

June 17, 2025

Company name: RAKSUL INC.

Representative: Yo Nagami

Representative Director, President & Group CEO
(TSE Prime Market Code No. 4384)

Contact: Masaru Sugiyama

Group CFO, SVP of Finance & Sustainability

Notice Regarding Publication of Analyst Report by WARC Inc.

RAKSUL INC. (the "Company") hereby announces that an analyst report on the Company by WARC Inc. has been published.

This report has been prepared based on third-party research and analysis by WARC Inc.. The Company has decided to make this report public as the Company believes it will contribute to shareholders' and investors' understanding of the Company's business operations and future growth potential.

Please note that the analyst forecasts regarding company performance contained in this report are figures independently calculated by WARC Inc. based on the Company's public information and macro environment, and are not figures announced by the Company, nor has the Company influenced their content.

For further details, please refer to the attached analyst report.

Raksul

June 16, 2025

4384 JP / TSE Prime / Industry: Printing - Commercial/Publication

Solid foundation for business operations. Implications from 3Q results for7/25

Go Saito (WARC Inc. CFO)
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- ◇ Fundamentals remain strong. Gross profit margins continue to improve steadily, and the likelihood of sustained high organic growth appears to have increased further.
- ◇ Three M&A deals were executed in Q3 to drive discontinuous growth. The stock market is generally hesitant to incorporate horizontally diversified platform businesses into valuations, but we expect that accumulating quantitative results will lead to higher valuations in the future.
- ◇ It seems highly likely that the company will achieve its mid-term plan for FY7/27 (Sales of 30 billion yen and EBITDA of 10 billion yen). From a long-term perspective, the company aims to establish a business ecosystem through the launch of an AI native platform and both finance and software businesses. It appears that the company is also working on a transformation process to achieve EBITDA of over 20 billion yen.
- ◇ With stable cash flow generation, the company plans to pay a dividend of 3.0 yen per share and buy back at least 2.5 billion yen worth of its own shares over the next five years. It is also important to note that the company is working to optimize its capital allocation.

<Stock Price>

Closing Price	13/06/2025	1,139.000
Moving Average	Last 1M	1,194.304
	Last 3M	1,126.710
	Last 6M	1,188.437
	Last 1Y	1,436.000
High Price	Last 1Y	1,436.000
Low Price	Last 1Y	873.000
Turnover	13/06/2025	2,483,500

(Source) SPEEDA Unit : JPY

<Valuation>

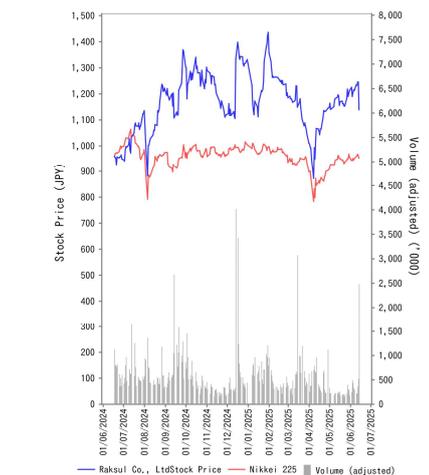
Market cap	13/06/2025	67,469Million
Enterprise Value	LTM	68,625Million
PER	Latest FY	31.1x
	LTM	28.0x
	Curt. Est.	24.4x
PBR	LTM	4.25x
EV/Sales	Latest FY	1.32x
	LTM	1.16x
	Curt. Est.	1.12x
EV/EBITDA	Latest FY	16.5x
	LTM	13.4x
	Curt. Est.	12.5x
EV/Operating profit	Latest FY	26.7x
	LTM	20.5x
	Curt. Est.	18.5x

(Source) SPEEDA Unit : JPY

On June 13, 2025, Raksul (“the company”) disclosed 3Q results for the FY7/25. EBITDA reached a record high for a single quarter at 1,652 million yen (up 20% year-on-year). Continued improvements in production processes and thorough price and cost management in the procurement platform business contributed to improved profitability (see next page for details). The full-year company forecast range has been narrowed from the previously announced range.

