

RISKMONSTER.COM

Consolidated Financial Results Briefing for the Second Quarter of the Fiscal Year Ending March 31, 2021



November 16th, 2020

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|---------|--|
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1. Financial Highlights

(thousands of yen)

| | FY3/2020 2Q | FY3/2021 2Q | Change | Change (ratio) |
|--|----------------|----------------|---------|-------------------|
| Net sales | 1,585,312 | 1,768,802 | 183,490 | 111.6 % |
| Operating Income | 292,006 | 438,699 | 146,693 | 150.2 % |
| Ordinary Income | 323,696 | 444,483 | 120,786 | 137.3 % |
| Profit attributable to owners of parent | 208,148 | 295,770 | 87,621 | 142.1 % |

| | FY3/2020 2Q | FY3/2021 2Q | Change | Change (ratio) |
|--------------------|----------------|----------------|-----------|-------------------|
| Earnings per share | ¥54.38 | ¥79.63 | ¥25.25 | 146.4 % |
| Number of members | 12,509 ID | 12,997 ID | 488 ID | 103.9 % |
| Return on equity | 4.5 % | 6.0 % | 1.5 point | 133.3 % |

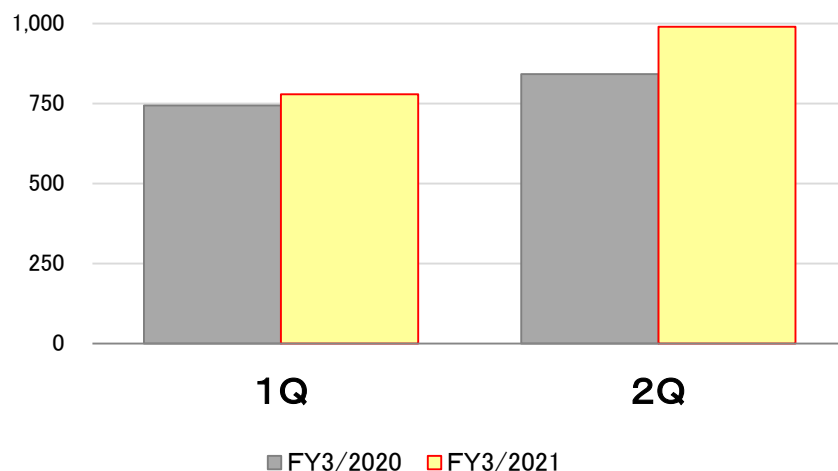
(Note) ROE is calculated based on 6 months profit.

(thousands of yen)

| FY3/2021 | 1Q | 2Q | Cumulative | YoY(ratio) |
|------------------|---------|---------|------------|------------|
| Net Sales | 778,969 | 989,833 | 1,768,802 | 111.6 % |
| Operating Income | 130,414 | 308,285 | 438,699 | 150.2 % |
| FY3/2020 | 1Q | 2Q | Cumulative | YoY(ratio) |
| Net Sales | 743,633 | 841,678 | 1,585,312 | 107.7 % |
| Operating Income | 103,588 | 188,417 | 292,006 | 116.7 % |

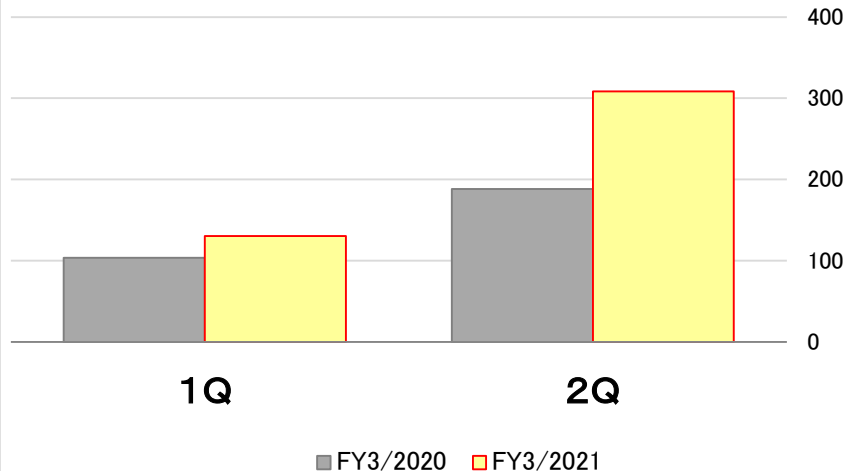
Net Sales

(millions of yen)

