6.6% | 65 | 5.3% |
| | N.P. Margin | 6.8% | 6.3% | -0.5% | | 8.3% | | | | | 8.2% | 1.4% | 8.7% | 8.7% | 1.9% | 0.4% | 0 | 0.0% | 65 | 5.3% |
| Annual Dividend Per Share (yen) | | 17.0 | 17.0 | 0.0 | | 62.0 | 45.0 | 72.7% | 45.0 | 72.7% | 19.0 | 2.00 | 11.8% | 65.0 | 1.90 | 2.9% | 46 | 243.7% | 3.3 | 6.3% |

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

【Figure 4】 Consolidated Quarterly Financial Results for the Previous and the Current Fiscal Year (actual results and company forecasts)

| Quarterly Results | | Q1 FY2023 | Q2 FY2023 | Q3 FY2023 | Q4 FY2023 | Q1 FY2024 | Q2 FY2024 | Q3 FY2024 | Q4 FY2024 | Q4 (Jan-Mar) | |
|--------------------|-------------------------|--------------|---------------|--------------|--------------|--------------|---------------|--------------|--------------|---------------------------------------|-----------------------------|
| Unit: Million yen | | Apr-Jun 2022 | Jul-Sept 2022 | Oct-Dec 2022 | Jan-Mar 2023 | Apr-Jun 2023 | Jul-Sept 2023 | Oct-Dec 2023 | Jan-Mar 2024 | Change in Amount (FY2024 - FY2023) | % Change (FY2024/FY2023) |
| Consolidated Sales | | 2,954 | 3,209 | 3,370 | 3,448 | 3,387 | 3,687 | 3,888 | 3,888 | 440 | 12.8 |
| Sales Category | Products | 241 | 316 | 308 | 284 | 349 | 364 | 244 | | | |
| | Merchandise | 108 | 114 | 210 | 145 | 95 | 103 | 216 | | | |
| | Maintenance Service | 838 | 850 | 800 | 839 | 839 | 876 | 911 | | | |
| | Cloud Services | 1,361 | 1,499 | 1,512 | 1,584 | 1,616 | 1,827 | 1,933 | | | |
| | Other Operating Revenue | 404 | 430 | 541 | 594 | 486 | 516 | 584 | | | |
| Gross Profit | | 1,829 | 2,083 | 2,064 | 2,075 | 2,116 | 2,313 | 2,511 | | | |
| | Gross Margin (%) | 61.9 | 64.9 | 63.1 | 60.2 | 62.5 | 62.7 | 64.6 | | | |
| SG&A Expenses | | 1,520 | 1,545 | 1,570 | 2,128 | 1,688 | 1,742 | 1,810 | | | |
| | SG&A Expense Ratio (%) | 51.5 | 48.1 | 45.3 | 61.7 | 49.8 | 47.2 | 46.6 | | | |
| Operating Profit | | 309 | 538 | 493 | -52 | 428 | 570 | 701 | 130 | 182 | To profit |
| | Operating Margin (%) | 10.5 | 16.8 | 17.8 | -1.5 | 12.6 | 15.5 | 18.0 | 3.3 | | |
| Recurring Profit | | 315 | 556 | 501 | -46 | 436 | 590 | 708 | 133 | 179 | To profit |
| | Recurring Margin (%) | 10.7 | 17.3 | 18.0 | -1.3 | 12.9 | 16.0 | 18.2 | 3.4 | | |
| Net Profit | | 142 | 352 | 330 | 59 | 266 | 394 | 502 | 73 | 14 | 23.7 |
| | Net Profit Margin (%) | 4.8 | 11.0 | 13.9 | 1.7 | 7.9 | 10.7 | 12.9 | 1.9 | | |

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The Company's Medium-Term Management Plan (financial forecasts for the next fiscal year)

- The following describes the Company's medium-term management plan (Figure 5), which targets sales of at least 15 billion yen and operating profit of at least 2.5 billion yen in FY2025 (next fiscal year), the final year of the plan.