<Stock Charts> 17/06/2024 – 13/06/2025

In Q3, the company executed three M&A deals (with temporary expenses expected to be recorded in Q4). The purpose of this deal was to expand the product lineup in the procurement platform business and strengthen the strategic supply chain. It was a combination of scope-up M&A and roll-up M&A, which we consider to be effective. Since the evaluation criteria for horizontal expansion platforms are not yet established in the stock market, we expect that the company's valuation will improve as it demonstrates its growth potential quantitatively in the future.



The company has set its future direction as “an end-to-end technology platform that solves management issues for small and medium-sized enterprises.” As a first step, it plans to provide a platform based on a common ID for various business areas (transactions, software, and finance). Furthermore, by working to become AI-native and establish an ecosystem, it aims to maximize EBITDA. This stance is expected to continue in FY7/26. While continuing growth investments for the future, the company aims to achieve both sustained organic high growth and non-linear growth through M&A. As a result, the likelihood of achieving a gross profit of 30 billion yen for FY7/27 (WARC forecast for FY7/25: 21.587 billion yen) and an EBITDA of 10 billion yen (WARC forecast for FY7/25: 6.191 billion yen) has increased.

We would also like to properly evaluate the company's plans to pay dividends (3.0 yen per share for FY7/25) and acquire treasury stock (with a minimum of 2.5 billion yen over five years) based on its sustainable cash flow generation.

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Summary of Financial results

<Quarterly>

(Y mil)

	FY7/24				FY7/25				Comments
	1Q	2Q	3Q	4Q	1Q	2Q	3Q		
Net sales	11,228	12,762	13,567	13,564	14,709	15,043	15,997	Not affected by macroeconomic factors, remaining strong	
Gross profit	3,659	4,252	4,712	4,569	5,062	5,247	5,660		
	% of Sales	32.6%	33.3%	34.7%	33.7%	34.4%	34.9%	Improving profitability through production process improvements and price and cost management	
SG&A	3,117	3,503	3,814	4,234	4,089	4,320	4,542	Executed M&A of three companies in the procurement platform business (one-time expenses will recorde in 4Q)	
	% of Sales	27.8%	27.4%	28.1%	31.2%	27.8%	28.7%		
EBITDA	938	1,238	1,378	990	1,531	1,387	1,652	Recorded highest quarterly results ever	
	% of Sales	8.4%	9.7%	10.2%	7.3%	10.4%	9.2%		
Operating profit	541	749	898	334	972	927	1,117		
	% of Sales	4.8%	5.9%	6.6%	2.5%	6.6%	6.2%		
Ordinary income	429	640	800	172	869	841	1,001		
	% of Sales	3.8%	5.0%	5.9%	1.3%	5.9%	6.3%		
Net income	1,240	539	325	14	431	1,354	551		
	% of Sales	11.0%	4.2%	2.4%	0.1%	2.9%	3.4%		

<Segment sales and profit>

(Y mil)

	FY7/24				FY7/25				Comments
	1Q	2Q	3Q	4Q	1Q	2Q	3Q		
Net sales	11,228	12,762	13,567	13,564	14,709	15,043	15,997		
	%YoY	20.2%	25.5%	27.9%	24.5%	31.0%	17.9%		
Procurement Platform Business	10,451	11,666	12,416	12,574	13,561	14,065	14,869	In addition to organic growth, enterprise business doubled. ID integration completed, with plans to expand cross-selling measures in the future.	
	%YoY	22.4%	25.2%	25.2%	26.0%	29.8%	20.6%		
Marketing Platform Business	658	964	1,062	893	1,039	880	1,019	Sales volatility remains	
	%YoY	2.3%	37.1%	95.9%	16.6%	57.9%	-8.7%		
Others and Corporate	118	131	87	96	108	0	0		
	%YoY	-50.8%	54.1%	-45.3%	-41.1%	-8.5%	-		
Segment profit	938	1,238	1,378	990	1,531	1,387	1,652		
	%YoY	24.6%	40.4%	60.4%	52.5%	63.2%	12.0%		
	% of Sales	8.4%	9.7%	10.2%	7.3%	10.4%	9.2%	Continuous improvement of profitability through improvement of production processes and price/cost management	
Procurement Platform Business	1,458	1,649	1,831	1,662	2,096	2,126	2,361		
	%YoY	35.9%	40.7%	57.7%	40.8%	43.8%	28.9%	Work on continuous improvement of cost structure	
	% of Sales	14.0%	14.1%	14.7%	13.2%	15.5%	15.9%		
Marketing Platform Business	-118	0	9	-64	25	46	44		
	%YoY	-	-99.7%	-25.0%	-	-45900.0%	388.9%		
	% of Sales	-	0.0%	0.8%	-	2.4%	5.2%		
Others and Corporate	-401	-410	-462	-607	-591	-785	-753		

