

Fiscal Highlights

	1Q of FY 10/19	% to sales	1Q of FY 10/20	% to sales	YoY(%)
Sales	801	100.0	711	100.0	-11.3
Cost of sales	343	42.9	341	48.1	-0.6
Gross profit	457	57.1	369	51.9	-19.4
Selling, general and administrative expenses	647	80.7	679	95.6	+5.0
Operating profit	△189	—	△310	—	—
Ordinary profit	△155	—	△262	—	—
profit before income taxes	△155	—	△262	—	—
Profit	△111	—	△184	—	—

(Millions of yen)

	FY 10/20(fct)	% to sales	YoY(%)
Sales	7,800	100.0	+11.0
Cost of sales	2,574	33.0	+11.5
Gross profit	5,226	67.0	+10.7
Selling, general and administrative expenses	2,996	38.4	+7.7
Operating profit	589	7.6	-0.1
Ordinary profit	2,230	28.6	+15.1
profit before income taxes	2,350	30.1	+15.6
Profit	2,350	30.1	+15.6

by Main Business Categories

(Millions of yen)

		1Q of FY 10/19	1Q of FY 10/20	YoY(%)
Employment Expo "Shusyoku-haku"	Sales	379	265	-30.0
	Gross profit	233	157	-33.6
Recruitment website "AsagakuNavi"	Sales	17	70	+303.6
	Gross profit	—	—	—
Career-change website "Re-Shukatsu"	Sales	221	200	-9.4
	Gross profit	163	149	-8.3
Recruitment	Sales	57	38	-32.3
	Gross profit	55	37	-31.9
Public-sector services	Sales	33	23	-30.1
	Gross profit	5	0	-86.4

※Figures for Asagaku Navi include Intern Jobs.