【Figure 5】 Goals of the Medium-Term Management Plan

| Goals of the Current Medium-Term Management Plan (FY2022 - FY2025) | | FY2025: Company Plan |
|--|--|----------------------|
| Business Performance | • Consolidated Sales | Y15 billion or more |
| | Of which, sales of the subscription businesses (maintenance & cloud) | Y9.5 billion or more |
| | • Consolidated Operating Profit | Y2.5 billion or more |
| | • Consolidated Operating Margin | 16% or more |
| Asset Efficiency | • ROE | 10% or more |
| Shareholder Return | • DOE | 2.5% |
| | • Dividend Payout Ratio | 30% → 100% |

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

Short Report

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Alpha-Win's Forecasts for This Fiscal Year Onward: Expecting increasing sales, profit, and dividend**➤ Our Financial Forecasts for This Fiscal Year (FY2024)**

- Up through our previous research (see our reports published on August 1, 2023, and December 15, 2023), we had forecasted that results will be greater than the Company's plan, based on the Q1 and Q2 results and the situation at the time, as well as our evaluation that the Company's forecasts seem conservative. Currently, given the strong results during the first nine months and the conservative assumptions for Q4, we believe that further upward revisions are possible for the full year (operating profit may become 1.9 to 2.0 billion yen greater than the Company's plan of 1,828 million yen) if the Company properly controls its investment and other costs (Figure 3 on page 4).
- Taking into account the results for the first nine months of this fiscal year, we have revised this fiscal year's sales forecast for each sales category, but have not made large changes to the overall sales forecast. In the order of our previous to our current forecast, we have slightly raised our forecast for overall sales from 14,900 million yen to 14,950 million yen. This is because sales of the cloud services, maintenance, and other operating revenue have been strong, although the products' sales growth has been slower than expected. Our forecast is consequently 100 million yen greater than the Company's revised sales forecast of 14,850 million yen.
- Regarding the gross profit, operating profit, and recurring profit, our forecasts remain unchanged from our previous forecasts. However, we have raised our forecast for net profit from 1,220 million yen to 1,300 million yen due to the change in the tax rate assumption ($\approx 100 - \text{net profit} \div \text{recurring profit} \times 100$; changed from 37% to 34% in the Company's forecasts and from 40% to 36% in our forecasts).
- This net profit forecast is slight greater than the Company's forecast of 1,235 million yen (by +65 million yen or +5.3%). Based on this revision of net profit and the Company's change in dividend policy (see page 7), we also revised our forecast for dividend per share from 19 yen to 65 yen.

【Figure 6】 Alpha-Win's Financial Forecasts for This Fiscal Year and Beyond

| | Units: million yen or % | FY2022 | FY2023 | FY2024 CF | FY2024 E | FY2025 E | FY2026 E | FY2025 CF Medium-Term Plan | FY2024 Old E | FY2025 Old E | FY2026 Old E |
|-----------------------------|-------------------------|--------|--------|--|---|---|---|----------------------------|--------------|--------------|--------------|
| Sales | | 13,382 | 12,981 | 14,850 | 14,950 | 15,800 | 16,800 | 15,000 | 14,900 | 15,520 | 16,500 |
| Category | Products | 2,954 | 1,149 | | 1,300 | 1,300 | 1,300 | | 1,500 | 1,550 | 1,600 |
| | Merchandise | 439 | 577 | | 550 | 500 | 450 | | 520 | 500 | 480 |
| | Maintenance Service | 3,316 | 3,327 | | 3,500 | 3,400 | 3,350 | | 3,360 | 3,350 | 3,340 |
| | Cloud Services | 5,568 | 5,956 | | 7,350 | 8,400 | 9,500 | 9,500 | 7,300 | 8,100 | 9,050 |
| | Other Operating Revenue | 1,103 | 1,969 | | 2,250 | 2,200 | 2,200 | | 2,220 | 2,020 | 2,030 |
| Gross Profit | | 8,808 | 8,051 | | 9,300 | 10,300 | 11,050 | | 9,300 | 10,000 | 10,750 |
| Gross Margin | | 65.8% | 62.0% | | 62.2% | 65.2% | 65.8% | | 62.4% | 64.4% | 65.2% |
| SG&A Expenses | | 6,153 | 6,763 | | 7,300 | 7,900 | 8,500 | | 7,300 | 7,900 | 8,500 |
| | (ratio to sales) | 46.0% | 52.1% | | 48.8% | 50.0% | 50.6% | | 49.0% | 50.9% | 51.5% |
| Operating Profit | | 2,655 | 1,288 | 1,829 | 2,000 | 2,400 | 2,550 | 2,500 | 2,000 | 2,100 | 2,250 |
| | (ratio to sales) | 19.8% | 9.9% | 12.3% | 13.4% | 15.2% | 15.2% | 16.7% | 13.4% | 13.5% | 13.6% |
| Recurring Profit | | 2,697 | 1,326 | 1,867 | 2,030 | 2,430 | 2,580 | | 2,030 | 2,130 | 2,280 |
| | (ratio to sales) | 20.2% | 10.2% | 12.6% | 13.6% | 15.4% | 15.4% | | 13.6% | 13.7% | 13.8% |
| Net Profit | | 2,367 | 883 | 1,235 | 1,300 | 1,460 | 1,550 | | 1,220 | 1,280 | 1,350 |
| | (ratio to sales) | 17.7% | 6.8% | 8.3% | 8.7% | 9.2% | 9.2% | | 8.2% | 8.2% | 8.2% |
| Sales (YoY growth rate) | | 0.6% | -3.0% | 14.4% | 15.2% | 5.7% | 6.3% | | 14.8% | 4.2% | 6.3% |
| Category | Products | 48.8% | -61.1% | | 13.1% | 0.0% | 0.0% | | 30.5% | 3.3% | 3.2% |
| | Merchandise | -9.5% | 31.4% | | -4.7% | -9.1% | -10.0% | | -9.9% | -3.8% | -4.0% |
| | Maintenance Service | -6.6% | 0.3% | | 5.2% | -2.9% | -1.5% | | 1.0% | -0.3% | -0.3% |
| | Cloud Services | 37.2% | 7.0% | | 23.4% | 14.3% | 13.1% | | 22.6% | 11.0% | 11.7% |
| | Other Operating Revenue | -65.8% | 78.5% | | 14.3% | -2.2% | 0.0% | | 12.7% | -9.0% | 0.5% |
| Gross Margin (% YoY diff.) | | 5.7% | -3.8% | | 0.2% | 3.0% | 0.6% | | 0.4% | 2.0% | 0.7% |
| SG&A Expenses (% growth) | | 8.2% | 9.9% | | 7.9% | 8.2% | 7.6% | | 7.9% | 8.2% | 7.6% |
| Operating Profit (% growth) | | 7.6% | 13.3% | 41.9% | 55.3% | 20.0% | 6.3% | 16.0% | 55.3% | 5.0% | 7.1% |
| Recurring Profit (% growth) | | 14.7% | -51.5% | 40.7% | 53.1% | 19.7% | 6.2% | | 53.1% | 4.9% | 7.0% |
| Net Profit (% growth) | | 14.1% | -50.0% | 40.0% | 47.2% | 12.3% | 6.2% | | 38.2% | 4.9% | 5.5% |