Source : Company data, WARC

<Details of SG&A>

(Y mil)

	FY7/24				FY7/25				Comments
	1Q	2Q	3Q	4Q	1Q	2Q	3Q		
SG&A	3,117	3,503	3,814	4,234	4,089	4,320	4,542		
	% of Sales	27.8%	27.4%	28.1%	31.2%	27.8%	28.7%		
Tech&Development	564	503	614	622	652	681	761	Investments in new business are in full swing.	
	% of Sales	5.0%	3.9%	4.5%	4.6%	4.4%	4.5%		
Advertising	765	938	1,129	980	1,036	1,082	1,129	Continued solid spending while improving efficiency	
	% of Sales	6.8%	7.3%	8.3%	7.2%	7.0%	7.2%		
Others	1,426	1,711	1,715	1,891	1,980	2,159	2,240	Higher rent and one-time expenses due to office relocation (Expected to level off in 4Q)	
	% of Sales	12.7%	13.4%	12.6%	13.9%	13.5%	14.4%		
Stock based compensation	122	142	110	97	103	63	64		
Goodwill amortization	161	204	207	358	284	269	274		

Source : Company data, WARC

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Earnings forecast

<Full year>

Profit and loss statement

(Y mil)

	FY07/22	FY07/23	FY07/24	FY07/25	FY07/26	FY07/27	
	Actual	Actual	Actual	Forecast	Forecast	Forecast	
Net sales	33,980	41,018	51,121	61,670	72,311	82,717	
%YoY		20.7%	24.6%	20.6%	17.3%	14.4%	
Gross profit	9,803	12,295	17,192	21,587	25,449	29,437	
%YoY		25.4%	39.8%	25.6%	17.9%	15.7%	
% of Sales	28.8%	30.0%	33.6%	35.0%	35.2%	35.6%	
SG&A	9,340	10,529	14,668	17,747	20,347	22,698	Continued upfront investment for long-term growth
%YoY		12.7%	39.3%	21.0%	14.7%	11.6%	
% of Sales	27.5%	25.7%	28.7%	28.8%	28.1%	27.4%	
EBITDA	1,632	3,145	4,547	6,191	7,609	9,137	
%YoY		92.7%	44.6%	36.2%	22.9%	20.1%	
% of Sales	4.8%	7.7%	8.9%	10.0%	10.5%	11.0%	
Operating profit	463	1,763	2,523	3,841	5,102	6,739	
%YoY		280.8%	43.1%	52.2%	32.8%	32.1%	
% of Sales	1.4%	4.3%	4.9%	6.2%	7.1%	8.1%	
Ordinary profit	-167	1,168	2,041	3,362	4,623	6,260	
%YoY		-	74.7%	64.7%	37.5%	35.4%	
% of Sales	-	2.8%	4.0%	5.5%	6.4%	7.6%	
Net income	1,021	1,329	2,118	2,659	3,236	4,382	Extraordinary gains on change in Hacobell's shareholding in FY7/24
%YoY		30.2%	59.4%	25.6%	21.7%	35.4%	
% of Sales	3.0%	3.2%	4.1%	4.3%	4.5%	5.3%	

Source : Company data, WARC

Balance sheet

(Y mil)