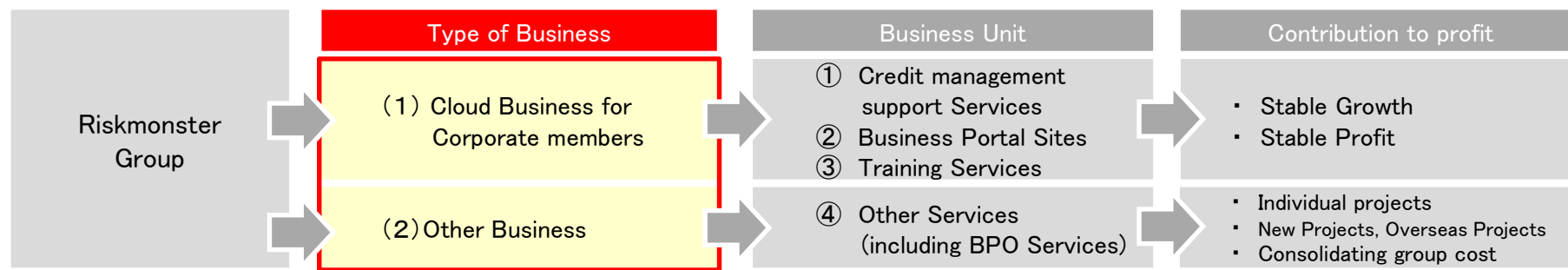


Operating Income

(millions of yen)



Riskmonster's Business Model

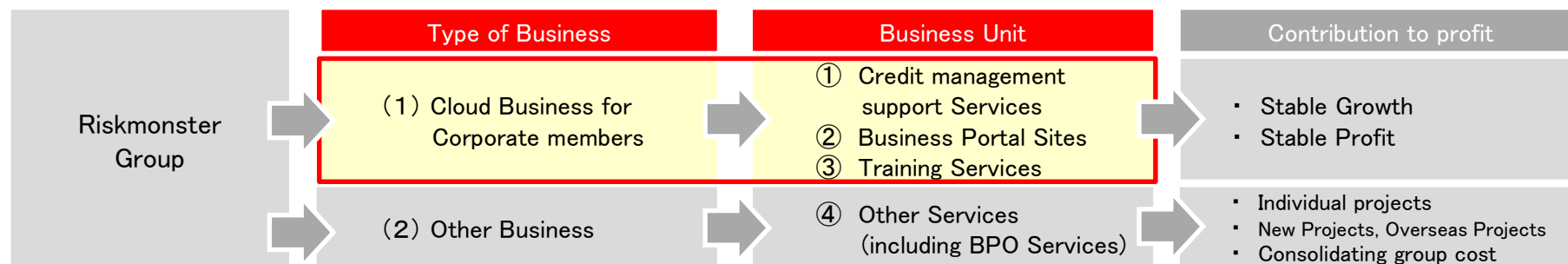


(thousands of yen)

| | FY3/2020 2Q | FY3/2021 2Q | Change | Change (ratio) |
|--|------------------|------------------|----------------|-------------------|
| (1) Cloud Business for Corporate members | 1,405,416 | 1,503,120 | 97,704 | 107.0% |
| (2) Other Business | 265,373 | 387,022 | 121,648 | 145.8% |
| Total Net Sales | 1,670,790 | 1,890,143 | 219,353 | 113.1% |
| (1) Cloud Business for Corporate members | 338,371 | 400,488 | 62,166 | 118.4% |
| (2) Other Business | △8,677 | 75,430 | 84,107 | — |
| Total Operating Income | 329,693 | 475,918 | 146,224 | 144.4% |

(Note) Net Sales and Operating Income are calculated based on amounts before the elimination of inter transactions.