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

➤ Our Financial Forecasts for Next Fiscal Year (FY2025) and the Fiscal Year After the Next (FY2026)

- We have reviewed the financial forecasts for both the next fiscal year and the fiscal year after next, but have not made any major changes (Figure 6). We expect increases in sales, profits, and dividends in both fiscal years. Profit margins are expected to improve due to the continued contribution of the cloud services to both sales and profits, as well as due to the various measures approaching the cost of capital (a shift to cost-performance oriented management; pages 6 to 7).
- We revised upward the dividend forecast for both fiscal years in line with the upward revision of profit forecast and the change in dividend policy (Figure A on page 9).
- In the next fiscal year, the price hike is expected to fully contribute to both sales and profit (because prices were raised in the July of this fiscal year and will therefore positively impact next fiscal year's Q1, and also because upward price revisions for the subscription business will be applied at the time of subscription renewal).

- On the other hand, the sales growth rate may appear to slow down due to the termination of sales of the packaged PCA software products and the shift to the subscription and cloud versions (since it is difficult to ascertain the impact of the termination of product sales in the current forecast, we have forecasted sales based on the conventional categories and plan to revise them in the next fiscal year).
- Regarding operating profit in the next fiscal year, we expect it to be 2.3 to 2.5 billion yen, while the Company's medium-term plan aims for 2.5 billion yen (we have revised our forecast upward from 2.1 billion yen to 2.4 billion yen). While the Company's operating profit target seems somewhat high, it seems to be within an achievable range if costs are controlled.
- The fiscal year after next will be the first year of the new medium-term management plan. Although the Company may continue to make upfront investments for future growth, further improvements in profit margins are expected due to management reforms. We therefore slightly raised our sales and profit forecasts from our previous forecasts.
- Inflation and rising interest rates may lead to a deterioration of the financial performance of small and medium-sized companies (the Company's users) and suppression of their IT investments, which should be noted as factors that may impact the Company's financial performance, along with its investments in development and the actual spending of the budget for promotion.