	FY07/22	FY07/23	FY07/24	FY07/25	FY07/26	FY07/27	
	Actual	Actual	Actual	Forecast	Forecast	Forecast	
Current assets	19,660	20,589	24,990	19,504	24,358	30,146	
Ready liquidity	13,682	14,644	17,014	10,222	13,476	17,703	
Notes and accounts receivable	4,903	4,718	5,770	6,961	8,162	9,336	
Inventories	209	295	804	630	737	838	
Others	866	932	1,402	1,691	1,983	2,269	
Fixed assets	8,973	12,076	18,881	18,810	18,837	18,949	
Tangible fixed assets	373	294	1,328	1,633	1,982	2,367	
Intangible fixed assets	5,208	4,625	8,324	7,949	7,627	7,354	
Investments and other assets	3,391	7,156	9,228	9,228	9,228	9,228	
Total assets	28,633	32,665	43,871	38,314	43,195	49,095	
Current liabilities	7,774	8,292	17,992	11,968	13,636	15,267	
Notes and account payable	3,234	3,299	3,825	4,614	5,410	6,189	
Short term interest bearing debt	2,495	2,447	9,387	2,300	2,300	2,300	5 billion yen of convertible bond-type bonds with stock acquisition rights transferred to short-term and redeemed on maturity date
Advances received	91	160	591	0	0	0	
Other current liabilities	1,954	2,386	4,189	5,053	5,925	6,778	
Non-current liabilities	11,546	10,463	10,171	8,279	8,498	8,713	
Long term interest bearing debt	11,440	9,464	9,006	7,006	7,006	7,006	
Others	106	999	1,165	1,273	1,492	1,707	
Shareholders' equity	8,360	9,531	11,062	13,547	16,540	20,594	
Net assets	9,312	13,909	15,708	18,068	21,061	25,115	
Total liabilities and net assets	28,633	32,665	43,871	38,314	43,195	49,095	

Cash flow statement

(Y mil)

	FY07/22	FY07/23	FY07/24	FY07/25	FY07/26	FY07/27	
	Actual	Actual	Actual	Forecast	Forecast	Forecast	
Operating CF	837	2,902	2,705	-11	4,294	5,467	
Investing CF	-2,808	297	-6,930	-679	-796	-911	
Financing CF	2,206	-2,238	5,671	-5,178	-243	-329	
Effect of exchange rates	0	0	0	0	0	0	
Net cash flow	235	962	1,446	-5,868	3,254	4,227	
Cash & equivalents at end-FY	13,682	14,644	16,090	10,222	13,476	17,703	

Source : Company data, WARC

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Financial Results

			Revenue		EBITDA		OP		RP		NP		EPS
			(Y mil)	(Y/y)	(Y mil)	(Y/y)	(Y mil)	(Y/y)	(Y mil)	(Y/y)	(Y mil)	(Y/y)	(¥)
FY07/20	FY		21,495	25.2%	11	-95.9%	-244	-	-368	-	-494	-	-8.7
FY07/21	FY		30,261	40.8%	1,029	9087.5%	221	-	130	-	160	-	2.8
FY07/22	FY		33,980	12.3%	1,632	58.6%	463	109.9%	-167	-	1,021	538.1%	17.7
FY07/23	FY		41,018	20.7%	3,145	92.7%	1,763	280.8%	1,168	-	1,329	30.2%	22.9
FY07/24	1Q		11,228	20.2%	938	24.6%	541	38.4%	429	68.2%	1,240	24.2%	21.3
	2Q		12,762	25.5%	1,238	40.4%	749	34.0%	640	19.4%	539	63.8%	9.2
	3Q		13,567	27.9%	1,378	60.4%	898	77.5%	800	180.7%	325	231.6%	5.6
	4Q		13,564	24.5%	990	52.5%	334	8.8%	172	87.0%	14	-	0.3
FY07/24	FY		51,121	24.6%	4,547	44.6%	2,523	43.1%	2,041	74.7%	2,118	59.4%	36.3
FY07/25	1Q		14,709	31.0%	1,531	63.2%	972	79.7%	869	102.6%	431	-65.2%	7.4
	2Q		15,043	17.9%	1,387	12.0%	927	23.8%	841	31.4%	1,354	151.2%	23.4
	3Q		15,997	17.9%	1,652	19.9%	1,117	24.4%	1,001	25.1%	551	69.5%	9.5
FY07/25	FY	WARC F	61,670	20.6%	6,191	36.2%	3,841	52.2%	3,362	64.7%	2,659	25.6%	45.7
FY07/25	FY	CP : Lower	61,500	20.3%	6,000	32.0%	3,700	46.7%	3,400	66.6%	2,700	27.5%	68.3
	FY	CP : Upper	62,500	22.3%	6,000	32.0%	3,700	46.7%	3,400	66.6%	2,700	27.5%	73.5
FY07/26	FY	WARC F	72,311	17.3%	7,609	22.9%	5,102	32.8%	4,623	37.5%	3,236	21.7%	55.6
FY07/27	FY	WARC F	82,717	14.4%	9,137	20.1%	6,739	32.1%	6,260	35.4%	4,382	35.4%	75.3