Riskmonster's Business Model



(thousands of yen)

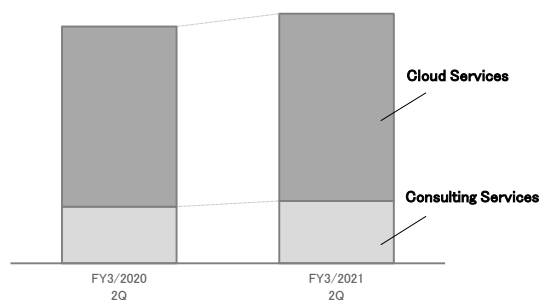
| | FY3/2020 2Q | FY3/2021 2Q | Change | Change (ratio) |
|-------------------------------------|------------------|------------------|---------------|-------------------|
| ①Credit management support Services | 1,039,481 | 1,096,268 | 56,786 | 105.5% |
| ②Business Portal Sites | 267,901 | 271,679 | 3,778 | 101.4% |
| ③Training Services | 98,032 | 135,172 | 37,139 | 137.9% |
| Total Business Unit Sales | 1,405,416 | 1,503,120 | 97,704 | 107.0% |
| ①Credit management support Services | 228,183 | 259,586 | 31,402 | 113.8% |
| ②Business Portal Sites | 76,863 | 90,171 | 13,308 | 117.3% |
| ③Training Services | 33,323 | 50,729 | 17,406 | 152.2% |
| Total Business Unit Income | 338,371 | 400,488 | 62,116 | 118.4% |
| Number of members(ID) | 11,920 | 12,453 | 533 | 104.5% |

(thousands of yen)

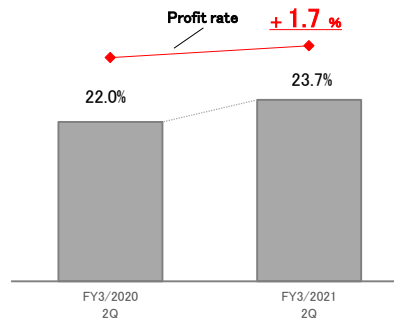
| | FY3/2020 2Q | FY3/2021 2Q | Change | Change (ratio) |
|--------------------------------|------------------|------------------|-----------------|-------------------|
| Cloud Services | 790,075 | 821,951 | 31,875 | 104.0% |
| Consulting Services | 249,406 | 274,317 | 24,911 | 110.0% |
| Net Sales | 1,039,481 | 1,096,268 | 56,786 | 105.5% |
| Business Unit Income | 228,183 | 259,586 | 31,402 | 113.8% |
| Profit rate | 22.0% | 23.7% | 1.7point | — |
| Number of members(ID) * | 6,377 | 6,587 | 210 | 103.3% |

(Note) The number means the sum of members can use our services directly and through alliance company' s service.

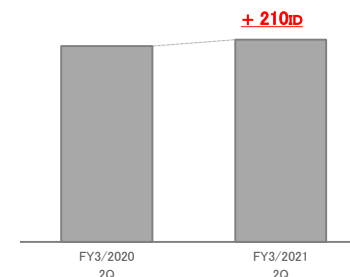
Net Sales



Business Unit Income



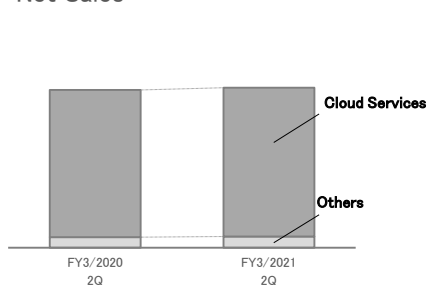
Number of members(ID)



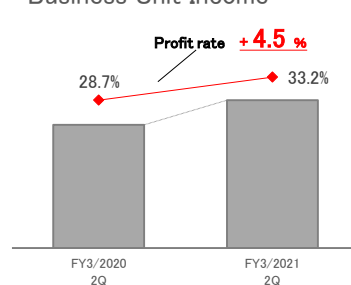
(thousands of yen)

| | FY3/2020 2Q | FY3/2021 2Q | Change | Change (ratio) |
|-------------------------------|----------------|----------------|-----------------|-------------------|
| Cloud Services | 249,862 | 252,554 | 2,692 | 101.1% |
| Others | 18,039 | 19,124 | 1,085 | 106.0% |
| Net Sales | 267,901 | 271,679 | 3,778 | 101.4% |
| Business Unit Income | 76,863 | 90,171 | 13,308 | 117.3% |
| Profit rate | 28.7% | 33.2% | 4.5point | — |
| Number of Members (ID) | 3,216 | 3,174 | △42 | 98.7% |
| Number of Users | 142,142 | 142,665 | 523 | 100.4% |