The New Businesses' Situation: Performance of the new businesses and subsidiaries is key

- After acquiring Dreamhop Co., Ltd., the Company has been focusing on improving its financial performance by strengthening its sales, services/products, and capital. Although information on recent situations has not been disclosed, Dreamhop seems to be continuing to post a loss and remaining stagnant.
- The Company is also working on the sales promotion of PCA Subscription (a fixed-price service in which users can use PCA's enterprise software in an on-premise environment) and PCA Hyper (enterprise systems for mid-tier companies). However, it is still in the stage of raising product awareness and strengthening sales efforts, and there seems to be no significant progress so far. As for PCA Subscription, the Company plans to reduce the price to the same price as the maintenance service starting on March 1, 2024, in order to promote sales. It will also terminate sales of the packaged versions of the PCA software (products) at the end of March 2024, after which it will also end their support in March 2029. Through these changes, the Company plans to concentrate its development and support resources on its subscription and cloud services, thereby increasing efficiency and growth potential.
- Regarding PCA Hub (an online storage service that enables safe and secure sharing of important business data and files within a company; the goal was to reach a total of 2,000 corporate users within one year after its release in March 2022), the Company is working on promoting sales but has not disclosed any information on the sales situation. Sales are most likely slightly below its expectations. However, the Company is actively investing in development and intends to gradually increase the product lineup to develop the service into its future growth driver.

◆ Capital Policy and Dividend Policy

Capital Policy: New goal set for EVA spread

- According to the Company (in its release on January 29, 2024, titled, "Notice Regarding Change in Dividend Policy and Revision of Dividend Forecast [Dividend Increase]"), achieving the ROE target of 10% as set forth in the current medium-term plan (2024 Medium-Term Management Plan) is expected to be difficult due to its active investments to expand its subscription businesses. The EVA spread¹ (ROIC² - WACC³), which has become a new management indicator, has also been remaining negative (Figure 7 on page 7).
- In the next medium-term management plan (2027 Medium-Term Management Plan), the Company will aim to "quickly achieve an ROE of 10%" and "achieve a positive EVA spread" by incorporating balance sheet management to enhance corporate value.
- The release did not include specific measures for achieving the above goals. In particular, measures to increase net operating profit after tax⁴ (NOPAT) are likely to be key. We look forward to more disclosures in the next fiscal year or in the next medium-term plan.

1. EVA Spread: A metric that measures whether a company's true profitability exceeds its cost of raising capital (a positive spread indicates that the company is creating value).

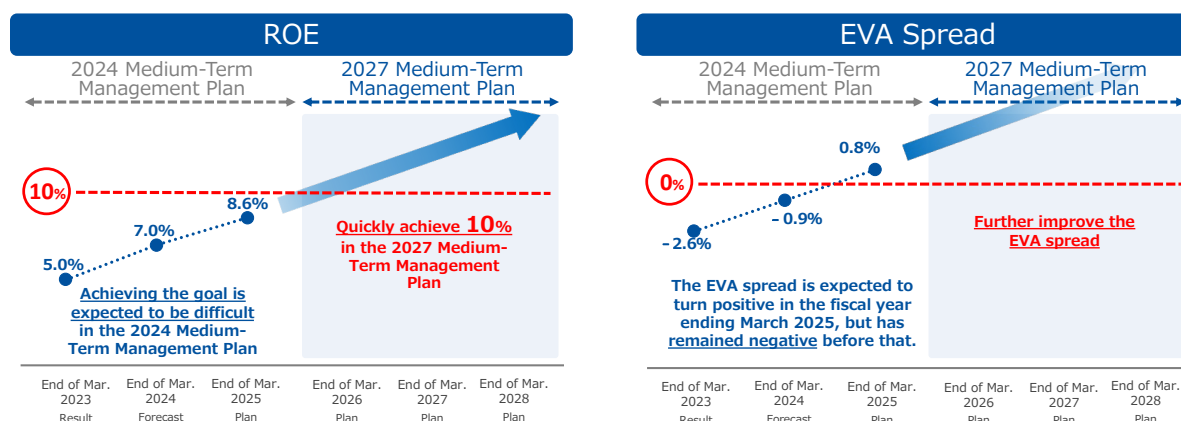
2. ROIC: Return On Invested Capital = NOPAT ÷ (net assets + interest-bearing debt). A metric that indicates the efficiency of generating profit on invested capital.

3. WACC: Weighted Average Cost of Capital. The weighted average rate of the shareholders' expected rate of return (cost of equity) and the interest rate (after-tax cost of debt rate).