*1 for 2 stock split as of February 1, 2023. EPS is retroactive.

(Source) Company data, WARC

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Company Profile

Company Information

Company	Raksul Co., Ltd
Ticker	4384
Description	Raksul Inc provides printing services in Japan.
Industry	Printing - Commercial/Publication
Representative	Yasukane Matsumoto (Chairman), Yo Nagami (Chief Executive Officer, President)
Address	1-3-1, Azabu-dai Hills Mori JP Tower 19F, Azabu-dai, Minato-ku, Tokyo
Phone	-
Website	https://corp.raksul.com/
Founded	01/09/2009
IPO Date	31/05/2018
Main Stock Exchange	TSE Prime
Capital Stock	2,883 JPY Million (FY2025/01)
Headcount	626 (FY2024/07 Consolidated)

(Source) SPEEDA

Financial Summary

(Unit: JPY Million)		FY2019/07	FY2020/07	FY2021/07	FY2022/07	FY2023/07	FY2024/07	FY2025/07
		Non-con Actual	Non-con Actual	Non-con Actual	Con Actual	Con Actual	Con Actual	Con Company Estimates
I/S	Total Revenue	17,169	21,495	30,261	33,980	41,018	51,121	61,500
	EBITDA	275	-73	418	936	2,491	4,072	6,000
	EBITDA Margin	1.6%	-0.3%	1.4%	2.8%	6.1%	8.0%	9.8%
	Operating Profit	144	-244	221	462	1,765	2,523	3,700
	Operating Margin	0.8%	-1.1%	0.7%	1.4%	4.3%	4.9%	6.0%
	Ordinary Profit	130	-368	130	-167	1,168	2,041	3,400
	Ordinary Margin	0.8%	-1.7%	0.4%	-0.5%	2.8%	4.0%	5.5%
	Net Profit Attribute to parent company	70	-494	160	1,021	1,329	2,118	2,700
Net Margin	0.4%	-2.3%	0.5%	3.0%	3.2%	4.1%	4.4%	
BS	Total Assets	9,246	19,380	21,916	28,633	32,665	43,863	-
	Shldr' Eq.	6,810	6,802	7,997	9,312	13,909	15,678	-
	Shldr' Eq. Ratio	73.65%	35.10%	36.49%	32.52%	42.58%	35.74%	-
	Debt(I&D)	313	10,083	10,033	13,935	11,911	18,393	-
	D/E Ratio	0.05x	1.48x	1.25x	1.50x	0.86x	1.17x	-
	ROE	1.04%	-7.26%	2.16%	-	11.45%	14.32%	-
C/F	ROA	0.78%	-3.45%	0.77%	-	4.34%	5.54%	-
	Operating CF	12	-126	1,539	837	2,902	2,705	-
	Investing CF	-266	-284	-3,618	-2,808	297	-6,930	-
Financing CF	-207	9,956	75	2,206	-2,238	5,671	-	

(Source) SPEEDA

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