

**Consolidated Financial Results for the Six Months Ended September 30, 2023 [IFRS]  
(Abridged)**

October 30, 2023

Listed Company Name: LITALICO Inc.

Listed Exchange: Tokyo Stock Exchange

URL: <https://litalico.co.jp/en/>

Securities Code: 7366

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Submission of Quarterly Report: November 14, 2023

Dividend payment commencement date: -

Explanatory materials for quarterly financial results: Yes

Assembly for briefing of quarterly financial results: Yes (for analysts and institutional investors)

(rounded to the nearest million yen)

**1. Consolidated Financial Results for the Six Months Ended September 30, 2023** (Apr 1, 2023 to Sep 30, 2023)

(1) Consolidated Operating Results

(% figures show year-on-year change)

	Net Sales		Operating Profit		Pre-tax Profit		Net Profit		Profit Attributable to the Owners of the Parent		Total Comprehensive Income	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Six months ended Sep 30, 2023	14,392	26.2	1,352	7.7	2,377	93.3	1,867	165.4	1,867	165.4	1,891	168.8
Six months ended Sep 30, 2022	11,406	—	1,255	—	1,230	—	704	—	704	—	704	—

	Basic Earnings per Share		Diluted Earnings per Share	
	Yen		Yen	
Six months ended Sep 30, 2023	52.36		52.17	
Six months ended Sep 30, 2022	19.75		19.67	

(2) Consolidated Financial Position

	Total Assets	Total Equity	Equity Attributable to Owners of the Parent	Ratio of Equity Attributable to Owners of the Parent
	Million yen	Million yen	Million yen	%
As of Sep 30, 2023	24,713	8,637	8,637	34.9
As of March 31, 2023	22,725	6,886	6,886	30.3

**2. Dividends**

	Annual Dividends per Share				
	First Quarter End	Second Quarter End	Third Quarter End	Fiscal Year End	Total
	Yen				
Fiscal Year Ended March 31, 2023	—	0.00	—	6.50	6.50
Fiscal Year Ending March 31, 2024	—	0.00	—	—	—
Fiscal Year Ending March 31, 2024 (Forecast)	—	—	—	—	—

(Note) Revisions to forecasts of dividends recently announced: No

**3. Forecast for the Consolidated Fiscal Year Ending March 31, 2024** (April 1, 2023, March 31, 2024)

(% figure shows year-on-year change)

	Net Sales		Operating Profit		Profit Attributable to Owners of the Parent Company		Basic Earnings per Share
	Million yen	%	Million yen	%	Million yen	%	Yen
Full Year	30,000	24.1	3,850	31.5	3,450	90.4	96.73

- (Note)
- Revisions to forecasts of results recently announced: None
  - International Financial Reporting Standard (IFRS) has been adopted as of the first quarter of fiscal year ending March 31, 2024. The transition date, along with the consolidated financial statements for the corresponding quarter and consolidated full year of the previous fiscal year have also been stated in accordance with IFRS.
  - The above forecast is based on information available as of the date of publication of this material. Actual results may differ due to various factors in the future.

※ **Notes**

- (1) Changes in significant subsidiaries during the period (changes in specific subsidiaries accompanying changes in scope of consolidation): None
- (2) Changes in accounting policies and accounting estimates:
- (i) Changes in accounting policies required by IFRS: None
  - (ii) Changes in accounting policies other than in item (i) above: None
  - (iii) Changes in accounting estimates: None

(3) Number of shares issued (common stock)

(i) Number of shares outstanding at the end of the period (including treasury shares)

As of June 30, 2023	35,678,512	As of March 31, 2023	35,648,812
As of June 30, 2023	1,860	As of March 31, 2023	1,860
As of June 30, 2023	35,667,370	As of June 30, 2022	35,632,904

(ii) Number of treasury shares at the end of the period

(iii) Average number of shares during the period (cumulative)

(Note) This quarterly financial report is outside the scope of the review procedures for quarterly financial statements.

## 4. Qualitative Information on Quarterly Financial Results

### (1) Explanation of Businesses

Under the vision of "creating a society without obstacles," LITALICO group has been developing businesses in the area of welfare for persons with disabilities since its establishment in 2005. Current services include learning, vocational training, living assistance and nursing care, provided at over 300 facilities nationwide. In addition, we are also expanding into general education fields such as computer programming. We are also developing internet platform-based services in the disability welfare field by utilizing the expertise we have cultivated through the operation of these facilities. The integration of facility-based and platform-based business, we aim to provide higher quality services to more people in the realization of our vision.