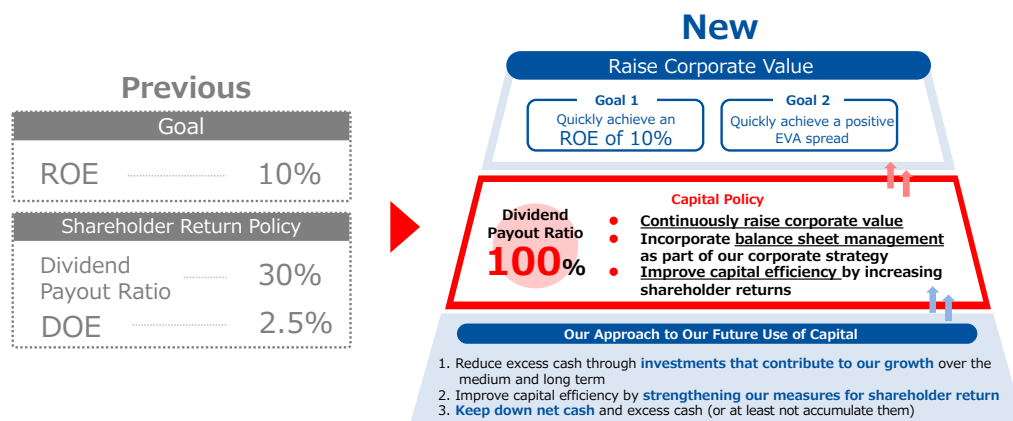
4. Net Operating Profit After Tax (NOPAT) = Operating profit – Income Taxes. The profit attributable to creditors and shareholders.

Dividend Policy: Dividend payout ratio raised to 100%

- Until the Company achieves its two goals (for the ROE and the EVA spread), it will raise its consolidated dividend payout ratio from 30% to 100% (Figure 8 on page 7). In line with this change, the dividend for the current fiscal year will also be significantly raised from 17 yen to 62 yen (+45 yen or +265%). Consequently, even with the sharp rise in the stock price, the dividend yield jumped from 1.4% (=17/1,211) just before the release to 3.8% (=62/1,612) on February 2 (based on its closing price). The dividend yield of 3.8% is the 172nd highest among all 1,656 companies listed on the TSE Prime Market.
- In our previous reports, we had noted that “the Company’s business is a cash cow, with cash and deposits accumulating year after year, and its challenges are to improve capital efficiency, execute investment strategies for growth, and develop businesses that will become the next pillars of revenue generation.” We positively view the Company’s decision to boldly increase shareholder returns, as well as its clear demonstration of its new management strategy to prioritize capital efficiency and its policy to effectively utilize its excess capital.

【Figure 7】 (1) Capital Policy and Measures for Shareholder Return (ROE and EVA spread)

(Ref) Figures 7 and 8 are excerpts from the Company’s release on January 29, 2024. (Note) DOE in Figure 8 is the dividend on equity ratio.

【Figure 8】 (2) Capital Policy and Measures for Shareholder Return (dividend payout ratio)**◆ Stock Price and Characteristics****Stock Price and Performance: Stock price rose sharply after the announcement of Q3 results**

- The Company has been seen as a small-cap, domestic-demand-oriented growth stock engaged in subscription businesses, whose business performance is impacted by certain events (e.g., tax system changes, legal changes, and end of support for an OS or the Company’s products). Reflecting its strong business performance, its stock price has been significantly outperforming the TOPIX since December 2018 (Figure C on page 10).

- The Company announced its Q3 financial results and a large dividend increase after the close on January 29, 2024. In response to this, the stock price surged by approximately 33% in four business days from the closing price of 1,211 yen on January 29 to the closing price of 1,612 yen on February 2, reaching the highest price since the beginning of last year. The trading volume during this period exceeded 1.9 million shares (about 8.6% of all issued shares), suggesting that some of the investors may have become replaced.
- The Company's stock performance had been below the major indexes and its two competitors since the beginning of last year, but has been significantly outperforming them since the Q3 results announcement (Figure 9 on page 8).
- During the same period, the Company's market capitalization increased by approximately 8.9 billion yen from 26.6 billion yen to 35.5 billion yen due to the rise in stock price. Although the Company had already met the criteria for maintaining its listing on the TSE Prime Market (free-float market capitalization of at least 10 billion yen), it now seems to significantly exceed this criteria.