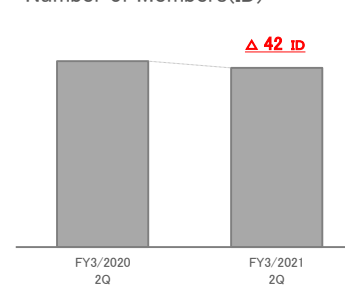
Net Sales



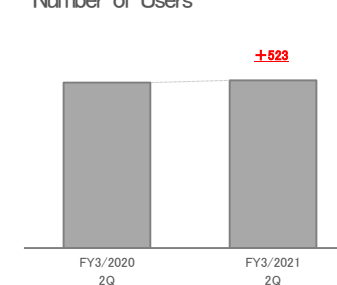
Business Unit Income



Number of Members(ID)



Number of Users

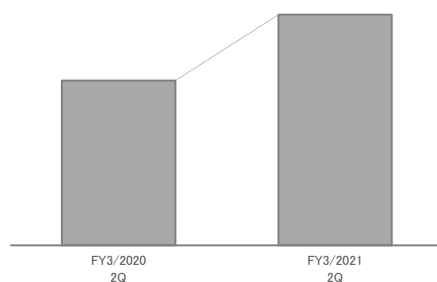


(thousands of yen)

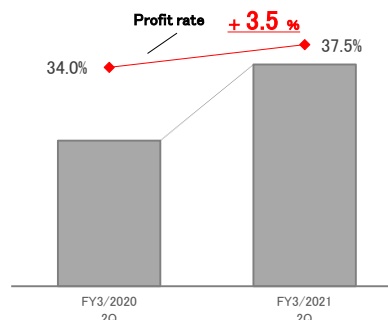
| | FY3/2020 2Q | FY3/2021 2Q | Change | Change (ratio) |
|----------------------------|----------------|----------------|----------|-------------------|
| Cloud Services / Net Sales | 98,032 | 135,172 | 37,139 | 137.9% |
| Business Unit Income | 33,323 | 50,729 | 17,406 | 152.2% |
| Profit rate | 34.0% | 37.5% | 3.5point | — |
| Number of Members (ID)* | 2,327 | 2,692 | 365 | 115.7% |

(Note) The number means the sum of the number of members of training service CYBAX Univ.

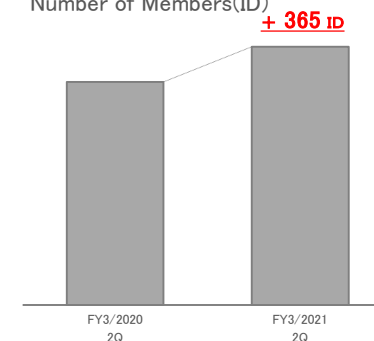
Cloud Services / Net Sales



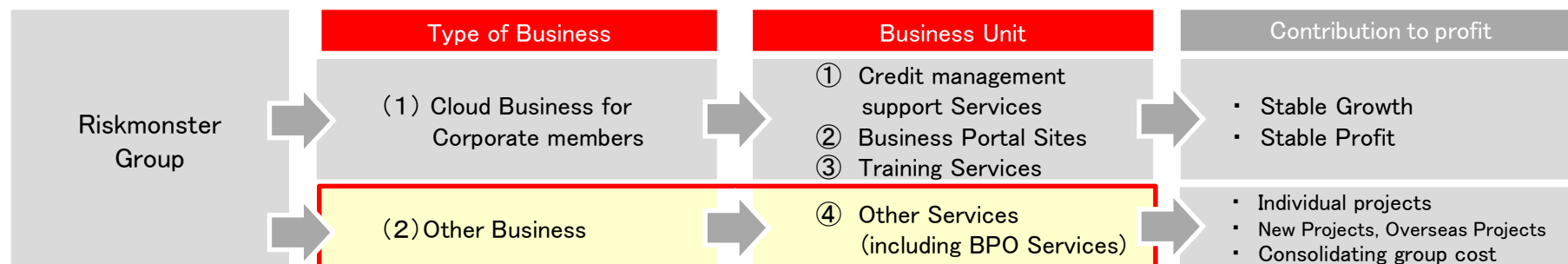
Business Unit Income



Number of Members(ID)



