

Summary of 3Q of Fiscal Year 2019

Gakujo.Co.,Ltd.

Digest of income statement(November to January 2019)

	3Q of Fiscal Year 2018	Percentage (%)	3Q of Fiscal Year 2019	Percentage (%)	Year on year (%)
Sales	4,669	100.0	4,923	100.0	+5.4
Cost of sales	1,668	35.7	1,724	35.0	+3.4
Gross profit	3,001	64.3	3,199	65.0	+6.6
Selling, general and administrative expenses	1,942	41.6	2,042	41.5	+5.1
Operating income	1,058	22.7	1,156	23.5	+9.3
Ordinary income	1,158	24.8	1,220	24.8	+5.4
Income before income taxes	1,158	24.8	1,220	24.8	+5.4
Net income	790	16.9	839	17.1	+6.1

(Millions of yen)

Fiscal Year 2019 Full-Year (Forecast)	Percentage (%)
7,100	100.0
2,410	33.9
4,690	66.1
2,900	40.8
1,790	25.2
1,900	26.8
1,900	26.8
1,290	18.2

Sales of main products

(Millions of yen)

		3Q of Fiscal Year 2018	3Q of Fiscal Year 2019	Year on year (%)
Employment Expo"Shushoku-haku"	Sales	2,078	2,059	-0.9
	Gross profit	1,464	1,433	-2.1
Asagaku Navi	Sales	559	617	+10.2
	Gross profit	330	384	+16.2
Re-shukatsu	Sales	827	1,024	+23.9
	Gross profit	686	851	+24.2
Introduction Business	Sales	190	217	+13.7
	Gross profit	187	210	+12.6
Public sector	Sales	354	323	-8.7
	Gross profit	105	93	-11.7

Capital efficiency data

	Fiscal Year 2017	Fiscal Year 2018
Net assets per share (yen)	657.57	685.22
Net income per share (yen)	81.24	75.77
Capital adequacy ratio (%)	89.8	88.9
ROE (Return on Equity) (%)	12.8	11.3
ROA (Return on Assets) (%)	14.3	14.3
PER (Price-Earnings Ratio) (times)	17.0	19.6

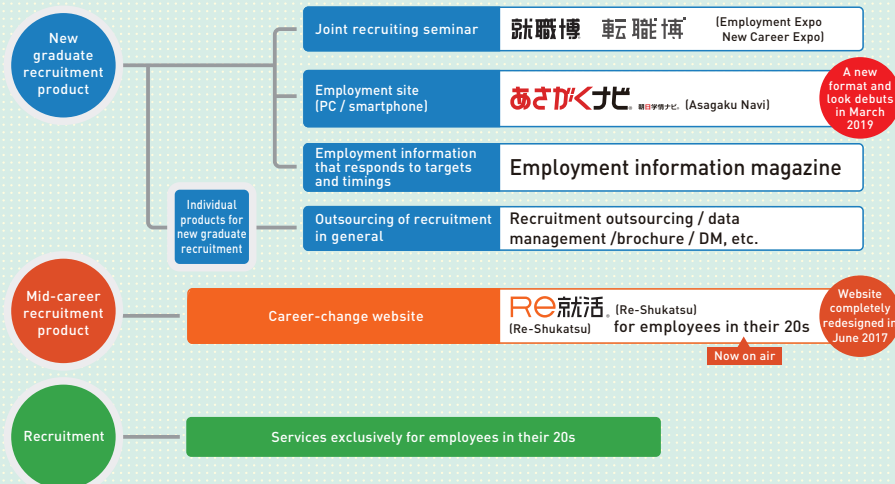
(Ref.) Share price at end of term:
Oct. 31, 2017 = 1,381 yen; Oct. 31, 2018 = 1,484 yen

Gakujo's Key Strengths

- Specialization in new graduate/age 20s segment; combines media and placement strengths to facilitate year-round recruiting
- Re-Shukatsu, Japan's leading career-change website specializing in people between the ages of 20 and 29
- Face-to-face job-hunting expertise – Employment Expo, the first event of this type in Japan, has the largest lineup of products and services in the industry
- Entered into a capital and business tie-up agreement with Asahi Shimbun and the Asahi Gakusei Shimbunsha (2013)
- Possession of data on more than 400,000 new graduating students every year
- Comprehensive consulting skills covering recruiting schedules, methodology for selecting applicants to hire and other aspects of recruiting – sharing of successes and hardships
- Proven reliability due to acquisition of Privacy Mark ahead of competitors in same industry
Renewed 10 times most in the industry
- Unique ability to develop products such as Asagaku Navi, Re-Shukatsu and Employment Expo
- Wide-ranging results in the public sector and the fields of employment support and recruitment measures Ministry of Economy, Trade and Industry; Ministry of Agriculture, Forestry and Fisheries; Ministry of Education, Culture, Sports, Science and Technology; Cabinet Office; Small and Medium Enterprise Agency; Three Tokyo Local Bar Associations; Tokyo Metropolitan Government; Osaka City and others
- Creditworthiness ensured with support from Asahi Broadcasting Corporation and Sky-A