Valuation: Stock price is cheap in terms of dividend yield

- Compared to the average valuation of all stocks on the TSE Prime Market, on which the Company's stock is listed, the Company's valuation does not seem cheap in terms of P/E (based on the EPS for this fiscal year as forecasted by the Company) or the actual P/B. However, its valuation seems cheap in terms of the forecasted dividend yield (based on the closing price on February 2, 2024; Figure 9).
- We also compared the major valuation measures with Obic Business Consultants (OBC 4722) and Miroku Jyoho Service (MJS 9928), which are competitors on the TSE Prime Market. Among the three companies, the Company's valuation is cheap in terms of dividend yield and P/B but in the middle range for the expected P/E (Figure 9).
- If the Company manages to achieve its medium-term plan's target of 2.5 billion yen in operating profit in the next fiscal year, then we estimate that its P/E will decline to around 20 while its dividend yield will rise to about 4.7%, based on the current assumptions. This would further increase the attractiveness of the Company's shares.
- As mentioned earlier, we expect slight upward revisions of the Company's profit forecasts for the current fiscal year. We estimate the P/E to be about 25 based on the current fiscal year's forecasted EPS, 22 based on the next fiscal year's forecast, and about 21 based on the forecast for the fiscal year after the next (Figure B on page 9).

【Figure 9】 Comparison of Valuation and Performance with Major Indices and Competitors

| Closing Price on February 2, 2024 | Stock Price / Indices | This Fiscal Year's P/E Forecast | Actual P/B (at the end of quarter) | Dividend Yield (simple average) | Return Since the Beginning of Last Year (Comparison with the end of Dec. 2022) | Return Since the Closing Price on Jan. 29, 2024 |
|---------------------------------------|-----------------------|---------------------------------|------------------------------------|---------------------------------|--|---|
| PCA (P 9629) | 1,612 | 26.47 | 1.77 | 3.85 | 20.1 | 33.1 |
| OBC (P 4733) | 7,142 | 43.16 | 3.71 | 1.12 | 66.3 | 5.9 |
| MJS (P 9928) | 1,878 | 13.70 | 2.16 | 2.66 | 30.1 | 1.1 |
| Average of All TSE Prime Stocks: P | 1,306.92 | 16.17 | 1.36 | 2.13 | 34.3 | 0.4 |
| Average of All TSE Standard Stocks: S | 1,230.57 | 15.14 | 1.03 | 2.15 | 23.6 | 0.7 |
| Average of All TSE Growth Stocks: G | 893.64 | 55.34 | 3.33 | 0.51 | 0.4 | -0.6 |
| TOPIX | 2,539.68 | - | - | - | 34.3 | 0.4 |
| TSE Growth 250 (former TSE Mothers) | 706.87 | - | - | - | -3.2 | -0.5 |
| Nikkei Stock Average | 36,158.02 | 16.05 | 1.41 | 1.81 | 38.6 | 0.4 |

(Ref) Prepared by Alpha-Win Research Dept. based on each company's financial results summary and stock price data.

(Note) Market cap = total outstanding shares x stock price [closing price on February 2, 2024]. The companies' forecasted EPS for FY2024 was used in the P/E calculations. BPS values used in the P/B calculations for each company reflect the Q3 results of this fiscal year. Dividend forecasts are based on the companies' most recent forecasts. Note that PCA's Q3 results were announced on January 29, 2024.

Key Points Going Forward: Financial performance in the current and the next fiscal year, the KPIs, and the next medium-term plan are the key points

Going forward, the following will be the key factors to watch due to their potential impact on the stock price.

- Financial results of this fiscal year (full year)
- Progress with achieving the performance targets for the next fiscal year (the final year of the medium-term management plan) as set forth in the medium-term management plan and the financial forecasts that will be announced at the beginning of the next fiscal year (including comparison with the medium-term business plan's numerical targets).