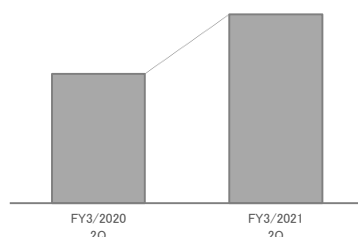
Riskmonster's Business Model



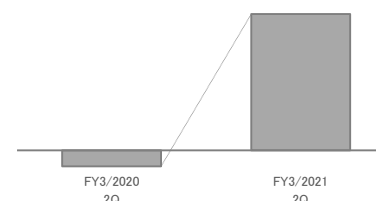
(thousands of yen)

| | FY3/2020 2Q | FY3/2021 2Q | Change | Change (ratio) |
|----------------------------------|----------------|----------------|---------|-------------------|
| Total Business Unit Sales | 265,373 | 387,022 | 121,648 | 145.8% |
| Total Business Unit Income(Loss) | △8,677 | 75,430 | 84,107 | — |

Net Sales

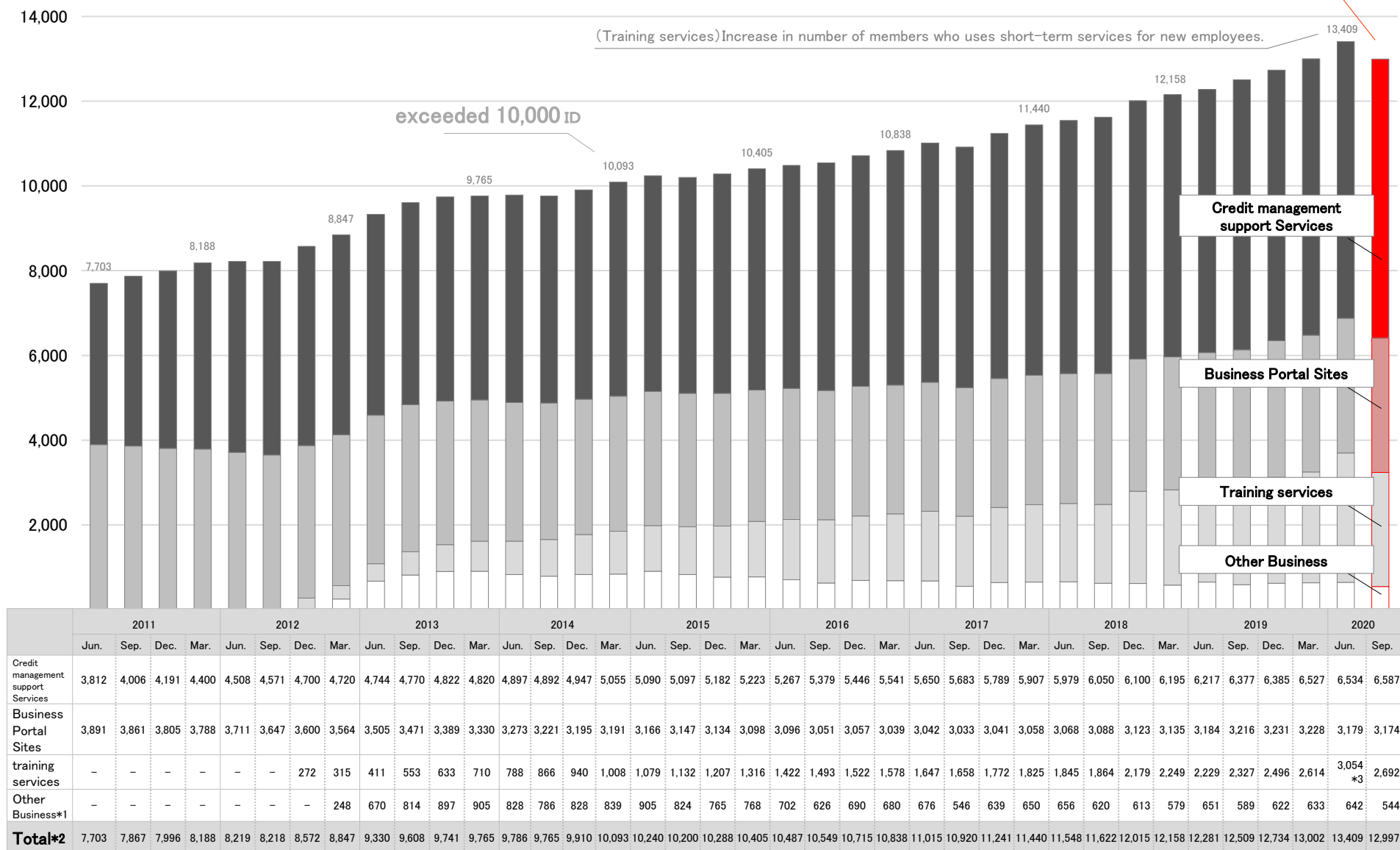


Business Unit Income(Loss)



5. Quarterly Number of Members

12,997^{ID} (ID)



(Notes) 1. The number means the sum of the number of members can use credit management support services and groupware service in China.
 2. Figures include overlapped members. 3. Increase in number of members who uses short-term services for new employees.

6. Balance Sheets

(thousands of yen)

| | As of March 31, 2020 | As of September 30, 2020 | Change | Change (ratio) |
|---|-------------------------|-----------------------------|------------------|-------------------|
| Current Assets | 2,574,739 | 2,840,926 | 266,187 | 110.3% |
| Non-Current Assets | 2,960,219 | 3,698,483 | 738,263 | 124.9% |
| Total Assets | 5,534,958 | 6,539,410 | 1,004,451 | 118.1% |
| Current Liabilities | 514,646 | 610,857 | 96,210 | 118.7% |
| Non-Current Liabilities | 387,947 | 561,740 | 173,793 | 144.8% |
| Total Liabilities | 902,593 | 1,172,597 | 270,003 | 129.9% |