Recruitment Information Business



Corporate Outline and History

Corporate Outline

Name: GAKUJO Co., Ltd.
 Established: November 1977
 CEO: Kiyokazu Nakai (Founder)
 Capital: 1,500,000,000 yen
 Employees: 278 (regular employees 270) (as of July 31, 2019)
 Offices: Osaka, Tokyo, Nagoya, Kyoto and Fukuoka



▲ Osaka Headquarters (Umeda, Kita-ku, Osaka)



▲ Tokyo Headquarters (Ginza, Chuo-ku)



▲ Nagoya Branch Office (Sakae, Naka-ku, Nagoya)



▲ Kyoto Branch Office (Shimogyo-ku, Kyoto)



▲ Fukuoka Branch Office (Hakata-ku, Fukuoka)

History

- Nov. 1977 Established "Mitaka Kikaku (now GAKUJO)" in Kita-ku, Osaka.
- Mar. 1983 Support was obtained from Asahi Broadcasting Corporation in the Employment Information Division.
- Aug. 1989 The Tokyo Branch was established in Chuo-ku, Tokyo.
- Oct. 1990 The Nagoya Branch was established in Naka-ku, Nagoya.
- Nov. 1998 Authorized by the Japan Information Processing Development Center under the control of the Ministry of International Trade and Industry (now Ministry of Economy, Trade and Industry) to use the "Privacy Mark."
- July 1999 Authorized as a private employment agency by the Ministry of Labour (now Ministry of Health, Labour and Welfare).
- Apr. 2000 Trade name was changed to GAKUJO, Co., Ltd.
- May 2002 GAKUJO was listed on JASDAQ Market.
- Aug. 2002 Authorized as a temporary-employment agency by the Ministry of Health, Labour and Welfare. Head office building was constructed at Umeda 2-chome, Kita-ku, Osaka.
- Nov. 2003 The Tokyo Head Office moved to Yurakucho, Chiyoda-ku, Tokyo.
- July 2004 The Kyoto Branch was established in Shimogyo-ku, Kyoto.
- Feb. 2005 Moved the Nagoya Branch Office to Sakae, Naka-ku, Nagoya.
- Sep. 2005 Listed on the Second Section of the Tokyo Stock Exchange.
- Oct. 2006 Listed on the First Section of the Tokyo Stock Exchange.
- Apr. 2010 Moved the Tokyo Head Office to Akasaka, Minato-ku, Tokyo.
- July 2011 Joined the Japan Business Federation.
- Mar. 2012 Moved the Nagoya Branch Office to Shinsakae-machi, Naka-ku, Nagoya.
- Jan. 2013 Entered into a capital and business tie-up agreement with the Asahi Shimbun and Asahi Gakusei Shinbunsha.
- Nov. 2013 Opened the Fukuoka Sales Office in Hakata-ku, Fukuoka.
- Mar. 2014 Moved the Tokyo Head Office to Toranomon, Minato-ku, Tokyo.
- Oct. 2016 Moved Nagoya Branch Office to Sakae, Naka-ku, Nagoya.
- Nov. 2016 Moved Tokyo Head Office to Ginza, Chuo-ku.
- Jan. 2017 Tokyo Head Office was renamed the Tokyo Headquarters to join the Osaka Headquarters in a dual headquarters structure.
- Nov. 2017 Fukuoka Sales Office was renamed the Fukuoka Branch Office.

Management Philosophy

With firm belief in future success, and with unflinching drive, intending to be a pioneer in the information industry,
 We are dedicated to virtuous and fair sales operations;
 We always face up to daunting challenges without fear;
 We plan, develop, and propose products that meet the current needs of the age;
 We are sincerely and honestly determined to present not only good products, but also good workers; and
 We aspire to share successes and hardships with our customers.

Basic Philosophy

We endeavor to be a company contributing to society through our work.