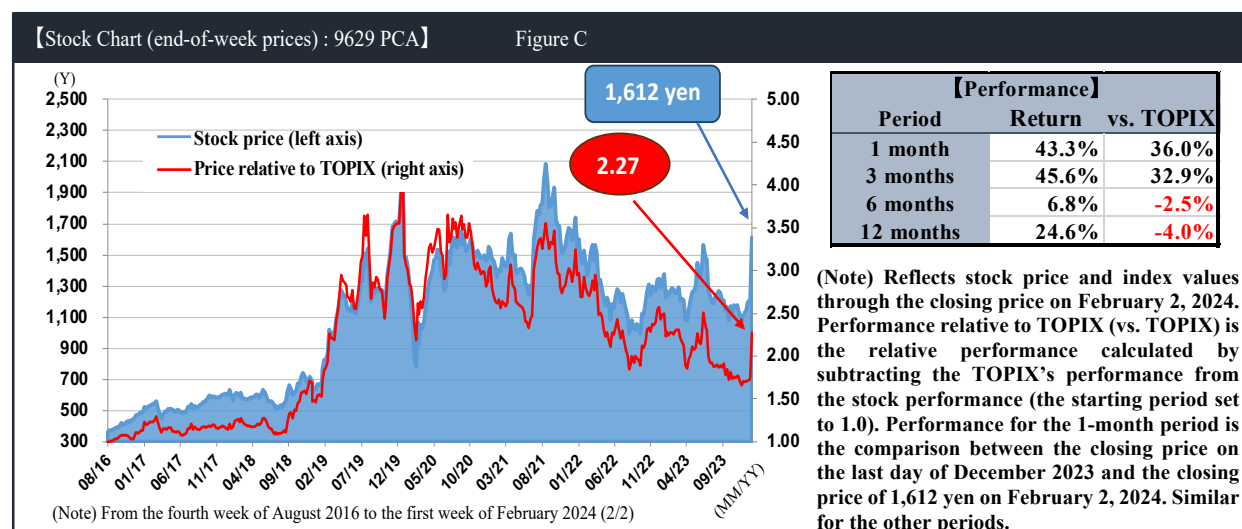
- Changes in the amount of upfront investments and profit margins
- Changes in the ROE and the EVA spread, as well as the specific measures and strategies for improving profit and increasing the ROIC
- Number of corporate users of the PCA Cloud, which is the growth driver, and the growth rate of the cloud services' sales (YoY and QoQ)
- Sales trends of its services/products including the PCA Hub series, PCA Subscription, and Hyper.
- Financial performance of its subsidiaries Dreamhop and Xronos
- Contents and financial targets of the next medium-term management plan (starting in FY2026)
- Share buybacks and M&A

| 【 9629 PCA Sector: Information & Communication 】 Figure A | | | | | | | | | | | | |
|---|----------------------|------------------------|------------|-----------------------|------------|-----------------------|------------|-----------------------|------------|------------|------------|-----------------|
| FY | | Sales (million yen) | YoY (%) | O.P. (million yen) | YoY (%) | R.P. (million yen) | YoY (%) | N.P. (million yen) | YoY (%) | EPS (Y) | BPS (Y) | Dividend (Y) |
| 2020 | Old Standard | 14,266 | 24.7 | 2,781 | 122.8 | 2,808 | 119.9 | 1,816 | 100.4 | 90.97 | 675.81 | 18.00 |
| 2021 | Old Standard | 13,308 | -6.7 | 2,314 | -16.8 | 2,340 | -16.7 | 1,668 | -8.1 | 83.50 | 791.64 | 11.33 |
| 2022 | Old Standard | 15,142 | 13.8 | 2,516 | 8.7 | 2,542 | 8.6 | | | | | |
| 2022 | New Standard | 13,382 | 0.6 | 2,655 | 14.7 | 2,697 | 15.2 | 2,367 | 41.9 | 118.36 | 847.14 | 24.00 |
| 2023 | New Standard | 12,981 | -3.0 | 1,288 | -51.5 | 1,326 | -50.8 | 883 | -62.7 | 44.16 | 870.38 | 17.00 |
| 2024 | New CE | 14,850 | 14.4 | 1,829 | 41.9 | 1,867 | 40.7 | 1,235 | 40.0 | 61.79 | | 62.00 |
| 2024 | Old CE | 14,700 | 13.2 | 1,445 | 12.2 | 1,478 | 11.4 | 925 | 4.8 | 46.27 | | 17.00 |
| 2024 | New E | 14,950 | 15.2 | 2,000 | 55.3 | 2,030 | 53.1 | 1,300 | 47.2 | 64.89 | 916.76 | 65.00 |
| 2024 | Old E | 14,900 | 14.8 | 2,000 | 55.3 | 2,030 | 53.1 | 1,220 | 38.2 | 60.90 | 912.77 | 19.00 |
| 2025 | CE: Medium-Term Plan | 15,000 | 1.0 | 2,500 | 36.7 | | | | | | | |
| 2025 | New E | 15,800 | 5.7 | 2,400 | 20.0 | 2,430 | 19.7 | 1,460 | 12.3 | 72.88 | 924.64 | 73.00 |
| 2025 | Old E | 15,520 | 4.2 | 2,100 | 5.0 | 2,130 | 4.9 | 1,280 | 4.9 | 63.89 | 957.66 | 20.00 |
| 2026 | New E | 16,800 | 6.3 | 2,550 | 6.3 | 2,580 | 6.2 | 1,550 | 6.2 | 77.37 | 929.01 | 77.00 |
| 2026 | Old E | 16,500 | 6.3 | 2,250 | 7.1 | 2,280 | 7.0 | 1,350 | 5.5 | 67.39 | 1,005.05 | 21.00 |
| 2023 | Q1 | 2,954 | -11.2 | 309 | -68.3 | 315 | -68.0 | 142 | -76.8 | 7.13 | 830.18 | 0.00 |
| 2024 | Q1 | 3,387 | 14.7 | 428 | 38.5 | 436 | 38.4 | 266 | 86.9 | 13.33 | 867.22 | 0.00 |
| 2023 | Q2 | 3,209 | -2.2 | 538 | -30.8 | 556 | -30.1 | 352 | -57.8 | 17.60 | - | 0.00 |
| 2024 | Q2 | 3,687 | 14.9 | 570 | 5.9 | 590 | 6.1 | 394 | 11.9 | 19.67 | - | 0.00 |
| 2023 | Q3 | 3,370 | -4.7 | 493 | -39.1 | 501 | -38.7 | 330 | -59.7 | 16.49 | - | 0.00 |
| 2024 | Q3 | 3,888 | 15.4 | 701 | 42.2 | 708 | 41.3 | 502 | 52.1 | 25.07 | - | 0.00 |
| 2023 | Q4 | 3,448 | 6.5 | -52 | To loss | -46 | To loss | 59 | -40.4 | 2.94 | - | 17.00 |
| 2024 | Q4: CE | 3,888 | 12.8 | 130 | To profit | 133 | To profit | 73 | 23.7 | 3.72 | - | 62.00 |
| 2023 | First Nine Months | 9,533 | -6.0 | 1,340 | -47.7 | 1,372 | -47.2 | 824 | -63.6 | 41.22 | 870.38 | 0.00 |
| 2024 | First Nine Months | 10,962 | 15.0 | 1,699 | 26.8 | 1,734 | 26.3 | 1,162 | 41.0 | 58.07 | 913.26 | 0.00 |
| 2023 | First Half | 6,163 | -6.7 | 847 | -51.7 | 871 | -51.1 | 494 | -65.9 | 24.73 | 850.85 | 0.00 |
| 2024 | First Half | 7,074 | 14.8 | 998 | 17.8 | 1,026 | 17.8 | 660 | 33.5 | 33.00 | 885.19 | 0.00 |
| 2023 | Second Half | 6,818 | 0.7 | 441 | -51.1 | 455 | -50.3 | 389 | -57.6 | 19.45 | - | 17.00 |
| 2024 | Second Half: CE | 7,776 | 14.1 | 831 | 88.4 | 841 | 84.8 | 575 | 47.8 | 28.79 | - | 62.00 |