| Net Assets | 4,632,365 | 5,366,812 | 734,447 | 115.9% |
| Total Liabilities and Net Assets | 5,534,958 | 6,539,410 | 1,004,451 | 118.1% |
| Equity ratio | 82.1% | 80.7% | — | — |
| Net Assets per share | ¥1,226.57 | ¥1,414.62 | ¥188.05 | 115.3% |

(thousands of yen)

| | FY3/2020 2Q | FY3/2021 2Q | Change | Change (ratio) |
|---|----------------|----------------|---------|-------------------|
| Operating CF | 259,599 | 362,374 | 102,774 | 139.6% |
| Investing CF | △200,912 | △181,418 | 19,493 | 90.3% |
| Financial CF | △142,502 | △104,447 | 38,055 | 73.3% |
| Effect of exchange rate change on cash and cash equivalents | △2,281 | △146 | 2,134 | 6.4% |
| Net increase (decrease) in cash and cash equivalents | △86,097 | 76,361 | 162,458 | — |
| Cash and cash equivalents at end of period | 2,013,846 | 2,043,958 | 30,112 | 101.5% |

◆ Operating CF

| | |
|--------------------------------------|----------|
| Profit before income taxes | 431,198 |
| Depreciation | 168,433 |
| Increase in trade receivables | △166,805 |
| Decrease in accounts payable – other | △28,984 |
| Income taxes paid | △67,429 |

◆ Investing CF

| | |
|---|----------|
| Purchase of property, plant and equipment | △8,220 |
| Purchase of intangible assets | △200,136 |

◆ Financial CF

| | |
|------------------------------------|---------|
| Dividends paid | △73,923 |
| Repayments of long-term borrowings | △30,080 |