Our group offers five main services for individuals: LITALICO Works, LITALICO Junior (Welfare), LITALICO Junior (Private), LITALICO Wonder, and LITALICO Life. Additionally, LITALICO Development Navi, LITALICO Work Navi, and LITALICO Career are internet platform-based services for welfare facilities and its workers.

LITALICO Works is a vocational training and job placement service for people with disabilities, which provides training such as PC skills and resume creation, as well as coordination with corporate HR departments. Retention support after placement is also available. The legally mandated employment rate of persons with disabilities, first set at 1.6% in 1988, has been raised to 2.3% as of March 2021, with its scope expanded to include persons with mental disabilities in 2018. However, only 48.3% of companies in Japan had met the mandated employment rate as of 2022, leaving considerable room for expansion of our employment support services.

LITALICO Junior operates special needs classrooms for children in pre-school to grade 12, which offer learning programs tailored to the individual needs of each child, such as language development, cognitive training, social skills, as well as parent training. Children eligible to attend special needs classrooms in addition to their normal school classrooms continue to increase, despite the overall declining number of children in Japan. With increasing social awareness regarding the necessity for specialized developmental learning, we believe individually tailored services such as those provided by LITALICO are becoming essential.

LITALICO Junior (Welfare) provides child development classrooms and after-school daycare services, as well as visitations to kindergartens, elementary schools and daycare centers to offer direct or indirect support.

LITALICO Junior (Private) especially offers short-term, intensive, substantial educational programs.

LITALICO Wonder provides a learning space that nurtures the unique ingenuity of each child through creative projects that utilize technology such as programming and robotics, offered both in-class and online. Our exclusive ability to integrate human services know-how in formulating individualized learning programs is featured in this service. Demand continues to expand as subjects such as programming have become compulsory.

LITALICO Life provides information and life planning based on an individual's interests and needs. Utilizing the insights we have gained from consulting with many families over the years, we are able to provide pertinent life planning advice for the child's educational path, employment potential, and retirement funding, etc.

LITALICO Development Navi operates a website platform, "LITALICO Hattatsu Navi," that provides essential information for families raising children with developmental concerns. Online consultation services "Development Navi PLUS," are also available for families with challenged children. In addition, the platform provides services geared towards other child welfare service providers, offering support in areas such as customer acquisition, operation and management, and human resources development.

LITALICO Work Navi operates the employment information site, "LITALICO Shigoto Navi," where people with disabilities can search for suitable employment opportunities. In addition, we provide recruitment agency services for corporates looking to hire persons with disabilities, as well as user attraction support for other vocational training facilities.

LITALICO Career provides recruitment agency services, both for industry workers searching for employment, and welfare facilities searching for staff. The number of welfare workers continue to increase yearly, and the demand for matching services between facilities and workers is expected to rise going forward.

In addition, the following six companies have been consolidated: 1) Plus One Solutions Inc., a provider of the billing management system "Nursing Net Plus One" mainly for nursing care facilities, 2) nCS Inc., a provider of day services specialized in functional training, 3) Amu Inc., an operator of visiting nursing stations specialized in psychiatry, 4) HumanGrow Inc., a provider of vocational training for people with disabilities, 5) unico Inc., a provider of developmental support for children with disabilities, and most recently in October 2023, 6) VISIT Inc., a home nursing care provider.

LITALICO group operates LITALICO Works and HumanGrow businesses in the "Vocational Welfare" business segment to provide vocational welfare services, LITALICO Junior (Welfare) and unico businesses in the "Child Welfare" business segment to provide child welfare services, and LITALICO Development Navi, LITALICO Work Navi, LITALICO Career, and Plus One Solutions businesses in the "Platform" business segment to provide platform-based services for facilities and industry workers. All three are reportable segments.

International Financial Reporting Standards (hereinafter referred to as "IFRS") based accounting has been adopted as of the first quarter of this fiscal year, in place of conventional Japanese standards. Figures for the consolidated first quarter and full year of the previous fiscal year have been stated based on IFRS for comparative analysis.