(Note) "CE" is the Company's forecast/estimate. "E" is Alpha-Win's forecast/estimate ("Old E" is the previous forecast and "New E" is the current forecast). Q1 is the result for the period from April to June. Q2 is the result for the period from July to September. Q3 is the result for the period from October to December. Q4 is the result for the period from January to March. EPS, BPS, and dividend are actual values which retroactively reflect the 3-for-1 stock split on October 1, 2021. "Old Standard" stands for the previous revenue-recognition standard and "New Standard" stands for the new revenue-recognition standard. Figures are all based on the new standard since FY2023.

| 【 Stock Price and Valuation Indicators: 9629 PCA 】 Figure B | | | | | | |
|---|----------|--|------|---------------|----------------|-----------------------|
| Item | 2/2/2024 | Item | P/E | P/B | Dividend Yield | Dividend Payout Ratio |
| Stock Price (Y) | 1,612 | Forecast for Last FY | 36.5 | 1.9 | 1.1% | 13.6% |
| Shares Outstanding (thou.) | 22,000 | Forecast for This FY | 24.8 | 1.8 | 4.0% | 100.2% |
| Market Capitalization (million yen) | 35,464 | Forecast for Next FY | 22.1 | 1.7 | 4.5% | 100.2% |
| Dilutive Shares (thou.) | 0 | Forecast for Fiscal Year After the Next | 20.8 | 1.7 | 4.8% | 99.5% |
| Equity Ratio at the End of This Third Quarter | 57.1 | Last FY's Dividend on Equity Ratio (DOE) | 2.0% | Last FY's ROE | | |
| | | | | | | 5.1% |

(Ref) Prepared by Alpha-Win Research Dept. (Note) Estimates were made by Alpha-Win. Valuations were all calculated based on the closing price on February 2, 2024.



(Ref) Prepared by Alpha-Win Research Dept based on stock price data.

Note: Regarding the references to pages in the text, when the page number became different from that of the Japanese report due to the translation to English, the page number of the English report was used instead.

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