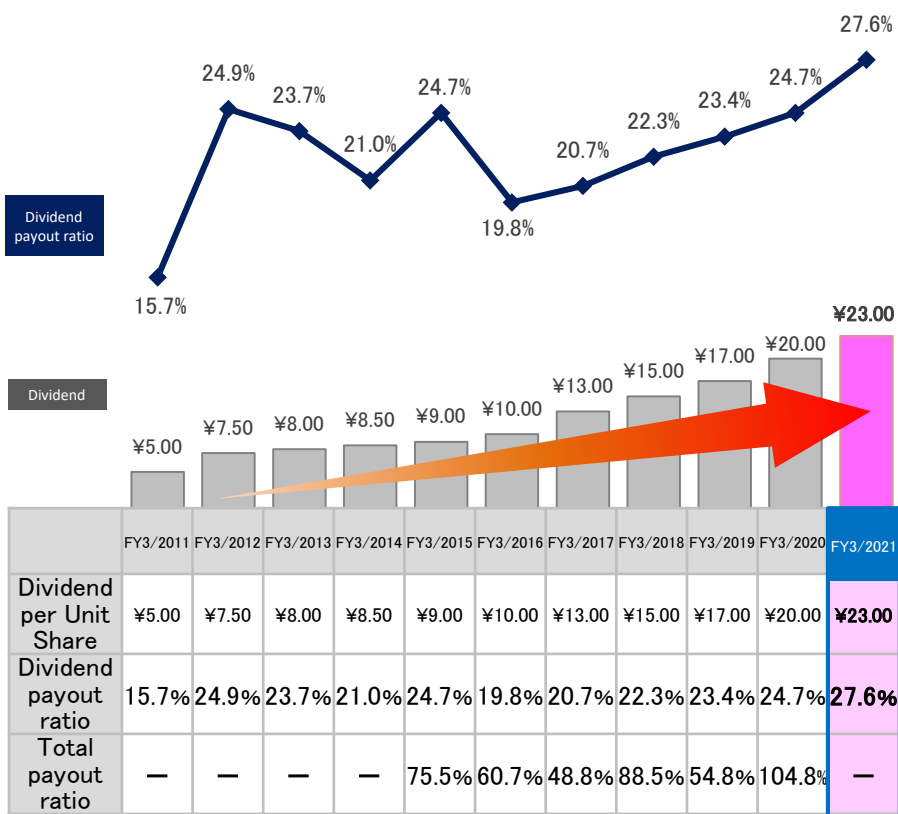
millions of yen

| | FY3/2021 2Q (results) | FY3/2021 (projected) | Difference | Progression rate |
|--|-----------------------------|-------------------------|------------|---------------------|
| Net Sales | 1,768 | 3,250 | 1,481 | 54.4% |
| Operating Income | 438 | 525 | 86 | 83.6% |
| Ordinary Income | 444 | 550 | 105 | 80.8% |
| Profit attributable to owners of parent | 295 | 310 | 14 | 95.4% |
| Earnings per share | ¥79.63 | ¥83.30 | ¥3.67 | 95.6% |

Profit Distribution Policies

Riskmonster's policy on shareholder return is to aim for stable and continuous dividends.

- ◆ Dividend per Unit Share in this term will be ¥23.00, adding the commemorative dividend of ¥2.00 for Riskmonster's 20th anniversary.



Shareholder benefits (only in Japan)

For shareholder who owns 300 share or more and more than 6months at the end of September, we will send goods on the following table.



| Number of Shares held | Continuous Holding Period | | | |
|-----------------------|----------------------------------|---------------------------------|---------------------------------|-----------------|
| | Over 6 months – less than a year | Over a Year – less than 3 years | Over 3 Year – less than 5 years | 5 years or more |
| 300 shares | Specified item | Worth¥1,500 | Worth¥2,000 | Worth¥2,000 |
| 500 shares | | Worth¥2,000 | Worth¥3,000 | Worth¥4,000 |
| 1,000 shares | | Worth¥3,000 | Worth¥4,000 | Worth¥5,000 |

Contact

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【Trade Name】

Riskmonster.com

<https://www.riskmonster.co.jp>

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【Group Companies】

Rismon Business Portal Co., Ltd.

<https://www.j-motto.co.jp>

Rismon Muscle Data.com

Nippon Outsource Inc.

<https://www.outsource.co.jp>

Cybax Inc.

<https://www.cybaxuniv.jp>

Rismon China Inc.

<https://www.rismon.com.cn>