## (2) Operating Results for the Second Quarter

(Unit: Million Yen)

Consolidated Results	Six months ended Sep 30, 2022 (Apr 1, 2022 to Sep 30, 2022)	Six months ended Sep 30, 2023 (Apr 1, 2023 to Sep 30, 2023)	Second Quarter Comparison	
Net Sales	11,406	14,392	2,987	26.2%
Operating Profit	1,255	1,352	97	7.7%
Quarterly Profit Attributable to Owners of the Parent Company	704	1,867	1,164	165.4%

(Unit: Million Yen)

Segment Results		Six months ended September 30, 2022 (Apr 1, 2022 to Sep 30, 2022)	Six months ended September 30, 2023 (Apr 1, 2023 to Sep 30, 2023)	Second Quarter Comparison	
Vocational Welfare	Net Sales	4,683	5,215	531	11.3%
	Profit	1,708	1,696	-11	-0.6%
Child Welfare	Net Sales	3,737	4,508	770	20.6%
	Profit	584	533	-51	-8.7%
Platform	Net Sales	1,534	1,899	365	23.8%
	Profit	566	728	162	28.6%
Others	Net Sales	1,451	2,771	1,320	90.9%
	Profit	-27	167	193	—

## (3) Explanation of Operating Results

### Vocational Welfare Segment

The renewed segment now includes HumanGrow in addition to the LITALICO Works business. Vocational Welfare business launched seven new sites in the first semester, bringing the total to 134 facilities. Job placements remained at elevated levels, with a steady increase of new users. Implementation of structural fortification in anticipation for accelerated new site launches and a concentration in upfront investment for such launches brought segment sales to 5,215 million yen (higher by 11.3% versus previous year), and profits to 1,696 million yen (lower by 0.6% versus previous year).

### Child Welfare Segment

The renewed segment now includes unico in addition to the LITALICO junior business. Within Child Welfare businesses, utilization rate of existing facilities remained at elevated levels, with steady inflow of new users at the 17 new sites launched within the first semester, bringing the total number of facilities to 158. On the other hand, a transitory concentration in upfront investment fees geared towards new site launches, brought sales to 4,508 million yen (higher by 20.6% versus previous year), and profits to 533 million yen (lower by 8.7% versus previous year).

## **Platform Segment**

The Platform business continued to see steady acceleration in the pace of new contract acquisitions mainly for SaaS related products, while continuing with aggressive upfront investments such as staff fortification. In addition, recruitment support services expanded at LITALICO Career, bringing sales to 1,899 million yen (higher by 23.8% versus previous year), and profit to 728 million yen (higher by 28.6% versus previous year).

## **Others**

The Others segment consists of LITALICO Junior (Private), LITALICO Wonder, LITALICO Life and other new businesses. In addition to the steady performance of each business, contribution from newly consolidated group companies brought sales to 2,771 million yen (higher by 90.9% versus previous year), and profit to 167 million yen (higher by 193 million yen versus previous year).

Overall, sales amounted to 14,392 million yen (higher by 26.2% versus previous year), and operating profit was 1,352 million yen (higher by 7.7% versus previous year). Furthermore, 1,058 million yen in gain was appropriated from the sale of equity method affiliate Olive Union Inc. on May 31, 2023. As a result, profit attributable to owners of the parent company was 1,867 million yen (higher by 165.4% versus previous year).

## **5. Description of Financial Position**

### **(1) Assets**

Total assets at the end of the current second quarter consolidated accounting period increased by 1,988 million yen versus the end of the previous consolidated fiscal year, to 24,713 million yen. This was mainly due to an increase in accounts receivable due to business expansion.

### **(2) Debt**

Total liabilities at the end of the current second quarter consolidated accounting period increased by 237 million yen versus the end of the previous consolidated fiscal year, to 16,076 million yen. This was mainly due to a decrease of 809 million yen in short-term loans payable, an increase of 578 million yen in long-term loans payable, an increase of 129 million yen in operating and other trade payables, and an increase of 191 million yen in provisions.

### **(3) Capital**

Capital at the end of the current second quarter consolidated accounting period increased by 1,751 million yen versus the end of the previous consolidated fiscal year, to 8,637 million yen. This was mainly due to an increase of 1,636 million yen in retained earnings due to the appropriation of profit attributable to owners of the parent company.

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